

# Actuaries Summit

**Think Differently**



**Actuaries  
Institute**

21-23 May 2017 • Grand Hyatt Melbourne





# How To Grow Your Personal Relevance & The Relevance Of The Profession

**Rick Gilmore & Martin Mulcare**

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# Grow Your Personal Relevance

A recent survey by Oxford Economics found:

- Employees' top concern is that their position might change or become obsolete.
- 50% believe their current skills won't be needed in 3 years.

A similar study by Adobe found:

- 40% of executives feel the need to reinvent themselves but only 14% feel they know how.

# Grow Your Personal Relevance

Times Always Change:

“Come gather 'round people where ever you roam, admit that the waters around you have grown / Accept that soon you'll be drenched to the bone / If your time to you is worth saving / And you better start swimming or you'll sink like a stone / The times they are a-changing.”

- Bob Dylan

# R U Relevant Ready?

Redundant

Relevant

Extinct

Evolved

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- High Reputational Risk

- Low Reputational Risk

# Grow Your Personal Relevance

Eagles don't take advice from turkeys:

- I. *Knowledge is different to information*
- II. *What's the cost of asking the wrong people for help?*
- III. *What's the pay – off in asking the right people for help?*

# Grow Your Personal Relevance

## Take Action

Solve problems  
at your current  
level

## Differentiation

Good  
**Competition**  
Manic

## Transition

Move up a step

## Differentiation

Better  
**Competition**  
Moderate

## Transform

Go to the next level

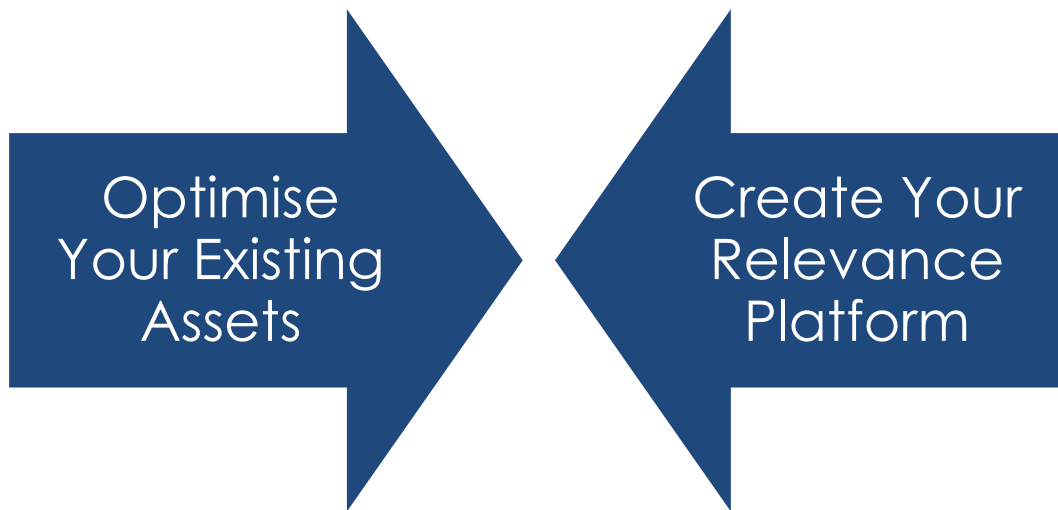
## Differentiation

Best  
**Competition**  
Mute





# Grow Your Personal Relevance





# Grow The Relevance Of The Profession

- Case Study



# Grow The Relevance Of The Profession

Can Actuaries Lose Relevance?

% Of FIAs Working in Superannuation

1995:  
29%

2015:  
9%

# Your Relevance Action Plan

Personal Relevance



The Relevance Of The Profession





# How To Grow Your Personal Relevance & The Relevance Of The Profession

## Thank You

### Contacts:

e: [www.goodcompanycoaching.com.au](http://www.goodcompanycoaching.com.au)  
[rickgilmore@goodcompanycoaching.com.au](mailto:rickgilmore@goodcompanycoaching.com.au)

m: 0425 322 607  
l: <https://au.linkedin.com/in/rickgilmore>  
t: rickgilmore@GoodCompanyCo

[www.etiam.com.au](http://www.etiam.com.au)  
[martin@etiam.com.au](mailto:martin@etiam.com.au)

0417 001 534