



Data Driven

RGA Group Life and Long-Term Disability (LTD) Medical Underwriting Practices

Based on a comprehensive survey offered to the U.S. group insurance market at various times since December 2014, RGA Group Reinsurance's 2019 Group Life and Long-Term Disability (LTD) Medical Underwriting Practices report benchmarks critical operating and business parameters for medical underwriting practices. Twenty-two carriers participated in the survey.

Rules on the Rise

In 2015

53%

planned to implement

"RULES ENGINE" SYSTEMS



In 2017

78%

planned to implement

UNDERWRITING AUTOMATION

"Real-time" or accelerated underwriting gains traction among group carriers

2015

39%

2019

76%

Carriers that have implemented automated underwriting rules

Underwriters are increasingly turning to alternative data-based sources of information such as the Medical Information Bureau (MIB), Motor Vehicle Records (MVR), and Pharmacy Records (Rx) to evaluate insurability.

IN 2019,
GROUP CARRIERS
REPORTED BEING

**MORE
LIKELY
TO ORDER
MIB REPORTS**

for all cases over
Guarantee Issue (GI) limits
and regardless of age.



MVR AND PHARMACY RECORDS

were more frequently used in 2019, and these records were more likely to be referenced for playing a key role in decisions.



For more information on how to apply these emerging trends to your company's unique circumstances, contact RGA Group Research.