

## **New CERA Seminars!**

**March & September  
2014**

**Germany**

Based on the 2011-implemented education und examination system of the German Actuarial Association (DAV), the EAA offers a series of training courses and exams (through DAV) to study for the CERA designation:

Please find more information online at [www.actuarial-academy.com](http://www.actuarial-academy.com)!

## **Aspects and Innovations in Modern Life Insurance**

**27/28 February  
2014**

**Berlin  
Germany**

The consequences of the financial crisis as well as the new solvency requirements following Solvency II ask for more accurate mortality models and new concepts in many markets, especially – but not only – with regard to products that integrate guarantees into the saving process. This seminar will demonstrate modern life insurance products and their introduction into selected markets and will give special attention to several aspects of mortality.

## **Non-Life Pricing: Practical Implementation of Modern**

**13/14 March  
2014**

**Zagreb  
Croatia**

Non-Life insurance is facing a lot of challenges ranging from fierce competition on the market or evolution in the distribution channel used by the consumers to evolution of the regulatory environment (Solvency II, IFRS,...). Pricing is the central link between solvency, profitability and market shares (volume). Improving pricing practice encompasses several dimensions: Technical, Competition, Elasticity and Segmentation. The aim of this seminar is to present the actuarial/statistical techniques used in non-life pricing.

## **Risk Management in Life Insurance and Variable Annuities**

**07/08 April  
2014**

**Helsinki  
Finland**

Compared with 20 years ago, the current economic environment is characterised by much higher risks and also by a rapid change in the product portfolios of many insurance companies. Whereas interest rates were considerably higher in the 1980's and 1990's, equity markets had very good returns. This is not now the case and in consequence some insurance companies face adversities in terms of ALM and product design. At the same time, products with embedded options have become more and more popular.

## **How to Model Your Cash-Flows Correctly**

**May 2014**

**Brussels  
Belgium**

Dealing with cash-flows is one of the major topics for actuaries in insurance companies. However, working with cash flows needs a certain IT infrastructure. This seminar combines both perspectives: A theoretical part will deepen your know-how in cash-flow modelling, while a second, very practical part, will deal with IT solutions for insurance companies.