

Amy Phillips, ASA, MAAA

Trilogy Actuarial Solutions

PROFESSIONAL EXPERIENCE

Partner

Trilogy Actuarial Solutions, Austin, TX | October 2021 – Present

Actuary

Pacific Life, Newport Beach, CA | October 2020 – October 2021

- Designed a competitive, innovative, and profitable indexed universal life product in response to AG49-A
- Communicated and collaborated with actuarial, underwriting, marketing, and executive committees to determine ideal strategies for the new indexed universal life product
- Designed and participated in consumer research that successfully targeted the correct audience and addressed agents' concerns
- Directed employees throughout the modeling and pricing process
- Analyzed and produced statutory, economic, GAAP, and VNB pricing metrics and communicated results to senior management
- Improved modeling, reporting, and filing efficiencies to reduce the pricing process from 18 to 5 months

Consulting Actuary

Allen Bailey & Associates, Inc., Austin, TX | July 2020 – October 2020

- Oversaw pricing projects, client communication, and work produced by student actuaries within the organization
- Priced both life insurance and annuity products for a diverse client base
- Performed statutory reserve reviews and static reserve validations within GGY AXIS
- Produced updated reserve factors and cash value rates to comply with the new 2021 valuation and nonforfeiture interest rates and identified products with deficiencies

Assistant Actuary II

American National Insurance Company, Galveston, TX | October 2013 – July 2020

Life Pricing Overview

- Communicated and collaborated with actuarial, underwriting, marketing, and other executive committees to determine ideal strategies for new life insurance products
- Managed product design, filing, and implementation processes for the life actuarial team by producing models in GGY AXIS, actuarial memorandums, data pages, final rates, and supporting the IT department
- Collaborated with compliance to develop new contracts and data pages for each new product
- Performed and improved annual illustration, self-support, non-guaranteed element review, and NY 4228 self-support testing
- Presented recommended pricing assumptions, product design, and final pricing results to senior management
- Improved model efficiencies in GGY AXIS, allowing profit impacts due to updated assumptions, new product designs, and potential underwriting programs to be communicated more effectively to senior management
- Participated in the review of actuarial students' assumption recommendations as part of a committee
- Mentored students and other team members on GGY AXIS, principles-based reserves, and general product knowledge

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Trilogy Actuarial Solutions

Indexed Universal Life with Secondary Guarantee

- Designed the company's first IUL with secondary guarantee product that included a VM-20 reserve, dynamic assumptions, and a new shadow account design for the secondary guarantee
- Created a product design that optimized cash surrender values and produced competitive premiums for a large array of guarantee periods

Single Premium Whole Life

- Designed a profitable 2017 CSO single premium interest sensitive whole product with an optimal design that is compatible with New York regulations

Indexed Universal Life

- Developed the company's first stochastic IUL model that reflects equity gains/losses, hedging, cap movements, and a new multiplier design
- Designed an innovative model capturing senior management decision-making strategies to assist in determining how choices impact profits

Term Life

- Implemented and designed the company's first principles-based reserve product with an innovative post-level premium structure to maximize profits and conversion costs reflected in the model
- Successfully built the company's first GAAP pricing model and communicated earnings to members of actuarial and senior management
- Created the company's first New York Regulation 210 product and actuarial memorandum

Secondary Guarantee Universal Life

- Assisted in the implementation of principles-based reserving into GGY AXIS and designed a return of premium rider

Special Projects

- Performed cost-benefit analysis for a new express underwriting program
- Trained and lead a team of actuarial students to develop a streamlined process for mortality and lapse studies in SAS
- Performed mortality, lapse, and expense studies to determine appropriate pricing assumptions
- Proposed crediting rates and cap rates to senior management monthly

ACTUARIAL DESIGNATIONS

Associate, Society of Actuaries (ASA) | January 2018

Member, American Academy of Actuaries (MAAA) | February 2018

American Academy of Actuaries Life and Health Qualification Seminar | November 2021

Education

Bachelor of Business Administration in Actuarial Science
Georgia State University | December 2012