

OUR MEETING WILL BEGIN SHORTLY

Welcome to the 2021 Mortality Data Collection Training Webinar: Communications with Companies

May 5, 2021

- ✓ All attendees will be muted throughout the presentation.
- ✓ Please use the “Q&A” for questions and send to all panelists. Questions will be addressed at the end of the presentation.
- ✓ This webinar is being recorded and will be made available on the NAIC website.
- ✓ For technical help, please contact the NAIC Technical Support Team at MeetingTechHelp@naic.org or 866-874-4905



NATIONAL ASSOCIATION OF
INSURANCE COMMISSIONERS

2021 Mortality Data Collection Training Webinar: Communications with Companies

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May 5, 2021



NATIONAL ASSOCIATION OF
INSURANCE COMMISSIONERS

COMMUNICATIONS THAT COMPANIES CAN EXPECT

- Once the NAIC has completed the validation process for a data submission (covered in Webinar on 4/28/2021), we will prepare a package for the company.
- This package will contain various documents and spreadsheets to help the company review exceptions and make corrections to their data.
- This package will be transmitted to the company via their secure FTP site.

FEEDBACK TO COMPANIES FROM NAIC'S VALIDATION PROCESS

- Cover Letter
- Data Exception Distributions
- Submission Summary Spreadsheet
- Field Distributions
- Rejected Record Detail
- Detail file of all data exceptions

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DATA EXCEPTION DISTRIBUTIONS

Summary of Data Indications for Company ABC

% of Records with Indications

1%

Number of Records with Indications

180

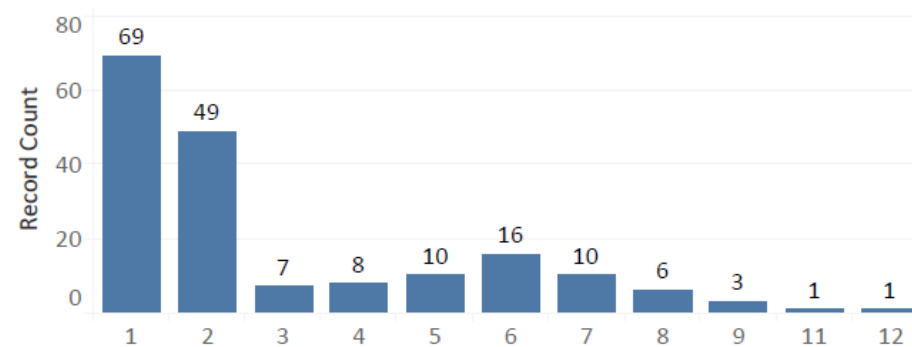
Number of Records in Submission

13,270

Number of Records by Indication Severity



Number of Indications Per Record



Number of records in each indication severity level. If a record has data elements with more than one indication level, that record will be counted once in each level shown.

This bar chart shows how many records had indications (data exceptions) and how many exceptions were identified in a record. A data element for a record could have multiple exceptions identified. Ex. If a record had 15 exceptions across 8 data elements, then the record would be counted once in the bar chart within "15".

Data Elements with Critical Indications

Item	Data Element	Number of Records with Indications
10	Issue Date	16
9	Issue Age	15
35	Type of Secondary Guarantee	13
8	Age Basis	12
27	Cause of Termination	10

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SUBMISSION SUMMARY SPREADSHEET

Overview

	A	B	C	D	E	F	G	H
1								
2								
3	Company Code		11111					
4	Company Name		Sample Company					
5	Observation Year		2018					
6	Submission Date		10/8/2021					
7								
8	Total Number of Records			167,307				
9								
10	Control Totals Matched			<input checked="" type="checkbox"/>				
11								
12	Reconciliation Confirmed			<input checked="" type="checkbox"/>				
13								
14	Submission Determination			Entire file omitted from aggregate database				
15				All records listed as in-force				
16				ULSG/VLSG without guarantee type				
17								

