



## ALLFINANZ Expert Rule Set

State-of-the-art underwriting rules to achieve higher STP rate and long term profitable growth

### Highlights

Integrates the essence of Munich Re's global experience and knowledge

Specialised to meet the needs of automated underwriting

Evidence based and developed by experienced underwriters

Suitable for use at the point-of-sale, in tele-underwriting or in multi-channel solutions

Aligned to MIRA - Munich Re's underwriting manual

How well an automated underwriting project is going to perform depends on the agility and flexibility of the underlying underwriting technology and the underwriting rules that drive it.

**ALLFINANZ** is now delivered with a comprehensive and state of the art set of underwriting rules developed by Munich Re. The ALLFINANZ Expert Rule Set is a comprehensive starter rule set with over 600 medical, residency & avocational rules as well as 13,000 occupations. The rule set provides clearly understandable questions and decision trees to guide the applicant through each step of the underwriting process, rules that your underwriters can easily change and customise to match your product portfolio and underwriting philosophy.

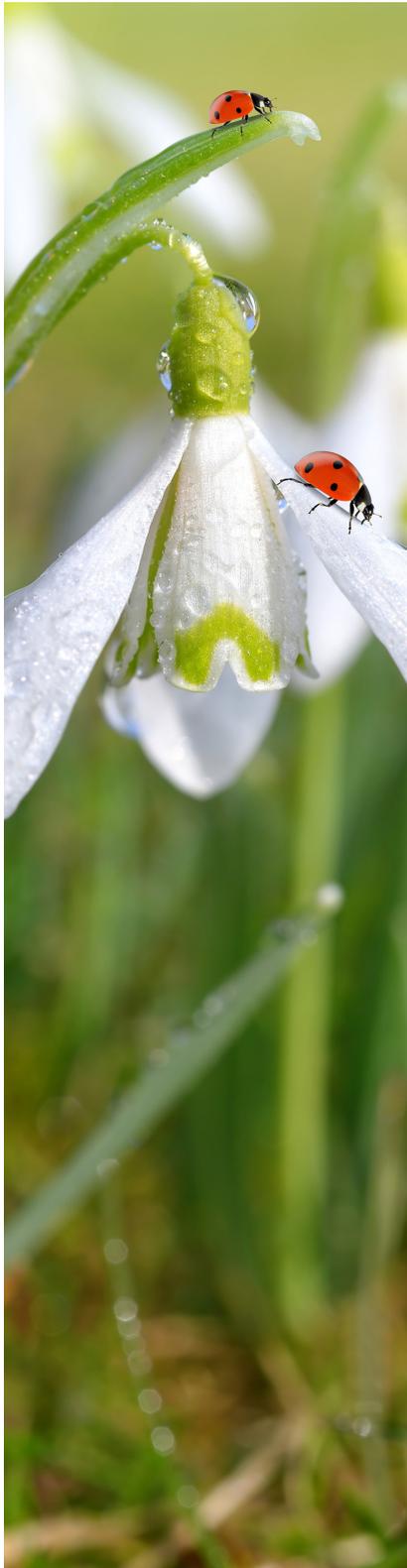
The **ALLFINANZ** Expert Rule Set forms the basis for speed, efficiency, reliability and correctly priced portfolio in your automated risk assessment. It integrates the essence of Munich Re's global experience and knowledge and brings vast amounts of knowledge into practice-oriented form and clear rules to reach swift, risk-based decisions.

### Achieve higher STP rates faster

The **ALLFINANZ** Expert Rule Set is a set of drilldown questions to be asked directly and reflexively to applicants about impairments declared. The questions are designed to arrive at an underwriting decision after disclosures have been made. The drill-down questions are consistent, clear and easy to understand for applicants and sales staff with no medical or underwriting background.

The **ALLFINANZ** Expert Rule Set is far more than a classic underwriting manual. It operates with rules optimised for automated underwriting and decision trees developed by Munich Re's experienced underwriters and medical doctors. It is specifically designed to ensure that the highest number of life applications are processed automatically without manual underwriting. The rule set covers all relevant categories of underwriting and intelligently interlinks them for maximum decision-making certainty and ensures risk adequate and legally compliant risk assessment.

Whether for life or disability covers, critical illness, long term care or personal accident products, the **ALLFINANZ** Expert Rule Set is suitable for the entire life insurance product spectrum and can be swiftly and flexibly adapted to suit your portfolio and underwriting philosophy.



### Key features

- UK-based data driven rules that can be easily customised for other countries
- Sophisticated rules for commonly disclosed conditions
- Contains over 600 medical, residency & avocational rules as well as 13,000 occupations
- Standardised, uncomplicated reflexive questioning
- Use of pick-lists with average 6-7 choices, never more than 15
- Refer to manual underwriter only when final decision or evidence can't be identified
- Decisions up to maximum +200% EM (extra mortality) for Life cover

### Key benefits

- **Specialised** - the rule set meets the needs of modern automated underwriting
- **User-friendly** - the rule set can be easily adapted using the ALLFINANZ Rules Designer
- **Cutting-edge** - Evidence-based and constantly updated rule set, developed and enhanced by experienced underwriters and Munich Re medical doctors
- **Flexible** - the rule set is suitable for use in an omni-channel environment (direct-to-consumer, tele-underwriting, agents)
- **Compatible** - the rule set can be combined with MIRA (Munich Re Internet Risk Assessor) for both optimised automation and manual risk assessment.

### Key success factors in rules management

- Keep your rules simple
- Keep your rules consistent in style
- Use data analytics to look for areas of improvement
- Don't make changes for the sake of it
- Don't make too many changes at once
- Prioritise the most commonly used rules

### Additional services available from Munich Re

Under reinsurance, additional rules consulting services are available. To support you in successively perfecting your processes and further increasing your straight-through processing rates, Munich Re can analyse your risk data in day-to-day business, check the efficiency of your set of rules, update and optimise it if required. New medical developments, products and risks can be swiftly and easily integrated at all times.

### How do I learn more?

Please contact us at [automatedunderwriting@munichre.com](mailto:automatedunderwriting@munichre.com) or call +353 1 293 2888