

Think Like an Insurance Executive

- CAS Annual Meeting 2021
- Tuesday, November 9, 2021
- Facilitated by Ron Tsang, MBA

RonTsang.com
@RHTsang



Meet Ron Tsang, MBA

- Professor at Centennial College School of Business
- Author of *From Presentation to Standing Ovation*
- Has interviewed thousands of C-suite executives

RonTsang.com
@RHTsang



Agenda

1. CEO Fireside Chat with Kathy Antonello, FCAS, FSA, MAAA
2. Cultivate Your Connections
3. Build Your Personal Brand
4. Go Beyond the Exams
5. Solve Other Problems

RonTsang.com
@RHTsang



Meet Kathy Antonello, FCAS, FSA, MAAA

- EMPLOYERS President and CEO
- 2021-2022 CAS President

RonTsang.com
@RHTsang



Your Homework Assignment

Level 101:

1. Make a new friend in another department
2. Find out what problems they're trying to solve
3. [Report back](#)

Level 201 (Optional):

1. Join a cross-area team
2. Embrace a strategic mindset
3. [Report back](#)

RonTsang.com
@RHTsang



Cultivate Your Connections

1. Get to know other people in the company
2. Ask questions during ad hoc conversations
3. Position yourself to be part of interesting teams
4. Do the best job you can and work cooperatively with everyone
5. Be someone that everyone wants on their team

RonTsang.com
@RHTsang



Build Your Personal Brand

1. Non-technical training (e.g. MBA, improv, Toastmasters)
2. Non-traditional positions (e.g. distribution, consulting, finance)
3. Non-core responsibilities (e.g. side projects, stretch assignments, volunteer opportunities)
4. Other experiences (e.g. other companies, industries, geographies)
5. Outside relationships (e.g. mentoring, executive coaching, workplace allies)

RonTsang.com
@RHTsang



Go Beyond the Exams

1. Appreciate that real-world problems seldom have clear "right" answers
2. Understand the bigger picture – what is your team trying to accomplish?
e.g. Implications of your work on the entire business?
e.g. What are salespeople / clients / regulators trying to accomplish?
3. Ask how your work contributes to your organization's strategic goals
4. Get involved in strategic conversations
5. Keep learning and have an open mind

RonTsang.com
@RHTsang



Solve Other Problems

1. Look beyond what you learned in your actuarial training years
2. Identify changes in business mix / strategy / culture / technology
3. Solve risk management and business problems
4. Be curious about other areas of the company / industry / community
5. Ask: "What problems are you trying to solve right now?"

RonTsang.com
@RHTsang



Additional Resources

1. Casualty Actuarial Society. (2021, March 24). *AR Video Presidential Series: Jessica Leong in Conversation with Kathy Antonello* [video]. <https://ar.casact.org/ar-video-presidential-series-jessica-leong-in-conversation-with-kathy-antonello/>
2. Casualty Actuarial Society. (2021, May 27). *Business Analytics – What does it take for an actuary to succeed in other insurance functions* [video]. https://www.pathlms.com/cas/events/2579/event_sections/12179/video_presentations/201208
3. Casualty Actuarial Society. (2021, July 27). *AR Video Presidential Series: Jessica Leong in Conversation with Brian Duperreault* [video]. <https://ar.casact.org/ar-video-presidential-series-jessica-leong-in-conversation-with-brian-duperreault/>

RonTsang.com
@RHTsang



Your Homework Assignment

Level 101:

1. Make a new friend in another department
2. Find out what problems they're trying to solve
3. [Report back](#)

Level 201 (Optional):

1. Join a cross-area team
2. Embrace a strategic mindset
3. [Report back](#)

RonTsang.com
@RHTsang



Stay Connected

- Email: ron@rhtsang.com
- YouTube: [RonTsangMedia](#)
- LinkedIn: [Ron Tsang](#)

RonTsang.com
@RHTsang


