

Moderator

Mike Reeves
Vice President, Life Solutions
Hannover Re



Mike Reeves has been with Hannover Re Group since 2007. Mike has 20+ years of combined experience in life and health insurance and reinsurance. His main focus with Hannover Re has been in the area of automated and accelerated underwriting, including finding and vetting new data sources to support automated and accelerated underwriting.

Mike is responsible for new business development, client relationship management and implementing customized solutions for hr | ReFlex, Hannover Re's automated underwriting system. Mike's previous speaking engagements include various topics on innovations in underwriting solutions specific to how to successfully implement these tools into life insurers' new business processes.

Speakers

Sean Conrad, FSA, MAAA, FIA, CFA
Vice President, Actuary
Hannover Re



Sean joined Hannover Re Group in April 2011. Sean's career spans over 20 years in the life insurance and reinsurance industry including three years working in the UK and Irish market.

Sean is responsible for pricing and client consultative activities related to various life markets with a focus on Alternative Underwriting opportunities including accelerated underwriting and predictive modeling.

Prior to joining Hannover Re Group, Sean was Risk Manager for the US Life & Protection and Canadian business units of AEGON with oversight responsibility for pricing, ALM, portfolio management, and other risk & capital related activities. Before that, Sean held various pricing, product development, and marketing roles at Munich Re, ING Re, and Great-West Life.

Sean graduated from Butler University earning a bachelor's degree in actuarial science with a minor in business administration. He is a Fellow of the Society of Actuaries (FSA), a Member of the American Academy of Actuaries (MAAA), a Fellow of the Institute of Actuaries (FIA) in the UK, and a Chartered Financial Analyst (CFA).

JJ Lane Carroll, FSA, MAAA
Vice President, Product Development & Innovation
AAA Life Insurance Company



JJ Lane Carroll is the VP, Product Development & Innovation for AAA Life Insurance Company. In this role, she is responsible for developing and implementing AAA Life's product and innovation strategy.

Ms. Carroll is responsible for evolving AAA Life's innovation roadmap to support member penetration and profitable growth and to provide strategic direction on member focused product design. She leads a team responsible for all aspects of the pricing process, product filing, product implementation, reinsurance and controls. She serves as business sponsor for IT deployment of new products and product related innovations.

Prior to joining AAA Life, Ms. Carroll was Head of Swiss Re's New Solutions Group, an innovation team dedicated to developing underwriting and customer experience solutions in life insurance. Previously she served as Data Champion for Swiss Re Life & Health America, with responsibility for quality and accessibility of reinsurance risk data across all functional areas. With more than 20 years in the industry, she has served in a wide variety of roles within life reinsurance.

A Fellow of the Society of Actuaries, Ms. Carroll received her Bachelor of Science in Mathematics from the University of Michigan and Master of Science in Mathematics from the University of Illinois.

Karen Monks
Senior Analyst
Celent



Karen Monks is a Senior Analyst in Celent's North American insurance practice. She brings a broad range of insurance and consulting experience to her work; she has worked as a management consultant to and within insurance carriers and other financial services companies for over 22 years. She has been with Celent for eleven years.

Ms. Monks' research concentrates on life insurance technology and trends. Her reports concentrate on life all aspects of life insurance processing including illustrations, eApplications and eSignature, new business and underwriting systems, policy administration systems, claims systems, and digital enablement technologies. Past consulting projects include vendor product strategy reviews, acquisition due diligence, system selections across claim, marketing and distribution management, illustrations, new business and underwriting systems, and policy administration systems. For the last seven years, Ms. Monks lead Celent's Knowledge Management team which oversaw Celent's largest research initiatives, particularly our ABCD Vendor assessments.

Ms. Monks is based in Richmond, VA.