

Our **23rd Annual Chinese New Year Meeting** will be held on Thursday, February 18, 2016 at Dynasty Chinese Cuisine in Toronto. We are pleased to invite

Mr. Dale Hall

, Managing Director of Research at the Society of Actuaries to discuss:

Life Insurance and Pension Systems in China

Results of Two Research Projects from the Society of Actuaries

Dale Hall, FSA, CERA, MAAA is Managing Director of Research at the Society of Actuaries. In this role, he is responsible for coordinating SOA's strategic research and experience studies, as well as SOA's data-driven in-house research initiatives. Dale will discuss two recently completed research projects

- Understanding the Changing Middle Market for Life Insurance in China
- Retirement Risk and Opportunities in the Chinese Market.

Come and network with fellow members of the Club and enjoy a fabulous Chinese banquet as we ring in the Year of the Red Monkey. Numerous door prizes will be drawn, including an Early Bird Grand Prize - an Apple Watch (Sport Edition).

Date and Time: Thursday, February 18, 2016 - 5:30pm to 9:30pm

Registration Form: Please see the [registration form](#) for more details, including registration costs, the full menu, and our flexible refund policy.

Online Registration Link: www.pacificrimactuaries.eventbrite.com

Deadline: The Early Bird registration deadline is Thursday, February 11th (for mail-in registrations), and 12 noon on Monday, February 15th for online registrations. Register before these dates for discounted rates and the chance to win the Early Bird Grand Prize.

Parking: Parking pass is available at 37 Yorkville Avenue at \$6 after 6 pm and \$2 per ½ hour before 6 pm.

Additional Description:

"China Middle Market Study"

<http://www.soa.org/Research/Research-Projects/Life-Insurance/research-2014-06-understanding-changing.aspx>

<http://www.soa.org/Files/Research/Projects/research-2014-changing-middle-market-white.pdf>

The International Section, Marketing and Distribution Section along with the Research Expanding Boundaries Pool supported a research initiative that explored the changing middle market for life insurance in China. Led by Dr. Walter Zultowski of WZ Research + Consulting, LLC in collaboration with Greenwald & Associates, 1,989 young family households from 19 cities across China with annual incomes between RMD 60,000 and 360,000 were surveyed to understand some of the general attitudes and behaviors of today's consumer of life insurance in the country. The results were used to identify different segments of the life insurance consumer.

"Retirement Risks and Opportunities in the Chinese Market"

As part of a multi-year study between LIMRA, the Society of Actuaries and local actuarial associations in Asia, have performed an extensive Retirement Risk Survey beginning with

China in June 2015. The results of the survey and forward-looking innovative opportunities for the life insurance and retirement industries will be covered.