



**2023 LIMRA
ANNUAL
CONFERENCE**

Forging the Future

**Leading Through Change:
Global Executive Perspectives**



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Navigate With Confidence



Joe Khoury

Managing Director & Partner
Boston Consulting Group



Alison Salka

Senior Vice President and Director of Research
LIMRA and LOMA

C-suite perspectives across leading life insurance companies



Perspectives informed by ...



A global executive survey



Interviews with C-suite leaders



LIMRA/BCG research and market experience

Several key opportunities emerging to address insurer challenges

- 1 Focus portfolio to win
- 2 Personalize the journey
- 3 Help advisors to help clients
- 4 Modernize technology front-to-back
- 5 Partner to accelerate innovation
- 6 Win lasting talent



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Mike James

EVP, Chief Sales Officer
NFP



Salene Hitchcock-Gear

President, Individual Life Insurance
Prudential



Chris Blunt

President and Chief Executive Officer
F&G Annuities & Life

What's on the Minds of Executives 2023

Targeting sustainable and resilient growth

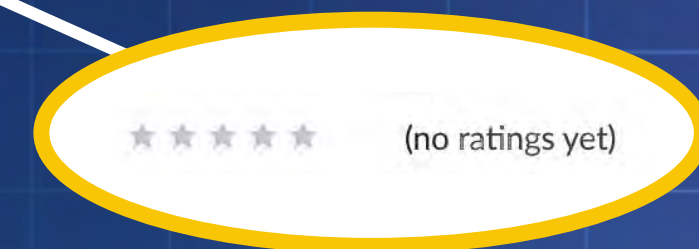
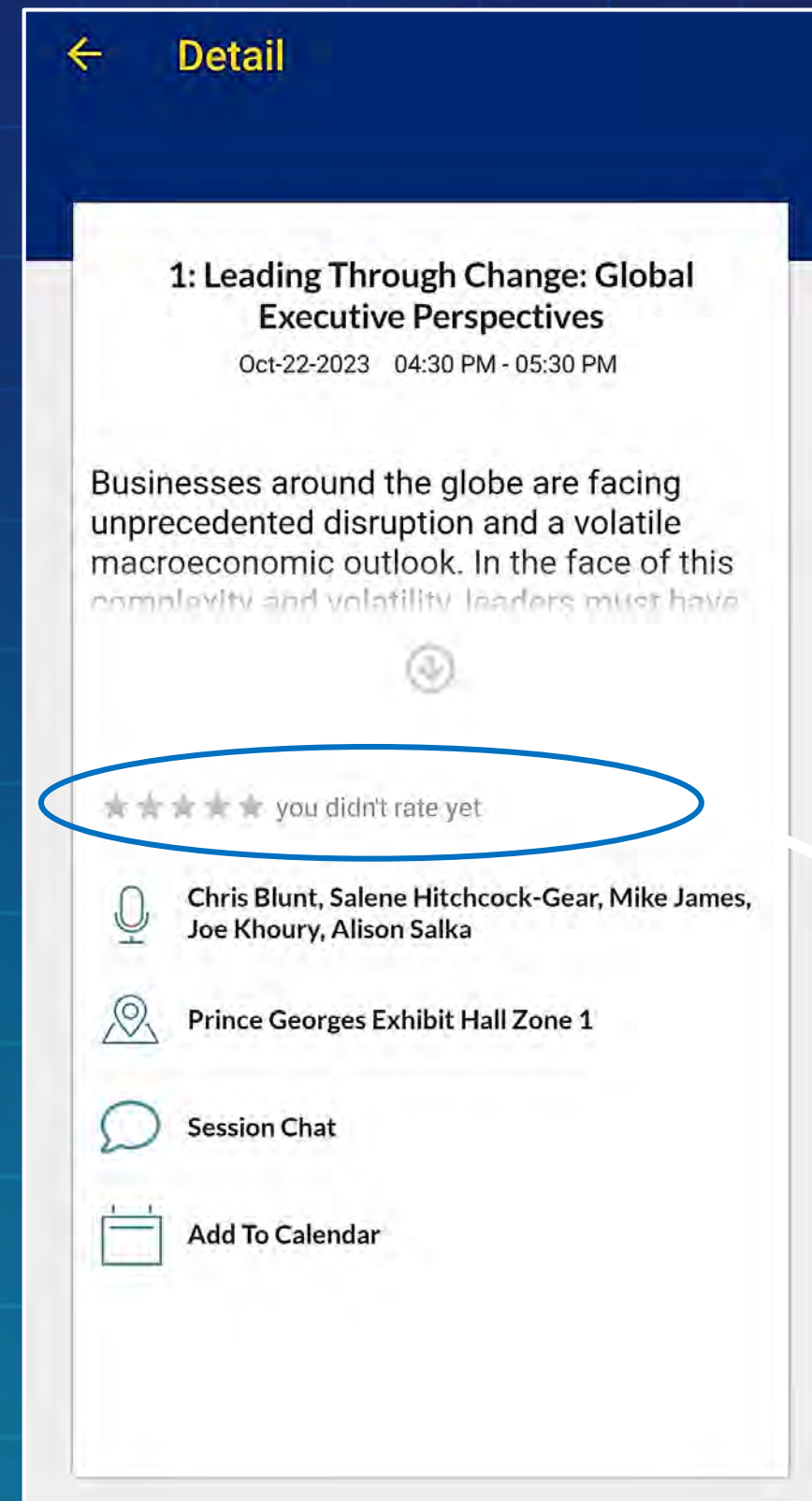


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