New Paper on Penetrating the Middle Market for Life Insurance is Complete
The Marketing and Distribution Section initiated a multi-phase research effort to better understand the middle market for life insurance and to identify segments that would allow the industry to better target customer needs. The Phase 1 study examining young families is complete and identified three sub segments. A new paper from Walter Zultowski, Ph.D., looks further into how companies might use the result of this study to develop marketing approaches for the identified sub segments.

International Mortality Research
The SOA plays a key role in international mortality research through its work with the International Actuarial Association's (IAA) Mortality Working Group. Read about the work of the IAA's Mortality Working Group and how to access their latest collection of international mortality research.

Disability Morbidity Tables Excel Workbook
The Individual Disability Insurance Experience Committee is preparing a 2000-07 experience report which will be available soon. The same data has been used to develop an experience basic table. An updated Disability Morbidity Tables Excel Workbook and associated documentation have been created from both of these sources. Questions? Contact Jack Luff, SOA Experience Studies actuary, at jluff@soa.org or 847.706.3571.

Preferred Structures Survey Report
The Preferred Structures Survey Subcommittee of the Society's Committee on Life Insurance Mortality & Underwriting Surveys has completed its report on the results of a survey to capture the current state of preferred risk underwriting practices in the U.S. life insurance market. This survey was sent to Canadian and U.S. life insurance companies that write preferred risk business in the United States. Questions? Contact Jack Luff, SOA Experience Studies actuary, at 847.706.3571.

New Research Completed on Behavioral Simulation
Just released is a new paper by Louis Lombardi, Mark Paich and Anand Rao of PricewaterhouseCoopers, which presents a new approach, called behavioral simulation, to model policyholder behavior.

SOA Releases New Report -- Insights on the Middle Market
The SOA, InFRE and the FPA are pleased to release a summary of focus group discussions addressing the middle market and how underserved they are when it comes to financial planning, services and products.

Credit Disability Insurance and Credit Involuntary Unemployment Insurance Claim Termination Study
The Credit Insurance Experience Committee has completed its report on assembled disabled life data to develop more information for actuaries calculating disabled life credit disability reserves. This study captured claim termination experience from 12 company groups writing credit disability insurance.

Coming soon: Excel spreadsheets that will make the results of the study more accessible to those who want to perform their own analysis on the summary data.

Questions? Contact Jack Luff, SOA Experience Studies actuary, at jluff@soa.org or 847.706.3571.
2007-09 US Individual Life Persistency Update
This report presents the results of the most recent study of individual life insurance lapse experience in the United States conducted jointly by LIMRA International and the Society of Actuaries (SOA). The Excel spreadsheet contains the supporting source lapse rates for figures within the U.S. Individual Life Insurance Persistency report. The data for this report and the Excel spreadsheet, represent experience years 2007-09.

Questions? Contact Jack Luff, SOA Experience Studies actuary, at jluff@soa.org or 847.706.3571.

Just Released! New Report on Living to 100 Insight on Challenges and Opportunities of Longevity
The Society of Actuaries’ Committee on Life Insurance Research, the Committee on Knowledge Extension Research and the Product Development Section have just released an informative new report that provides an overview and analysis of the mortality models, theories and trends contained in the papers presented at the past four international Living to 100 symposia.

Read this new research report, sponsored by the Reinsurance and Joint Risk Management Sections and Committee on Life Insurance Research, to better recognize, assess and respond to emerging events. Authored by Guntram Werther of Temple University with the assistance of Thomas Herget, this paper provides a holistic framework for foreseeing large scale, large impact rare events (LSLIREs).

1990-2007 Individual Disability Experience Committee Report
The Individual Disability Insurance Experience Committee has prepared a 2000-07 experience report. The same data has been used to develop an experience basic table. From both of these sources, an updated Disability Morbidity Tables Excel Workbook and associated documentation were created. For any questions about this new report, contact Jack Luff by e-mail or at 847.706.3571.

2008-09 Individual Life Experience Report Complete
The Individual Life Experience Committee has completed their latest report on intercompany mortality experience by amount of insurance under standard individually underwritten issues. This includes study years 2008-09. The Excel file contains more detail of the data summarized in the report.

If you have any questions, please do not hesitate to contact Jack Luff at jluff@soa.org or 847.706.3571.