SUBMISSION SUMMARY SPREADSHEET

Record Rejection Summary

	A	B	C	D
1				
2	Company Code	11111		
3	Company Name	Sample Company		
4	Observation Year	2018		
5	Submission Date	10/8/2021		
6				
7	Total Number of Records		167,307	
8	Duplicate Records *		0	
9	Records Rejected Due to Critical Exceptions		21,341	
10	Records Rejected Due to Exception Score		1,038	
11	Accepted Records		144,928	
12	% of Accepted Records to Total		86.6%	
13				
14				
15	* Duplicate Records are defined as multiple records with same Company Code,			
16	Observation Year, Policy Number, and Segment Number			
17				

SUBMISSION SUMMARY SPREADSHEET

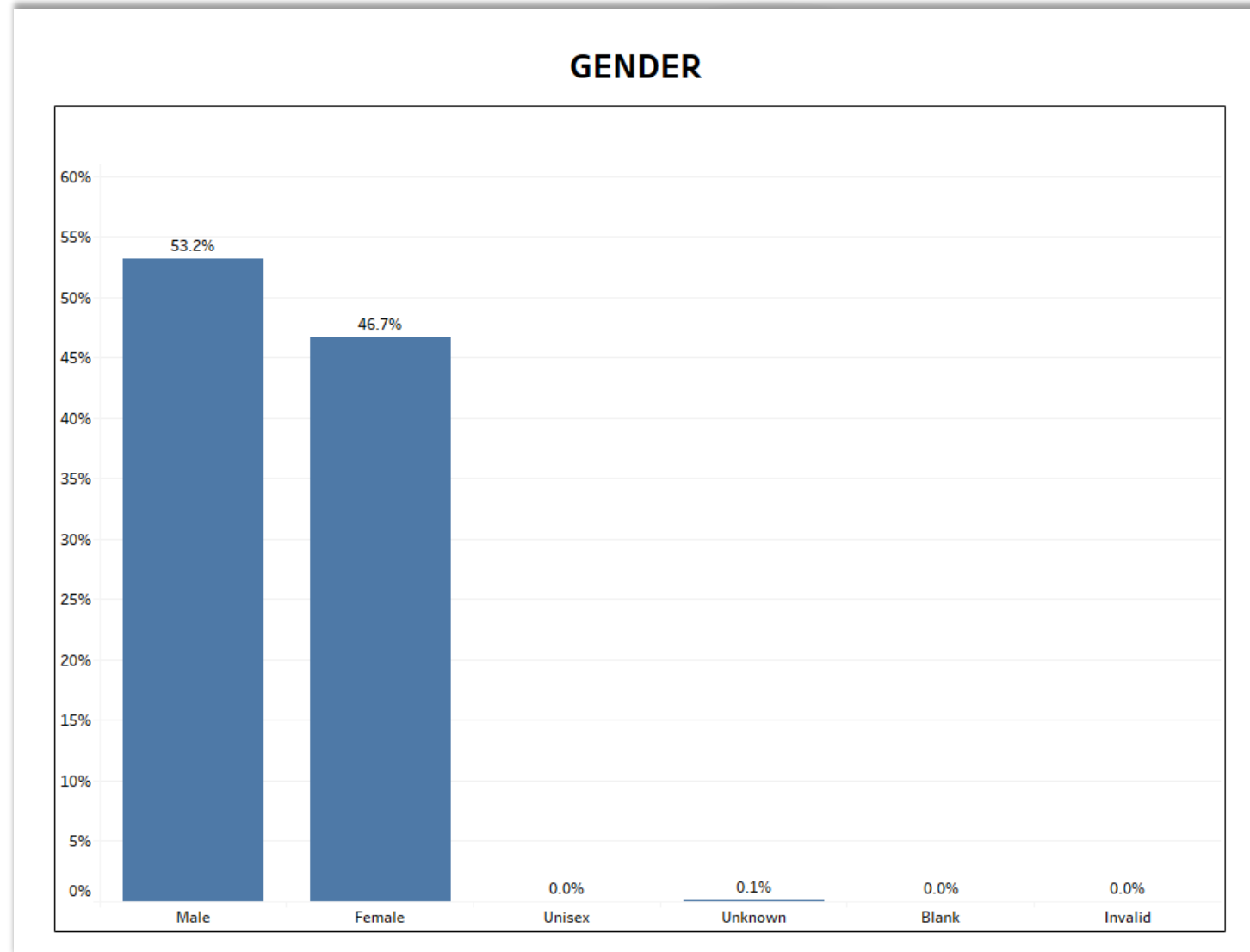
Exception Summary

	A	B	C	D	E
1	Company Code		11111		
2	Company Name		Sample Company		
3	Observation Year		2018		
4	Submission Date		10/8/2021		
5	Total Number of Records		167,307		
6					
7					
8		Record Count	% of Total Records		Validation Exception
9		167,307	100%		State of Domicile is missing or invalid
10		134,047	80%		Premium Mode is not a valid value (01-10)
