

### Brian S. Reid

FSA, MAAA  
MG-ALFA® Sales Director



#### CURRENT RESPONSIBILITY

Brian is the director of MG-ALFA software sales with the Seattle office of Milliman. MG-ALFA is Milliman's actuarial projection software system. Brian joined the firm in 1999.

#### EXPERIENCE

Prior to taking on a sales role, Brian was an accomplished product development actuary. He has designed, priced, and managed different product lines, including disability income, long-term care, corporate-owned life insurance, group universal life, and variable universal life. He also has experience with reinsurance and agent compensation.

In 1995, Brian entered the actuarial software business as a salesperson and client representative. Since then, he has been helping insurance clients understand and meet their actuarial projection system needs. Areas of expertise include pricing, cash flow testing, asset/liability management, and corporate planning.

#### PRESENTATIONS AND PUBLICATIONS

Brian has been a speaker at Society of Actuaries meetings on health and software related topics.

#### PROFESSIONAL DESIGNATIONS

- Fellow, Society of Actuaries
- Member, American Academy of Actuaries

#### EDUCATION

BS, Actuarial Science, University of Connecticut

