ACLI proposal:

Accelerated underwriting means underwriting life insurance where non-medical information is used with tools such as algorithms and predictive models to perform functions traditionally completed by underwriters.

CEJ proposal:

Definition: Accelerated underwriting means applying predictive modeling in the underwriting or pricing of life insurance using (in whole or in part) non-medical data obtained other than consciously provided by the applicant or policyholder. Examples of the types of data used in accelerated underwriting include facial and other video analytics, social media, consumer-generated data from wearable devices or other internet-connected devices and credit-based insurance scores.

AUW includes, for example, criminal history, consumer credit or non-life insurance claims data if used in an algorithm with other traditional and non-traditional data.

AUW does not include, for example, criminal history, consumer credit or motor vehicle report data if those data are used in stand-alone rules, such as decline application if prior conviction of insurance fraud, recent bankruptcy or multiple speeding violations. AUW also does not include simply automating analysis of traditional, medical information.

Regulators recognize that insurers’ approach to AUW runs along a continuum from no AUW (no use of new, non-medical data sources) to state-of-the-art AUW (extensive use of new data sources in complex, multi-variable algorithms). If you are not certain about whether your uses of non-medical data for underwriting should be reported as AUW, please contact NAIC MCAS experts for guidance at [insert e-mail].

Interrogatories:

1. Did the company use accelerated underwriting for life insurance during the reporting period? Y/N
2. If the company uses accelerated underwriting for life insurance during the reporting period, for what product categories is it used? (i.e. cash value, etc)
3. *If the company used accelerated underwriting for life insurance during the reporting period, what data types/sources did the company utilize in its AUW algorithms? Check all that apply:*

* *Consumer Credit Profile (or Credit-Based Insurance Scores)*
* *Auto Violations (MVR)*
* *Criminal History*
* *Auto or Home insurance claims*
* *Facial or other video Analytics*
* *Social Media*
* *Shopping / Purchase*
* *Wearable or Internet-Connected Devices*
* *Prior Insurance Application, Purchase and Declination History*
* *Ancestry / Genealogy / DNA Databases*
* *Other*
  + *If you marked Other, please list the other data types used.*

1. Since the end of the reporting period has the company changed its use of AU that would change the responses to interrogatories 1, 2 and/or 3? If yes, please describe:

Question for the group on 4/15: What data elements do we want broken out into traditional underwriting and accelerated underwriting?

Data Elements:

For data elements 1B-19 through 1B-27, replicate each data element for accelerated underwriting experience. For example, in addition to current 1B-20 Total Number of New Policies Issued by the Company:

***1B-20A: Total Number of New Policies Issued By the Company during the Period Utilizing Accelerated Underwriting.***

1B-19 Number of Policies Issued During the Period where age of insured at issue was Age 65 and over (Only applies to ICVP)

1B-20 Total Number of New Policies Issued by the Company During the Period

1B-21 Number of Policies Applied for During the Period

1B-22 Number of Free Looks During the Period

1B-23 Number of Policies In-Force at the End of the Period (The number of active policies

that the company has outstanding at the end of the reporting period)

1B-24 Dollar Amount of Direct Premium During the Period

1B-25 Dollar Amount of Insurance Issued During the Period (Face Amount)

1B-26 Dollar Amount of Insurance In-Force at the End of the Period (Face Amount)

1B-27 Number of Complaints Received Directly from Any Person or Entity Other than the

DOI