11		126,854	76%		WARNING: Annualized Premium at Issue is not populated but Segment N
12		14,022	8%		CRITICAL - Date Of Birth is missing
13		11,176	7%		Account Value at the End of Observation Year/Actual Termination Date is
14		11,176	7%		Amount of Surrender Charge at the End of Observation Year/Actual Term
15		11,125	7%		CRITICAL - Type of Secondary Guarantee is missing but Plan is in (071-078
16		11,125	7%		Operative Secondary Guarantee at the End of Observation Year/Actual T
17		10,737	6%		Account Value at the Beginning of Observation Year is not populated but
18		10,686	6%		Amount of Surrender Charge at the Beginning of Observation Year not po
19		10,686	6%		Operative Secondary Guarantee at the Beginning of Observation Year no
20		9,414	6%		Termination Reported Date populated but In-force Indicator = 1
21		9,414	6%		CRITICAL - Actual Termination Date is populated but In-force Indicator =

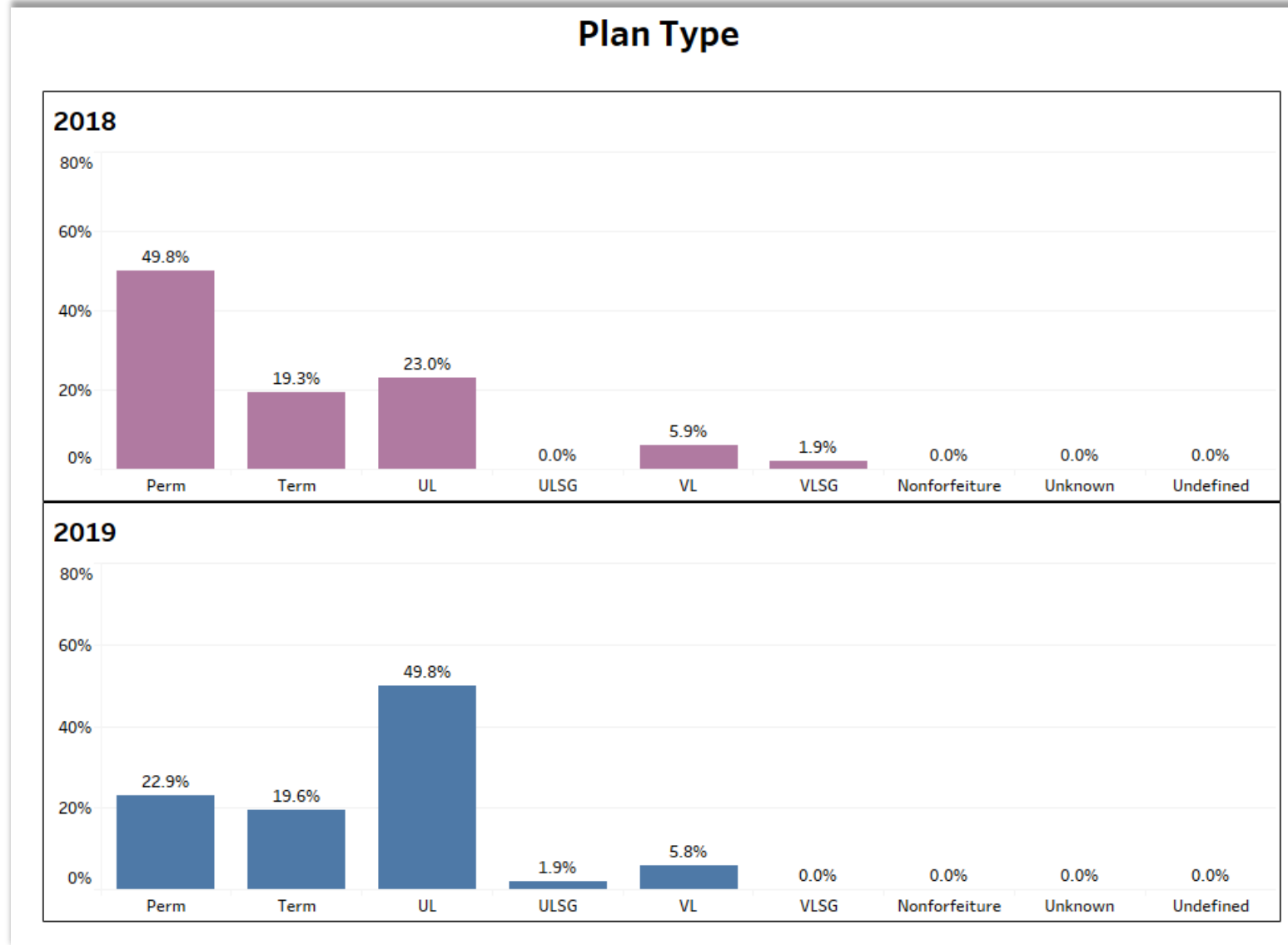
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Field Distributions (Format for 2018)



