

Barbara P. Niehus, FSA, MAAA
President
Niehus Actuarial Services, Inc.
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Employment

Niehus Actuarial Services, Inc. – 2001 to present

President, Actuarial consulting specializing in life and health insurance matters.

CNA, Chicago, IL – 1994-2001

- ◆ Group Vice President and Senior Financial Officer for Group Operations – 1997-2001; Group Operations included \$4 billion of annual premium covering group life, accident, health, disability, and long term care. Also included two reinsurance businesses: individual life and group life and health. Responsibilities included financial reporting and planning, reserve valuations, oversight of accounting processes, internal and external communication of results, regulatory compliance oversight, reinsurance and M&A support.
- ◆ Vice President and Chief Actuary for Group Operations – 1994-1997; Responsible for pricing, product development, regulatory compliance, financial planning, reserve reviews, analysis of financial results, reinsurance and M&A support.

Celtic Life Insurance Company, Chicago, IL – 1984-1994

- ◆ Executive Vice President for the Small Group Division – 1988-1994; The Small Group Division provided life and major medical insurance to small employers (1-25 employees), and grew from about \$40 million of annual premium in 1984 to over \$200 million through new sales and block acquisitions. Responsibilities included full management responsibility for the product line, including all pricing, product development, regulatory compliance, underwriting, claims, litigation defense, reserving and financial reporting, product support, administration, managed-care, marketing and sales functions.
- ◆ Senior Vice President – 1984-1988; Responsible for all pricing, product development, reserve valuations, financial reporting, reinsurance, underwriting, and administration.

Allstate Insurance Companies, Northbrook, IL – 1972-1984

- ◆ Corporate Accounts Director – 1981-1984; Account management responsibilities for benefit plans for Sears, Roebuck & Co. and its wholly-owned subsidiaries (including Sears, Allstate, Dean Witter Reynolds, Coldwell Banker and others). Responsibilities included consulting with Sears and its subsidiaries on plan design and competitive and financial implications, developing all employee communication materials, and providing all insurance-related technical support (such as pricing, regulatory compliance, reserves and accounting).
- ◆ Manager, Group Underwriting – 1974-1981; Managed underwriting functions for all group life, accident, health, and disability insurance sold by Allstate (employer and association plans). Responsibilities expanded over time to include underwriting, pricing, product development, reserve valuations, refund formulas, reinsurance and other related activities.
- ◆ Actuarial Student – 1972-1974; Performed various responsibilities related to pricing, underwriting, and product development of group insurance coverages.

Montgomery Ward Life Insurance Company, Chicago, IL – 1970-1972

Actuarial Student – 1970-1972; Performed various actuarial duties related to development of individual life policies, credit insurance, reinsurance, and group insurance.

Professional Designations

- ◆ ARIAS–US Certified Arbitrator – 2003
- ◆ Fellow, Society of Actuaries (FSA) – 1978
- ◆ Member, American Academy of Actuaries (MAAA) – 1977

Education:

- ◆ BS in Mathematics – University of Chicago, 1971

Publications and Industry Activities

- ◆ “Avoiding a Head-on Collision with the Cadillac Tax” *Benefits & Compensation Digest*, October, 2010 (co-authored)
- ◆ “Responsible Health Care Reform, Part 4: Funding/Financing” *The Actuary*, August/September 2010 (co-authored)
- ◆ “Responsible Health Care Reform, Part 2: Access to Care” *The Actuary*, April/May 2010 (co-authored)
- ◆ Assisted in authoring or peer-reviewing several Issues Papers related to Health Care Reform for the American Academy of Actuaries, 2009/2010
- ◆ “Storm Coming for Self-Funded Multiemployer Health Plans – The Wise Will Prepare, Starting Now” *Benefits & Compensation Digest*, August 2009 (co-authored)
- ◆ “Firsthand Testimony from a Health Insurance Expert” *The Actuary*, April/May 2006
- ◆ Participation in Society of Actuaries (SOA) teaching seminars and meetings as panelist, including a session at the 2007 Health Spring Meeting (“The Current and Future State of Retiree Medical Plans”), and the Small Group and Individual Health Insurance seminar (March 2003; repeated in August 2003). Elected in 2006 to the SOA Health Section Council for a 3-year term. Previously served on Health Section Council (1994-1997) and Elections Committee (1998-2001). Served as Health Section Council coordinator responsible for content of SOA Health Spring Meetings in 2008 and 2009. Serving as chairperson for 2010 SOA Health Meeting.
- ◆ Assisted in the 2006 redesign of the Group and Health Insurance study syllabus for the SOA. Co-authored 2007 study note on Medicare Supplement Insurance.
- ◆ Participated as a speaker for the Chicago Actuarial Association (March 2001 – Privacy Regulations; March 2003 – Small Group Underwriting and Pricing Topics).

Expert Testimony

Ms. Niehus has provided expert testimony at trial or deposition in the following:

- ◆ A confidential arbitration between a reinsurer and a ceding company regarding the ceding company’s alleged failure to support sales efforts. Ms. Niehus testified on behalf of the ceding company. (2011)
- ◆ Litigation involving National Health Administrators, Inc. and Life Investors Insurance Company of America disputing the amount of commissions due under a marketing agreement. Ms. Niehus testified on behalf of National Health Administrators, Inc. (2010)
- ◆ Public hearings in Rhode Island regarding the affordability of premium rates for individual health insurance coverage offered by Blue Cross Blue Shield of Rhode Island. Ms. Niehus testified on behalf of the Rhode Island Attorney General, representing the citizens of Rhode Island. (2007, 2008, 2009 and 2010)
- ◆ A confidential arbitration between a reinsurer and retrocessionaire regarding blocks of individual disability income business. Ms. Niehus testified on behalf of the reinsurer. (2008)
- ◆ Litigation between the Washington State Auto Dealers Insurance Trust (an employee benefits trust) and Aon Consulting, Inc. regarding coverage under a medical stop-loss policy. Ms. Niehus testified on behalf of third-party defendant Lumenos, Inc. (2008)
- ◆ A confidential arbitration of a reinsurance dispute regarding a block of student accident business. Ms. Niehus testified on behalf of the reinsurer. (2007)
- ◆ An arbitration between an employer/policyholder, CST Industries, Inc. (“CST”) and its insurer, Connecticut General Life Insurance Company, regarding financial terms and amounts payable under the group medical policy. Ms. Niehus testified on behalf of CST. (2006)
- ◆ Litigation involving North Carolina Mutual Life Insurance Company (“NCM”) and its managing general agent, McKinley Financial Services, Inc. regarding performance under a marketing agreement. Ms. Niehus testified on behalf of NCM. (2005-2006)
- ◆ A confidential arbitration between a specialty managed care provider and its insurer, regarding performance under a managed care contract and possible misrepresentation. Ms. Niehus testified on behalf of the managed care provider. (2005)
- ◆ A class action brought against American Medical Security (“AMS”) with regard to premium-setting and other practices related to individual health insurance policies sold in Florida. Ms. Niehus testified on behalf of AMS. (2002-2004)
- ◆ A confidential arbitration involving disputed reinsurance claims arising from a block of aggregate and specific medical stop loss policies. Ms. Niehus testified on behalf of the ceding company. (2003)
- ◆ Litigation initiated by the American Bar Endowment in a claim against Mutual of Omaha. Ms. Niehus testified on behalf of the Endowment, which had alleged that Mutual had improperly calculated experience refunds due to the Endowment under the long-term disability policies issued to the Endowment (offering long-term disability coverage to members of the American Bar Association). (2001)