Trends in Annuity Business Management

Information and Insights for Asset Managers

AGENDA

October 17, 2023 | Noon – 6 p.m. ET

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IRI is hosting its third annual half-day, in-person symposium focused on the unique perspectives and needs of asset managers. During the symposium, industry leaders will discuss trends, opportunities, and challenges in the manufacture, distribution, and risk management of annuity products and related retirement-oriented solutions. This will be a dynamic, interactive event where asset managers and insurance companies can come together to address the most important issues facing the industry today.

Noon – 12:40 p.m.

Lunch

12:40 p.m. – 1 p.m.

Opening Remarks

SPEAKERS

Wayne Chopus, *President & CEO*, Insured Retirement Institute
Mike Eustic, *Senior Director, Head of Insurance & Subadvised*, Invesco

1 p.m. – 1:30 p.m.

Digital First for Annuities

Digital First is a strategy that emphasizes digital solutions that work for the consumer, prioritizing fast and efficient data that is cost-effective, scalable, and flexible, and that supports optimized digital experiences. This session will be a discussion of Digital First industry initiatives to improve the annuity experience for financial professionals and their clients.

SPEAKERS

Katherine Dease, *Chief Technology & Innovation Officer*, Insured Retirement Institute
Philip Pellegrino, *Executive Director, Head of Wealth Planning & Insured Solutions*, UBS Financial Services, Inc.

1:30 – 2:30 p.m.

Annuities Then and Now: The Evolution of Product Development

Spread products continue to gain market share as sales of variable annuities with living benefits, IOVAs, and fee-based annuities fall or stagnate. Stronger living benefits supported by higher interest rates are a potential path back to stronger sales for variable annuities, but so far moves in that direction have been modest. This session will provide insight into how product managers and senior decision makers are thinking about annuity product development and what they need from asset managers today.

SPEAKERS

Brett Hynes, *President of Sales*, Financial Independence Group
Brian Sward, CFA, CAIA, *Head of Product Solutions Group*, Jackson Financial
Brian Wagner, *Vice President, Actuary – Annuities*, Nationwide Financial
Michelin Sharp, CIMA®, *Head of Insurance & Annuities*, Janus Henderson (Moderator)

2:30 p.m. – 3 p.m.

Break

3 – 4 p.m.

Positioning Annuities with Distributors and Advisors

Distributors are continually evaluating and re-evaluating the financial products they provide to their financial advisors. Choreography between high level discussions and recommendations, wholesaler interaction with advisors and gatekeepers, risk management and compliance, and requests from financial advisors hopefully results in a balanced approach to "stocking the shelf." Panelists will discuss trends in the management of wealth assets and how advisor and client preferences are shifting.

SPEAKERS

Brad Carrier, *Divisional Vice President*, Nationwide Financial
RaShonne Darling, *Assistant Vice President, Annuity Product Management*, LPL Financial
Barbara Delaney, *Principal*, Global Retirement Partners
Andrew Stumacher, *Senior Vice President/Managing Director, Custom Defined Contribution Solutions*, AllianceBernstein (Moderator)

4 – 5 p.m.

Managing the Annuity Block: Risk and Reserves

After almost 15 years of low long-term interest rates, at times well below one percent, the 10-year Treasury has remained above three percent, and often close to four percent, for over a year. Meanwhile, market volatility remains elevated and recession fears loom. Panelists will discuss the opportunities and challenges of managing the assets backing annuities and other insurance products in this environment, reinsurance developments, and hedging strategies.

SPEAKERS

John Kennedy, *Executive Vice President, Chief Distribution and Brand Officer*, Lincoln Financial Group
Steve Scanlon, *Managing Director, Head of Individual Retirement*, Equitable
Dylan Tyson, CFA, *President, Retirement Strategies*, Prudential Financial
Peter Miller, CFA, FSA, *Head of Insurance Solutions, Multi-Asset Strategies*, Invesco (Moderator)

5 – 6 p.m.

Reception

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