

# Future trends in Actuarial Consultancy: external, professional, internal, management, etc.

Friday 18th June (late morning)

Chairman: David Brown (Canada)

Opener: David Johnson (UK)

Closer: Klaus Heubeck (West Germany)

## Papers for discussion:

### D. Crawford (USA):

"Future trends in actuarial consultancy — challenges for the 1980s."

### J. Hillhouse (Canada):

"Future trends in actuarial consultancy — a personal Canadian perspective."

### R. D. Shapiro (USA):

"Developing a life insurance company consultancy practice for the 1980s."

### A. D. Walsh (Canada):

"The future development of the actuarial profession in the next 25 years."

## Closing Remarks

Closing a session about Future trends in Actuarial Consultancy could be misinterpreted as if actuarial consultancy had no future. So what I intend to do is to give no closing remarks but some incidental annotations to what our future is supposed to be.

We've learnt from the discussion that our profession will have a future — except individuals. We've been informed about a tremendous growth of our number in some countries. And the only event that could retard us a little bit on our way towards a certainly successful 1984 (and so on) is this closure, not even the common lunch we'll have in a few minutes — to the contrary.

Ladies and gentlemen, today we are at the end of an intervening wide discussion, and some excellent papers have shown us where our efforts might be concentrated. On this occasion I would like to give my warmest thanks to the organizing committee who supplied us with the papers at the earliest possible time, some of them nearly before they were written, I think. Therefore to repeat their contents and the excellent, sometimes ambiguous perspectives they've given to us would mean to bore you to an unexcusable extent. The same holds for the discussion of this morning that you were better qualified to follow than I was.

So it is a matter of contingency if the following remarks meet the essentials of our meeting today.

There are at least 3 items that could be expected as a future trend in our profession.

### Point 1:

The development of the actuary from being a pure technologist towards a general consultant and adviser with an actuarial speciality will continue.

I have got the impression that James Hillhouse's personal Canadian perspective — as he calls it — holds for other countries, too. We have to widen our activities as consultants.

### Point 2:

There is an increasing challenge for the actuary, both in his specific traditional domain and in the general social and legal scenery.

Personally, I doubt whether developing new products is the right way to overcome these challenges for our profession. I am sure that there are other ways to defend against the competition coming as we've heard it from the government's actuary, from computer-packages from the auditors' side or other professions.

And I fully agree with those authors and speakers who have recommended to intensify our training and supply for the actuarial-based economic and business problems of our clients. From a German point of view I would like to mention again that the financial impacts of book reserves are worth studying and using, even if there is no tax deductibility.

It's a question of survival for our profession to provide our experience input into new legislation, new standards and new social programmes. Alan Walsh in his paper is completely right I think, when he demands greater efforts in this field. Perhaps, in our next congress we — as a professional body — can come up to some general statements for such problems as "equal treatment for men and women", "flexible retirement age" or "handling of accounting standards". Activities in these fields can be the opposite to actuaries becoming advocats, what they *really* should *not* be.

Efforts in common problems like that are supposed to involve higher prosperity for our profession than short-sighted struggle for new business. This leads me to the next

### Point 3:

There will be in my opinion a growing need for international or pure local collaboration to solve common problems and to serve internationally operating clients.

David Crawford and some speakers drew our attention to this point giving some examples from the US background. We notice the same need within the European Common Market as well as some of us know very well. And if there ever will be an EACA (European Association of Consulting Actuaries) it could be understood not only as a reaction to a kind of imperialism within our business that is observed nowadays — not only in Europe as I am told.

I feel there are better ways to cooperate and to cover the international requirements of our clients and of our profession likewise. So I have no doubt at all that we shall have the need for (and the tendency to) further international congresses.