



**Actuaries
Institute**

Pricing and Valuation Actuaries

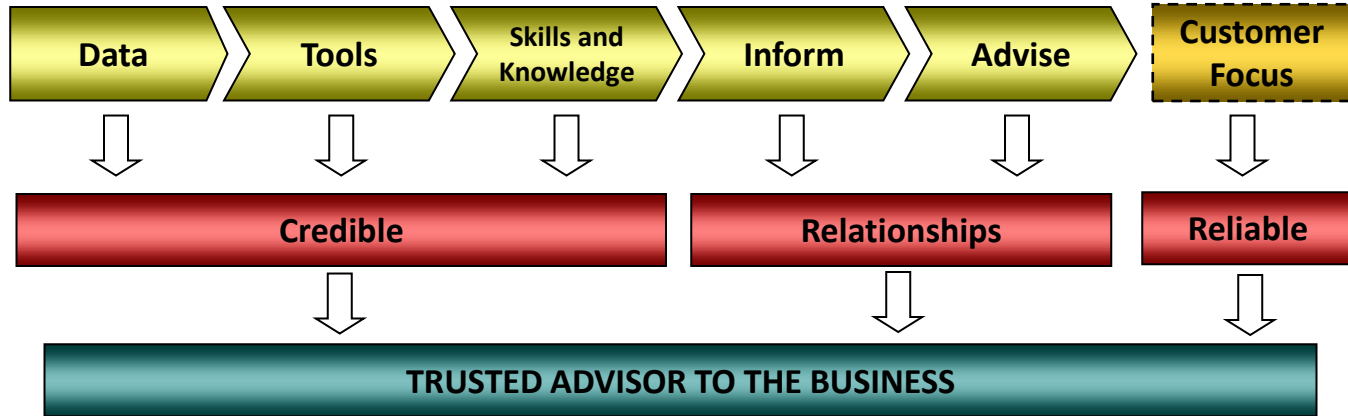
Darren Robinson
Chief Actuary, MLC

Life Lessons

- Resilience
- Pragmatism
- Deep-end
- High Expectations
- Caring for others
- **Have Fun!**

Trusted Adviser

Actionable Insights through Information



Great Valuation Actuary

- **Meaningful Communication**
- Can **improve processes** (to free up time)
- **Rapid explanation of results** / curious about results.
- Can connect the results with **real business outcomes**.
- Focuses on the **details that matter**
(which means knowing which details matter and which don't)

Great Pricing Actuary

- Understands **product economics**
- Understands **customers and markets**
- **Outcome focused**
- Builds **relationships** across the business
- **Leads innovation** in product, underwriting and claims

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