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## G. Nicholas Smith, FSA, MAAA

### *President*

Nick Smith began his insurance career at UNUM in 1973 after graduating from California Polytechnic State University with a B.S. in Mathematics, and completing the Marketing Management program at the Columbia University Graduate School of Business. He spent 17 years at UNUM, 10 years of which he was “the LTD Actuary”, responsible for both financial reporting and pricing of the LTD product. During this period, Nick developed Fund Balance, Voluntary LTD, and a Small Group Plan (3-9 life LTD product). He also revamped the LTD rates and rate structure, developed the Demutualization Surplus Distribution Formula for LTD, and created “by cause” of disability LTD GAAP reserves. Nick also developed the LTD financial information system, and priced numerous LTD claim buyouts.

In 1990 Nick left UNUM to join John Hewitt & Associates as Vice-President Actuarial and as one of the principals. At JHA, Nick was responsible for LTD rate consulting and pricing reinsurance agreements. In 1992 he left JHA to form Smith Group, an LTD Reinsurance and Consulting company.

Nick is active in the Society of Actuaries and serves on numerous panels and workshops. He is currently chairman of the Group Disability Experience Committee.

At Smith Group, Nick coordinates consulting projects which include creating or modifying LTD rates for twelve of the current top twenty LTD carriers. In addition, Nick is responsible for overseeing all aspects of Smith Group actuarial needs and managing day-to-day operations.

Between Nick’s reputation in the actuarial field and the strength of Munich American Reassurance’s backing, the Smith Group has been able to attract a team of key players, who in turn, have brought success to the Smith Group and its clients. Nick serves as Smith Group President and Head of the Actuarial Department at the Company. He is also chairman of the Smith Group Board of Directors.

