



# Strategies for Small Company Investment & Capital Management



## LIC Investment & Capital Management Committee Meeting

Hosted by Parkway Advisors | Abilene, TX | October 26-27, 2022 | **Meeting Website:** [www.loma.org/LICINV](http://www.loma.org/LICINV)

**Meeting Location:** Parkway Advisors, 6550 Directors Pkwy, Abilene, TX 79606

**Recommended Hotel:** Hilton Garden Inn Abilene, 4449 Ridgemont Dr, Abilene, TX 79606

## AGENDA & ATTENDEE LIST

### Wednesday, October 26, 2022

6:30 p.m. **Hosted Networking Dinner at Perini Ranch Steakhouse**  
3002 FM 89 Buffalo Gap, TX 79508 ([www.periniranch.com](http://www.periniranch.com))  
*Meet at 6 p.m. in the Hilton Garden Inn lobby for transportation.*

### Thursday, October 27, 2022

8:30 a.m. **Continental Breakfast hosted by Parkway Advisors**  
*Meet at 8:15 a.m. in the Hilton Garden Inn lobby for carpools.*

9:00 a.m. **Welcome & Attendee Introductions**  
Theron Holladay, CFA, President, Parkway Advisors  
Jeff Shaw, CLU, ChFC, Executive Director, LIC

10:00 a.m. **Case Study: Funeral Directors Life**  
Kris Seale, CEO, Funeral Directors Life Insurance Company  
*Funeral Directors Life is a unique company that is faith-based, was started by funeral directors, sells preneed only, and differentiated by their investment department (which became Parkway Advisors). Hear about how critical their investment strategy was to their success in preneed (in terms of higher yields/spreads).*

10:45 a.m. **Market Update & Outlook**  
Trevor Rupe, CFA, Portfolio Manager, Parkway Advisors

11:30 a.m. **New Actuarial Guidelines and the Impact of Rising Interest Rates on ALM**  
Douglas Brown, ASA, MAAA, Founding Partner, Trilogy Actuarial Solutions

12:15 p.m. **Networking Luncheon hosted by Parkway Advisors**

1:00 p.m. **Product Considerations in this Market Environment**  
Tom Wurfel, FSA, MAAA, Senior Consultant, Allen Bailey & Associates

1:45 p.m. **Closing Discussion**

2:15 p.m. **Adjourn**

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## Attendee List

1891 Financial Life - Lisa Bickus, CEO  
Allen Bailey & Associates - Tom Wurfel, FSA, MAAA, Senior Consultant  
American Farmers & Ranchers Mutual Insurance Life Company - Bernadette Autrey, CFO  
American Farmers & Ranchers Mutual Insurance Life Company - Brandice Rhoades, AVP  
American Farmers & Ranchers Mutual Insurance Life Company - Jon Srna, President & CEO  
American Farmers & Ranchers Mutual Insurance Life Company - Michelle Rowch, Treasury Manager  
American Savings Life Insurance Company - Byron Allen, President/CEO (Remote)  
American Savings Life Insurance Company - Paul Whetten, MA, EVP/COO  
Baltimore Life Insurance - Mark Glickman, ASA, MAAA, FLMI/M, Vice President, Business Intelligence (Remote)  
Catholic Union of Texas, The KJT - Chris Urban, President  
CL Life - Nowlin Randolph, Portfolio Manager  
CSA Fraternal Life - John Kielczewski, CLU, FLMI, President / CEO  
ELCO Mutual Life and Annuity - Paul Grawe, Chief Financial Officer  
FORVIS - Matt Howell, CPA, Partner  
FORVIS - Shawn Grotte, CPA, Partner  
Funeral Directors Life Insurance Company - Kris Seale, President  
Funeral Directors Life Insurance Company - Terry Groban, CFO  
Government Personnel Mutual Life Insurance Company - Robert Draper, CFA, Vice President - Investments  
Hermann Sons Life - Robin Czarnek, CEO and President  
KSKJ Life - Brian Sharp, MBA, FLMI, CIO & VP Finance  
LCBA Life - Brian Young, Director of Customer Experience (Remote)  
Liberty Bankers Insurance Group - Tamara Burden, FSA, CFA, MAAA, Chief Risk Officer  
LIC - Audrey Wittenburg, ALMI, ACS, Associate Director (Remote)  
LIC - Jeff Shaw, CLU, ChFC, Executive Director  
National Farm Life Insurance Company - Mark Williams, FLMI, ARA, COO & Treasurer  
Parkway Advisors - Chad Hoes, FLMI, Chief Investment Officer  
Parkway Advisors - Christy Bechtel, Director of Communications  
Parkway Advisors - Kyle Timmermann, Director of Consulting  
Parkway Advisors - Theron Holladay Jr., Investment Consulting Strategist  
Parkway Advisors - Theron Holladay, CFA, President / CEO  
Parkway Advisors - Trevor Rupe, CFA, Portfolio Manager  
Trilogy Actuarial Solutions - Amy Phillips, ASA, Partner  
Trilogy Actuarial Solutions - Douglas Brown, ASA, MAAA, Founding Partner