


# Joint Regional Seminar -- 2012

## PRODUCTS – GOING BEYOND THE NUMBERS
## MOVING MINDS …. Introductory remarks

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# It’s hot and there’s a lot going on …



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# Purpose

- Take some time out of the weeds…
- Share views, thoughts, insights and experiences
- Provoke/confrontational?
- Challenge the conventional
- Stimulate creative thinking
- Consider fresh perspectives
- Inspire … or, at least, one valuable takeaway!

**Food for Thought**

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# Some food for Thought

Lots of

**CHANGE OPPORTUNITY**

Moving Minds

**EVOLUTION**

**or**

**REVOLUTION**



Redefine • Reshape • Rethink

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# Products – Going Beyond the Numbers …

- Should actuaries just do the numbers?
- To do the numbers properly, surely you need to have the widest possible perspective and consider myriad factors ?!?

- Rather than “we’ve always done it that way” challenge: “why? … and is there a better way?”

- Take some time out of the weeds…
- Think more widely and from someone else’s perspective
- From each presentation, jot down one valuable thought you like

**Challenge yourself**

**Continuous Improvement**

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# Words of wisdom

**“If there is any one secret of success it lies in the ability to get the other person’s point of view and see things from that person’s angle as well as from your own.”**

***Henry Ford***



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