Field Distributions (Format for 2019 And Later)



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Rejected Record Detail

	A	B	C	D	E	F	G	H	I
2									
3	Company Code		11111						
4	Company Name		Sample Company						
5	Observation Year		2018						
6	Submission Date		10/8/2021						
7									
	NAIC								
	Company	Observation		Segment					
8	Code	Year	Policy Number	Number	Rejection Reason				
9	11111	2016	00062059	2	Rejected for One or More Critical Exceptions				
10	11111	2016	00062286	2	Rejected for One or More Critical Exceptions				
11	11111	2016	00062947	2	Rejected for One or More Critical Exceptions				
12	11111	2016	00063507	2	Rejected for One or More Critical Exceptions				
13	11111	2016	00064200	2	Rejected Based on Scoring System				
14	11111	2016	00064237	2	Rejected for One or More Critical Exceptions				
15	11111	2016	00065011	2	Rejected for One or More Critical Exceptions				
16	11111	2016	00067066	1	Rejected Based on Scoring System				
17	11111	2016	00067066	2	Rejected Based on Scoring System				
18	11111	2016	00068941	2	Rejected for One or More Critical Exceptions				

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Detail File of All Data Exceptions

	A	B	C	D	E	F	G	H
1	DETAIL LISTING OF ALL EXCEPTIONS							
2	Company Code	11111						
3	Company Name	Sample Company						
4	Observation Year	2018						
5	Submission Date	10/8/2021						
6								
	NAIC Company Code	Observation Year	Policy Number	Segment Number	Exception Message			
7								
8	11111	2016	00080974	2	Premium Mode is not a valid value (01-10)			
9	11111	2016	00080976	2	Termination Reported Date is not a valid date			
10	11111	2016	00081010	2	Gender is not a valid value (0-5)			
11	11111	2016	00081025	2	CRITICAL - Date Of Birth is missing			
12	11111	2016	00081059	2	Smoker Status is not a valid value (0-4)			
13	11111	2016	00069916	1	CRITICAL - Issue Date is after the Observation Year			
14	11111	2016	00069916	1	CRITICAL - Face Amount of Insurance at Issue is zero			
15	11111	2016	00069916	1	CRITICAL - Cause of Termination = 04 (death) but De			
16	11111	2016	00069916	2	ULSG/VLSG Premium Type is populated but Plan is n			
17	11111	2016	00081259	2	CRITICAL - Segment Number is missing or zero			

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Questions?

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