The Original Environment

- National Firms
- Narrow Scope
- "Unsophisticated" Clients
- High Marginal Tax Rates
- Broad Deductibility of Expenses
- Slower Pace of Life
Initial Member Needs

Networking for Senior Partners
Basic Information on "Foreign" Environments
Trends in Benefit Program Design

Initial Meeting Design

Long Duration
Social (Networking) Focus
Reliable Information
Otherwise Relatively Undemanding Professional Content
Our Current Environment

- Multinational Corporations
- "Formal" Networks of Smaller Firms
- Wider Scope
- "Sophisticated" Clients
- Lower Marginal Tax Rates
- Limited Deductibility of Expenses
- Faster Pace of Life

Current Member Needs

- Senior Managers do not see as much need for networking
- Risk of Narrowing Focus for Actuaries
- Senior Actuaries need Professional Value to justify attendance
- Clients now expect focus on business results
- Travel and meeting expenses not as tax effective
Implications for IACA

- More communications with members on professional issues
- Bring consulting orientation to IAA
- Bring International orientation to national consulting organizations
- Continue biennial meetings

Implications for Meeting Design

- Shorter Duration
- Professional Program Focus
- Networking where possible
- Travel and Tourism before and after meeting - not during
Implications for Meeting Design

Professional Program Topics

- Broadening Scope
- Relating advice to client business success
- Working within multidisciplinary teams
- Multinational issues
- Communication Skills
- Managing consulting firms