

Valerie A. Lendt FSA, MAAA

Experience

Ms. Lendt has over 20 years of underwriting and actuarial experience in the health insurance industry. She has extensive experience performing product development and pricing, rate increases, experience studies, rate and form filings, underwriting analysis, network analysis, expense studies, and financial projections for a variety of medical products, particularly individual medical products.

Over her career, Ms. Lendt has performed expense studies, financial projections, network analysis, underwriting analysis, and rate increases, in addition to the experience studies, product development, and pricing which are her specialties. She has performed studies including age and gender claim cost curves, durational experience, underwriting metrics, costs by claim types, geographic experience, and trend. She has built tools that enabled her to use actual experience to price new plan designs, supplementing, and in some cases replacing, commercially available pricing tools.

Ms. Lendt spent a number of years managing Medicare supplement blocks as well as numerous major medical medicals blocks, working with all parties to balance sales and profitability goals. She managed many closed blocks, frequently turning them around from generating a loss to generating a profit.

Ms. Lendt has worked extensively with corporate compliance departments and state insurance departments on rate and form filings, as well as on revisions needed due to changes in statutes. She believes in the importance of communication and teamwork across departments and developed especially close relationships with Sales and Marketing, Underwriting, and Claims in each of her prior positions.

2010 to Current

Ms. Lendt is an actuarial consultant for CP Risk Solutions, LLC. She takes a lead role on various client projects.

2007 to 2010

Ms. Lendt is an independent consultant assisting companies with pricing, reserving, and analysis of individual medical products.

Prior to 2007

Ms. Lendt spent the majority of that time at Physician's Mutual Insurance Company and World Insurance Company, working on a variety of individual health insurance products, so she understands the challenges and opportunities facing insurers. As a Vice President at World, she played a key role in helping them profitably grow their individual medical block. After leaving World, Ms. Lendt spent 2 years as a Vice President at Actuarial Management Corporation, an actuarial consulting firm specializing in major medical, where she developed experience in small group health insurance, as well as utilized her individual health expertise on behalf of Actuarial Management's clients.

Affiliations & Industry Involvement

- member of LOMA's Health Underwriting Study Group

Professional Designations and Education

- Fellow, Society of Actuaries, 1998
- Member, American Academy of Actuaries, 1993
- Bachelor of Science, University of Nebraska at Omaha, 1985