



Influential Actuary How Actuaries and Other Technically-Oriented Professionals Set Themselves Apart

PCC David C. Miller MS

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In *The Influential Actuary*, David C. Miller lays out specific tools and strategies that enable actuaries and other technical professionals to add greater value to their organizations by being more influential in the way they communicate, influence and relate to others. Working for 16 years as both a company and consulting actuary, Dave saw first-hand the marketing challenges actuaries can face in their organizations. Actuaries are often seen in a limited light. They are viewed as backroom technicians who are brilliant at what they do, but lack the high level business acumen to be useful in more senior and strategic roles. While many actuaries have defied this stereotype, many more have not. In a study done by the Society of Actuaries, many employers indicated that actuaries in general lack the business savvy skills needed most by executives. *The Influential Actuary* is a practical manual instructing actuaries on how they can break through these perception barriers and make a greater impact on their organizations. You will Learn: The skills that four influential actuaries believe most contributed to their success. 5 core competencies needed to master interpersonal effectiveness. 10 critical mistakes that make communication ineffective and how to avoid them. A specific model to use when selling your ideas to senior management. How to build your relationship portfolio. How to effectively communicate technical concepts to non-actuaries. Practical strategies to successfully move out of your comfort zone and set yourself apart!

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