



***Maiden Speech  
held in Cologne, 6<sup>th</sup> October 2023***

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# PHOTOGRAPH OF AAE (TODAY)

WORK AGENDAS ALWAYS SHOW THAT AAE IS FACING MANY DIFFERENT TOPICS AND IS GOING ON A CLEAR DIRECTION: **TO CONSOLIDATE AND FURTHER DEVELOP THE TRADITIONAL FIELDS AND TO DEVELOP WIDER FIELDS**

***IN A FEW WORDS: PRESENT THAT BECOMES FUTURE***

AAE IS DOING MANY EFFORTS TO IMPLEMENT/IMPROVE THE **RELATIONSHIPS WITH ANY KIND OF STAKEHOLDERS (FIRSTLY INSTITUTIONAL)** INCREASING THE NUMBER OF MEETINGS IN A YEAR, INVITATIONS AND PARTICIPATIONS IN EVENTS

***IN A FEW WORDS: BE OPEN***

# PHOTOGRAPH OF AAE (TODAY)

## ***3 ESSENTIAL PILLARS***

**EDUCATION:** it is a basic pillar, without a good education we cannot do anything. It is continuously evolving updating the **core syllabus**

***IN A WORD: FUNDAMENTAL***

**PROFESSIONALISM:** it is very involved in a lot of important topics such as: code of the conduct, actuarial standards, fit and proper and role of Actuary, MRA and much more

***IN A WORD: ESSENTIAL***

**COMMUNICATION:** it is the push, the key to arrive to all external world: firstly institutional but also non-institutional. A great work was done and we already registered an increase in the relationships and in the participation in events

***IN A FEW WORDS: PUSH AND KEY***

# PHOTOGRAPH OF AAE (TODAY)

THE ***PROJECT "EFFECTIVE SUPPORT & BUDGET"*** IS WORKING IN PROGRESS, ESSENTIAL TO REINFORCE THE OPERATIONAL (AND ALSO COMMUNICATION) STRUCTURE, THAT IS ***THE HUMAN AND ECONOMIC RESOURCES. GOAL:*** TO SUPPORT THE DEVELOPMENT

***IN A FEW WORDS: INVEST IF YOU WANT WALK/DEVELOP AND REACH GOALS***

***INVOLVEMENT MAs:*** the contribution is always significant, very important to support all AAE's activities, the role of volunteers is essential

***IN A FEW WORDS: INDISPENSABLE***

# PHOTOGRAPH OF AAE (TODAY)

***BUT THERE IS MORE ... TO COMPLETE THE PHOTOGRAPH .....***

***PASSION AND INSPIRATION***

***HEAD AND HEART***

***WILL AND DETERMINATION***

***EXPERIENCE***

***CONVEY EMOTIONS***

***A PERSPECTIVE VIEW***

***COURAGE AND ENTHUSIASM (SEE LATER)***

.....

**ACTUARY: A COMPLETE FIGURE !**

# THE SENSE OF BELONGING TO AAE

**The sense of the “service”**

**The sense to be a volunteer**

**Any difference is not a problem but an added value !**

**All converge towards a goal and work always together to reach it**

**Each MA gives its contribution, it is not important how much, the important is to give! There is not a measure and there is not a ranking, there are 37 Associations and 29.000 Actuaries working together, we are all Actuaries !**

**To improve in the sense of evolving**

**To dream, to have a plan, a project, is not forbidden, it is necessary and desirable**

**The sense of the continuity**

# A PROPOSAL – A STRATEGIC PLAN

**SO, IT WAS A NATURAL CONSEQUENCE TO PUT ALL IN A STRATEGIC PLAN -  
PROPOSAL FOR THE FIRST STEP: 3 YEARS**

**TO GIVE A STIMULATING FUTURE PERSPECTIVE**

**TO BRING ACTUARIAL PROFESSION STEP BY STEP, GRADUALLY, TO A HIGHER LEVEL  
EVERYWHERE AND IN EVERY FIELDS**

**IN A FEW WORDS INCREASE OUR *“VISIBILITY OF SUBSTANCE EVERYWHERE”*  
A GLOBAL ACTUARY ? *“AN EVOLUTION OF ACTUARY”* ? AN *“UNIVERSAL ACTUARY”*? .....  
BUT REALLY THESE SLOGANS, IF YOU LOOK CLOSELY, ARE MORE IMPORTANT FROM THE  
COMMUNICATION SIDE**

**IN THE END THE GREAT AND REAL GOAL IS ALWAYS ONE AND ONLY ONE, THE “CORE  
GOAL”:**

***“TO DEVELOP THE ACTUARIAL PROFESSION FROM ALL  
POINTS OF VIEW, FROM A GLOBAL PERSPECTIVE”***



## THE LANDING POINTS PROJECT BY PROJECT – ACTION PLAN

### THE DEVELOPMENT OF THE ACTUARIAL PROFESSION

- a communication action to spread more and more the skills and the abilities of the Actuary in the traditional and wider fields (such as sustainability, digitalization, artificial intelligence, enterprise risk management, etc....)
- priorities is a starting point to be implemented
- over time to select other wider fields if there is a real possibility of development

### RELATIONSHIPS WITH ANY KIND OF STAKEHOLDERS

#### Institutional:

Meetings, trust, invitations, follow up, impact

#### Non-Institutional:

Invitations, relationships

#### Communication

To increase the push

### EDUCATION

Principle already shared: “WHEN A FIELD WILL BECOME SIGNIFICANT INSIDE AAE, THE EDUCATION PROCESS MUST START ...»

