



## Client Feedback

# Cultivating our relationships

*Hello friends,*

Welcome to the latest edition of SCOR's US Underwriting Newsletter. I believe you'll find the articles interesting and useful.

Peter Komsthoeft has authored an article on the importance of the socioeconomic applicant mix to life insurance mortality and underwriting. James Atkins shares feedback we received from clients at recent client meetings. We are also introducing a new feature in this edition where we discuss website resources that our underwriters find helpful. In this issue we focus on the Federal Aviation Administration's site.

Having been in the underwriting profession for 37 years, I know that the fourth quarter is a challenge for direct writers as well as for reinsurers. As always, please know that SCOR will be here to help you with the challenges that the year-end brings.

Finally, I would like to congratulate individuals in our Underwriting Department on their recent promotions:

- Kristin Ringland, FALU, FLMI, Senior Vice President and Chief Underwriting Officer – US
- Terry Feeney, FALU, FLMI, Assistant Vice President, Underwriting
- Tim Beauchamp, FLMI, FALU, Director, Underwriting Systems
- Pat Scanlon, ALMI, ACS, Director, Underwriting Quality Assurance.
- Stephen Dupont, Senior Underwriter – Data Analyst

**Tim Jones**  
AVP Underwriting

by James Atkins

SCOR continues to seek ways to improve processes and advance innovation that benefit our clients. We encourage/invite dialogue to verify that SCOR's goals align with those of our clients.

We recently had the opportunity to meet with several of you and received constructive feedback that we appreciate and are acting upon.

Clients emphasize the importance of having a deep knowledge of individual companies and their market, understanding key underwriting issues, and how SCOR can add value. Clients also find benefits in having a customized plan, process or solution to help remedy underwriting pain points. Many of these pain points are common across underwriting shops, but some, we understand, are also unique.

SCOR has resources available that many of our clients do not. For example, we perform a lot of research. Clients tell us we need to be more proactive in sharing these findings and other information.

Perhaps the most important message we hear is the value of consistent communication to keep you informed, maintain and cultivate new relationships with others in your organization, and develop more trust and transparency.

SCOR is always striving to improve our services. It is reassuring to know that you recognize and appreciate our efforts to provide more detail in our facultative decisions as well as what additional information or requirement would be needed to improve the offer.

We are listening to your feedback and look forward to the opportunity to address and implement suggestions provided to us.

## Underwriting

# Resource Corner

by Ed Sheehan

The Federal Aviation Administration's (FAA) website provides underwriters access to a simple and free tool. Enter an applicant's name and date of birth and you can immediately verify if they have been issued a pilot license and when their last flight physical was. It will specify if they hold a student or a regular pilot's license. It will provide a mailing address to verify a match to the applicant. If an electronic IR indicates possible ownership

of an aircraft, there is also a section of the website that allows you to verify if that aircraft is currently registered to the applicant utilizing the aircraft's N-Number or Serial number.

[amsrvs.registry.faa.gov/airmeninquiry/Main.aspx](https://amsrvs.registry.faa.gov/airmeninquiry/Main.aspx)



Update

# The importance of socioeconomic applicant mix to life insurance

by Peter Komsthoef

Mortality is unevenly distributed in the US. Analysis by researchers has shown sizable differences by socioeconomic strata and geography. These differences remain even when results are adjusted for contributors such as tobacco use, which are also unevenly represented within socioeconomic strata.

While we can think of possible causes for these differences, it is at times more difficult to visualize the magnitude of difference and how it may play a role in the results of our business.

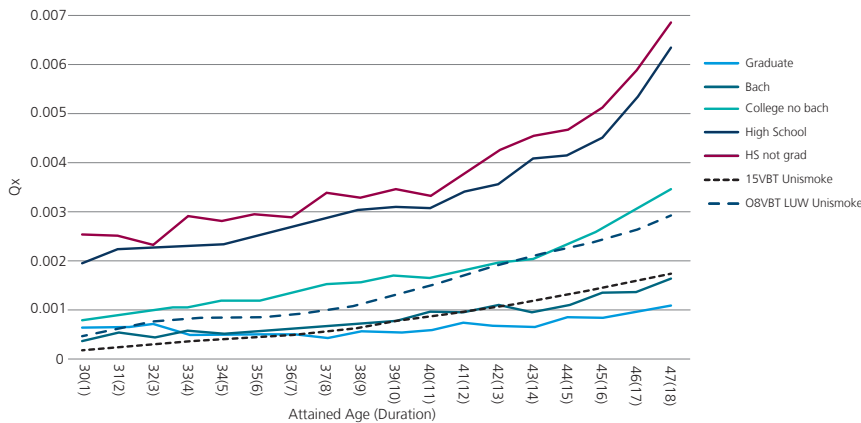
The graphic below illustrates these differences in striking fashion.

Educational achievement is generally considered a good proxy to divide population data into socioeconomic strata. The chart illustrates a hypothetical

group of males age 30 (divided into groups by educational achievement) in the year 2000 followed for 18 years and compares the mortality to two common life insurance baseline tables – the 2015 SOA VBT Table (Unismoke) and the 2008 Limited Underwriting Table (Unismoke). It is easy to see the significant gradient within the US population and that expected life insurance results (std rates) align most closely with the highest socioeconomic strata.

While some of this is due to underwriting selection, the majority originates in the typical mix of life insurance customers, which are represented by the SOA experience tables. Among many other things this makes it difficult to bring the results of clinical research directly into our business, unless the researchers specifically controlled for socioeconomic mix.

**US Population, Years 2000 - 2017 Simulated UW by Socioeconomic Strata Example, Male, UW Age 30**



FDA News

## Vaping Illnesses

“The U.S. Food and Drug Administration (FDA) remains deeply concerned about these incidents and is working closely with the U.S. Centers for Disease Control and Prevention (CDC), as well as state and local

public health partners to investigate them as quickly as possible.”



[www.fda.gov](http://www.fda.gov)

## Guidance on Overdose Reversal Drugs

by Meredith Funderburk

In response to the opioid epidemic, many states have issued “Standing Orders” to increase accessibility to opioid overdose reversal drugs such as Naloxone.

Some states are also issuing guidance to insurers regarding denials of insurance coverage based solely upon having a prescription for such medication.

Industry organizations like the ACLI and NAIC have communicated support of the notion that applicants carrying prescriptions for opioid overdose reversal drugs solely to save the lives of others should not be denied insurance for that reason alone.

## Underwriter Spotlight



**Tyrone Taylor**

Senior Underwriting Consultant since 2002.

Tyrone provides facultative risk assessment to clients and has 24 years of experience. He reports out of the Leawood, Kansas office.

Tyrone has worked as a marketing underwriter for team sales and is currently a committee member of the AHOU.

Tyrone has been married 20 years with four children. He has two boys in college and twin girls at home. He’s spent the last 25 years running a volunteer sports program coaching basketball and football.