

Managing Final Expense Profitability

Doubletree Hotel – Chesterfield | St. Louis | June 5-6, 2024

Registration & Information: www.loma.org/finalexpense



AGENDA & SAMPLE ATTENDEE LIST

Wednesday, June 5, 2024

- 2:00 p.m. **Welcome from LIC & RGA**
- 2:15 p.m. **Presentation by RGA**
- 3:15 p.m. **Facilitated Discussion on Final Expense Topics**
- 4:00 p.m. **Sessions Adjourn for the Day**
- 6:30 p.m. **Hosted Networking Dinner**

Thursday, June 6, 2024

- 7:30 a.m. **Continental Breakfast**
- 8:30 a.m. **Presentation by Optimum Life Reinsurance**
- 9:30 a.m. **Presentation**
- 10:30 a.m. **Break**
- 11:00 a.m. **Presentation**
- 12:00 p.m. **Networking Luncheon**
- 1:00 p.m. **Presentation**
- 2:00 p.m. **Adjourn**

Managing Final Expense Profitability

In managing life products, especially small face life products, mortality is the biggest factor in achieving profitability and expected results. Tiny improvements in execution can mean big increases in profitability when you sell large volumes of small policies. Are you managing every aspect of this process?

This annual workshop includes detailed presentations covering all areas of final expense administration, management, and marketing. Attendees learn from industry experts, case studies, and discussion with peers at other companies, and have ample time for networking with fellow attendees and vendors interested in working with final expense companies.

2024 LIC FINAL EXPENSE WORKSHOP PREMIER SPONSORS



CONTRIBUTING SPONSOR



LIC Final Expense Workshop – Sample Attendee List (from Last Year)

Aetna - Actuarial Manager
Aetna - Director
Aetna - Lead Director, Product Management / Development
American Home Life - National Sales Director
American Home Life - VP-Underwriting and Administration
American-Amicable Group of Companies - Underwriting Manager
American-Amicable - VP, New Business & Marketing Admin
Americo - Senior Marketing Manager, Product Development
Bankers Life Insurance Company of America - President
BetterLife - SVP Member Experience
Cincinnati Equitable Life - Chief Operating Officer
Competiscan - Sr. Sales Director
Converge Re - Head of Business Development
Corebridge Financial - Director, Product Management
ELCO Mutual - Vice President of Business Development
ELCO Mutual - SVP, CSO
EMC National Life - Underwriting Manager
EPOQ - Business Development Director
ExamOne - Strategic Account Executive
ExamOne - National Sales Insurance Director
Friedland Consulting Services, LLC - Principal
GPM Life - Vice President - Director of Marketing
GTL - Actuary
Homesteaders Life Company - VP-Independent Distribution
INSTANDA - VP of Sales
Insurance Supermarket - Director, Product Management
iPipeline - Software Sales Director
iPipeline - VP, Product Management
Kansas City Life Insurance Company - Senior Actuarial Assistant
KSKJ Life - CMO
LCBA - VP-Administration/Secretary
LCBA - President and CEO
Lewis & Ellis, Inc. - Assistant Vice President
Lewis & Ellis, Inc. - Vice President & Consulting Actuary
LifeShield National Insurance Company - Actuarial Manager
LifeShield National Insurance Company - President
Lincoln Heritage Life Insurance - Vice President
Locke Lord LLP - Attorney
Management Research Services, Inc. - Chief Executive Officer
Milliman Intelliscript - Client Relationship Manager
Milliman, Inc. Principal and Consulting Actuary
Milliman, Inc. - Principal & Consulting Actuary
Milliman, Inc. - Director, Sales & Marketing
Munich Re - Regional VP Business Development
Munich Re - Senior Data Scientist
Mutual of Omaha - SVP
Old American Insurance Company - VP Sales & Marketing
Optimum Life Reinsurance - Director
Optimum Life Reinsurance - VP, R&D
Optimum Life Reinsurance - Vice President, Claims
Optimum Life Reinsurance - AVP, Client Services
Optimum Life Reinsurance - Vice President Business Development
Parkway Advisors - President / CEO
Prudential - Director
QLAdmin Solutions - CTO & Director of Software Development
QLAdmin Solutions - Chief Marketing Officer
RGA - Executive Director, Underwriting
RGA - Actuary
RGA - VP, Business Development
RGA - VP Business Initiatives
Royal Neighbors of America - Product Manager
Security National Life - VP
Security National Life - VP Marketing & Sales Operations
Sons of Norway - Life and Annuity Product Manager
Swiss Re - SVP
thinktum - CFO
thinktum - Director, Underwriting Innovation & Integration (US)
Toronto Police Widows and Orphans Fund - CEO and President
Trilogy Actuarial Solutions - Partner
Trilogy Actuarial Solutions - Founding Partner
TruStage - Manager of Final Expense Partner Experience
United Benefits - Chief Marketing Officer
United Home Life - Director of Marketing
Wellabe - Product Manager
Zinnia - Sales Director