



A Berkshire Hathaway Company

INDIVIDUAL LIFE



Accelerated Life Insurance Underwriting—Gen Re’s Approach

Gen Re has performed independent evaluations of LexisNexis’s Risk Classifier and Milliman IntelliScript’s Rx Risk Score. The evaluations included analysis on mortality experience in the general population, as well as fully underwritten life insurance populations.

The research questions included:

- > How did each score predict mortality?
- > Was there a select period?
- > How did the predictions vary among populations?
- > How did the scores correlate with full medical underwriting?

Through empirical data analysis, we found that both scores predict mortality and each has unique mortality prediction characteristics. For example, Risk Classifier is highly independent of full underwriting, while Rx Risk Score is less independent. Risk Classifier prediction shows no wear-off effect up to 7 years since underwriting, while Rx Risk Score prediction wears off slightly with duration since underwriting. Risk Classifier score is more robust in mortality prediction at lower risk ranges, while Rx Risk Score has stronger mortality differentiation at high risk ranges.

Gen Re applies this knowledge to design our approach to accelerated underwriting and to provide support to clients who want to offer accelerated underwriting.

Our expertise includes:

- > How to estimate loss of mortality differentiation in the absence of fluids and paramedical exams
- > How much third-party scores can replace the power of underwriting with fluids and paramedical exams
- > How to maximize mortality differentiation by applying each score where it has unique strength
- > How to minimize anti-selection

We’re ready. Are you?

For More Information

To find out more about how we can help you set up your Accelerated Underwriting capabilities, please give us a call.

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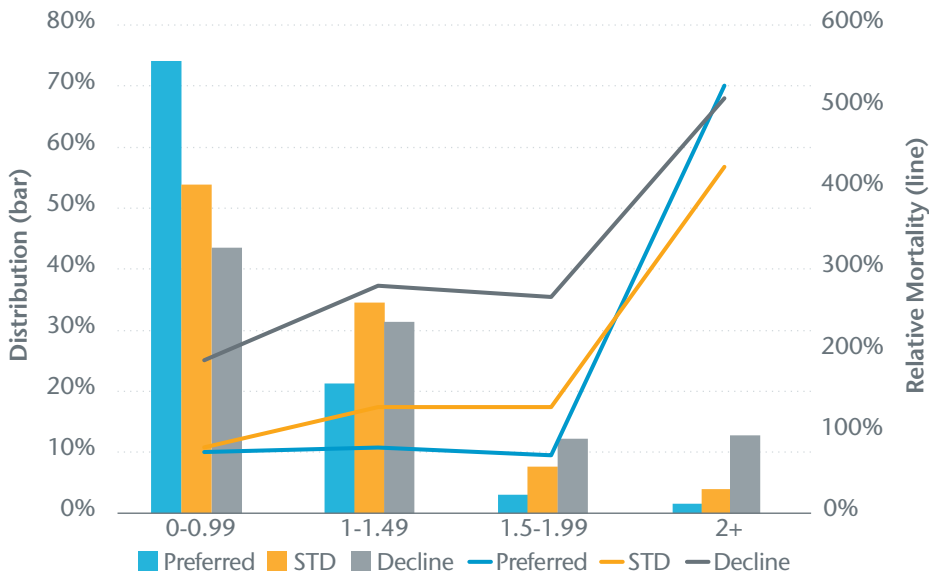
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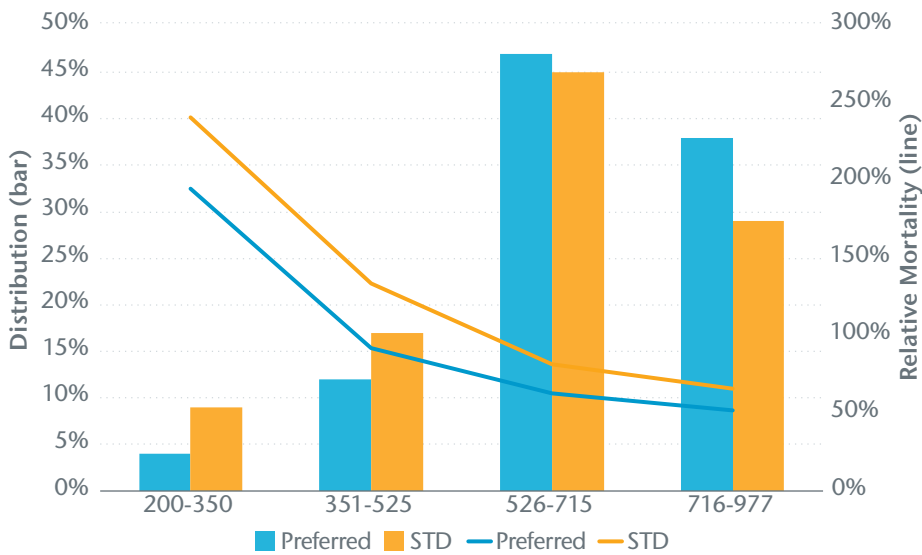
Relative Mortality and Policy Distribution in Insured Classes

Scores predict mortality independently of full underwriting

Milliman Rx Risk Score



LexisNexis Risk Classifier Score



About Gen Re

Gen Re, a Berkshire Hathaway company, is one of the leading reinsurers in the world specializing in Life/Health and Property/Casualty reinsurance. We write both Automatic and Facultative-only Treaties for your Individual Life needs.



The difference is...the quality of the promise.

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