To support education of Actuaries in AAE in order to increase the competencies everywhere



## THE LANDING POINTS PROJECT BY PROJECT – ACTION PLAN

### PROFESSIONALISM

To implement further actuarial standards where there is a need, to consolidate MRA, to further develop fit and proper and role of Actuary, take care of governance roles

### COMMUNICATION

Through an expert to direct better the communication action

To more involve MAs in communication in each Country addressed to the internal and external world

To broaden the data base of stakeholders and increase the invitations in events

### HUMAN AND ECONOMIC RESOURCES

To consolidate senior actuary and communication expert

Volunteers remain by definition an essential resource; to stimulate their increase

To discuss a plan to further finance AAE

### INVOLVEMENT MAs

Increase liaison by the Board

Each MA is a channel of communication

## A PROPOSAL – A STRATEGIC PLAN

GOALS ABSOLUTELY CONSISTENT WITH THE MISSION OF AAE,  
SO1, SO2 AND SO3 AND WITH OUR OFFICIAL SLOGAN  
***“ADVISING – ACHIEVING – ENGAGING”***

NEXT STEPS:

BOARD: TO DISCUSS AND DEFINE THE DETAILS

PRESIDENTS’ MEETING

# A PARALLEL PROPOSAL A LARGE FRAMEWORK OF THE ACTUARY

TO LOOK FOR A LARGE EXPLANATION/FRAMWORK OF THE ACTUARY WHERE ALL ACTUARIES IN EUROPE WITHOUT ANY DOUBT CAN RECOGNIZE/IDENTIFY AND TO FEEL GOOD AND COMFORTABLE

IT IS AN INSIDE GOAL AND NOT FOR A RULE/LAW/WEBSITE

IT IS NOT THE FOCUS OF THE STRATEGIC PLAN BUT IT WOULD BE A PARALLEL WORK.

TO DISCUSS AND, IN CASE, TO PROCEED

***BUT THERE IS MUCH MORE ....***

***COURAGE WITH ENTHUSIASM***

***ENTHUSIASM WITH COURAGE***

# A PERSONAL REFLECTION TO BE SHARED

**WHAT IS THE PROFOUND BEAUTY/CHARM OF THIS WONDERFUL PROFESSION ?**

**«ACTUARY GIVES A VALUE TO SOMETHING THAT BEFORE IS WITHOUT VALUE BECAUSE THE VALUE IS UNKNOWN»**

**BEFORE UNKNOWN, AFTER KNOWN**

**ACTUARY SEEMS AS AN ARTIST !?**

# WHAT IS OUR HORIZON?



# THE HORIZON OF ACTUARIES

IF IT IS TRUE THAT WHERE THERE IS A RISK/UNCERTAINTY, AND IT IS QUANTIFIABLE, THERE IS AN ACTUARY

**THE HORIZON OF ACTUARIES IS VERY VAST**

IT DEPENDS ON US TO WALK ON THE DEVELOPMENT'S PATH AND TO SEIZE ALL OPPORTUNITIES

**THE DREAMS ABSOLUTELY CAN BE REALIZED, SO WE MUST DREAM AND THEN REALIZE !**

***IT'S LIKE FLYING IN THE SKY LIKE A PLANE !***



# TO FLY IN THE SKY AS AN AIRPLANE AS HIGH AS POSSIBLE

**ACTUARIES MADE  
A CHALLENGING  
WALK GROWING  
FROM EVERY  
POINT OF VIEW  
AND SO THEY  
WERE ABLE TO  
TAKE OFF**



**SOME YEARS AGO  
ACTUARIES WERE  
IN THE HANGAR  
BUT OVER TIME  
THEY WERE ABLE  
TO GO OUT**

**YES, THE PLANE IS  
ON AIR, BUT NOW  
THE NEXT STEP, THE  
DREAM, IS TO FLY AS  
HIGH AS POSSIBLE;  
ONLY IN THIS WAY  
ACTUARIES WILL BE  
ABLE TO HAVE A  
FULL «VISIBILITY  
OF SUBSTANCE»  
AND ANY PEOPLE  
WILL BE ABLE TO  
FULLY SEE !**

