



By
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One pernicious contributor to producer angst with underwriting is the protracted course of the process. How galling that fully underwritten new life business typically languishes in purgatorial orbit around the underwriter's desk, on average, 18 to 28 days.

A quartet of low-cost, rapid acquisition assets provide unprecedented protective value. Fully deployed, their impact in tandem with teleinterviews empowers underwriters to forgo a substantial share of doctor reports and

future accidents. Moreover, adverse driving records also benchmark one's propensity to indulge in other risk-laden practices.

Public record information, used appropriately, is an essential adjuvant resource. It bears upon the appropriateness of providing coverage in the amount applied for. Criminal records must be checked as well, and now we can accomplish this, literally, in the blink of an eye.

These assets work synergistically with teleinterviews, allowing for immediate risk triage where paramedicals and laboratory tests are not needed. And even when they are, triage can still be accomplished in a matter of days.

Risk triage is that innate step in teleunder-

writing where the determination is made as to whether or not action can be taken in lieu of medical records and/or additional tests. In numerous high-prevalence medical histories such as chest pain, fainting spells and headaches, the underwriter will have sufficient insight into the nature of the risk that he can forgo an attending physician statement that he would, traditionally, have felt compelled to seek out.

As fate would have it, there is also a dark side to electronic records.

Just as race, religion and sexual orientation are rightly anathema to risk selection, there are other accessible bits of information which cross that line between what is appropriate versus unduly intrusive.

Records related to how applicants spend their money as well as so-called "social information" are out of bounds because they lay waste to the notion of personal privacy.

Going down such paths is to play Russian roulette with our right to underwrite. It is to our great credit that we have been circumspect in this regard. One can only hope decision-makers will apprehend the inevitable consequences of doing otherwise. **BR**

E-Assets Reduce Underwriting Time

Use of readily available, low-cost public information can drastically speed the underwriting process.

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other sluggish requirements.

In addition to priceless Medical Information Bureau records, American underwriters are uniquely blessed with electronically acquired pharmacy profiles, motor vehicle reports and various genre of public record information.

The payoff from prescription profiles remains largely underappreciated.

While most attention is directed to undisclosed medications, by far the biggest pharmacy report yield comes from unmasking nonadherence to taking drugs as prescribed. This prevalent practice accounts for considerable mortality and even more morbidity. It also red-flags a disposition to other risk-taking behaviors.

The driver of excess mortality at ages 18 to 40 is trauma. The most prevalent traumatic event is the motor vehicle crash. There is substantial correlation between driving violations, especially related to alcohol/drug use, and the risk of

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