

Practical Application of the Definition of Actuary

- **Business Cards**

- A non-actuary works for a company whose name is ABC Actuarial Consultants and whose tagline is Consultants - Actuaries – Plan Administrators. The member's name is listed with a title of Consultant. Is this ok? We think so.
- A non-actuary shows their name and title on their business card. The business card reads Marilyn Member, consultant and actuary. Is this ok? We don't think so.

- **Business Cards**

- A non-actuary's business card shows one of the following for a title:
 - Actuarial Analyst
 - Actuarial Assistant
 - Manager of Actuarial Services Team
 - Director of Actuarial Services Department
- We think this is ok. (It is possible to manage a team or a department without being an actuary. A title of Chief Actuary or Managing Actuary would not be ok, of course.)

- **Company Websites**

- A member's website has a brief bio of each employee in the member's firm. The member is not an MSPA, FSPA, or Enrolled Actuary, and does not hold an actuarial credential from another organization recognized by the International Association of Actuaries. The member's bio states
 - They took 2 actuarial exams
 - They are a member of ASPPA
 - They work primarily on defined benefit plans
 - They are an actuary
- Is this ok? We don't think so. The first three bullet points are ok, but not the fourth.

- **Use of the term Actuary in a business setting**

- A non-actuary sales person is at a meeting with a brand new prospect, an advisor, and an investment company wholesaler they haven't worked with before.
- The advisor introduces everyone including the member. The advisor introduces the member as an actuary. The member doesn't get to speak for 10 – 15 minutes while the others present.
- When the member finally has the chance to talk, the member doesn't correct the false introduction as an actuary.
- Is this ok? We don't think so.

- **Use of the term Actuary in a business setting**

- A non-actuary member's car has a sign (placard or license plate) that says Actuary. The member's car is used to transport the member to business meetings. The member's car is parked in front of their office.
- Clients, advisors, and prospects could all reasonably expect to see the car in a business setting.
- Is this ok? We don't think so.