

## **November 15, 2016 --- Portland Actuarial Club Luncheon**

### **Title:**

"Tales from the Dark Side: An Actuary Works in Sales"

### **Speakers**

Chris Conklin, FSA, MAAA

**When:** Wednesday, November 15<sup>th</sup>, 2016 from noon to 1:30 pm

**Where:** Sentinel Hotel – Hardy Room, 614 SW 11<sup>th</sup> Ave. Portland, OR 97205

**RSVP:** Please RSVP by **Thursday, November 10th at 10:00 am** using our website:

[www.PortlandActuarialClub.org/contact/rsvp](http://www.PortlandActuarialClub.org/contact/rsvp)

### **Description**

Actuaries are often known as being the anti-salespeople, so imagine what a nightmare it would be to become an insurance agent paid solely on commission. Well, Chris Conklin, FSA, left the home office to do that and other sales roles for nearly a decade before returning to a home office actuarial role. He'll share what he learned, and how thinking like a salesperson can help you in your career.

### **Chris Conklin, FSA, MAAA**

is a Vice President at The Standard, where he has full P&L responsibility for the individual annuities line of business. Previously, he worked at Genworth, National Life, and Fidelity & Guaranty Life, as well as those years in sales that we'll discuss.