







## WELCOME & INTRODUCTIONS



Roger Oldham
Founder
LMForums

#### **UNDERWRITING LEADERS PRACTICE GROUP**



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# AGENGA



- 8:35am Welcome
- 8.40am Polling
- 8.45am Achieving Underwriting Excellence
   Technology, data & the hybrid workplace
   Daren Rudd & Jon Gavey
- 9:05am Polling
- 9.10am Questions & Answers
- 9:20am Breakfast
- 9:50am Roundtable
- 10:30am Conclusions & Close



## **SPEAKERS**





Roger Oldham Founder LMF



Daren Rudd



Jon Gavey



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## POLLING







# ACHIEVING UNDERWRITING EXCELLENCE TECHNOLOGY, DATA & THE HYBRID WORKPLACE



**Daren Rudd** *CGI* 



Jon Gavey
CGI



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## POLLING







# BREAKFAST

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# ROUNDTABLE

WHAT ARE THE TASKS THAT "WASTE" THE MOST TIME FOR YOU AS AN UNDERWRITER? WHAT ARE THE MOST TIME CONSUMING TASKS YOU FEEL WASTE YOUR TIME?

IF YOU COULD REMOVE 40% OF ADMIN TIME, WHAT WOULD BE THE NEXT BIGGEST CHALLENGE AS AN UNDERWRITER TO SOLVE, TO ALLOW YOU TO GROW YOUR BOOK OF BUSINESS

ARE THERE SPECIFIC LINES OF BUSINESS WHERE REDUCING ADMIN OR USING TOOLS TO HELP FIND THE RIGHT BUSINESS, WOULD MAKE A REAL DIFFERENCE?

WHERE, IN YOUR VIEW, WOULD THE BIGGEST RETURN ON INVESTMENT RESULT FROM A SMALL CHANGE TO HOW YOU WORK ON A DAY TO DAY BASIS? WHAT ARE THE SMALL CHALLENGES THAT COULD BE OVERCOME, TO PROVIDE THE GREATEST VALUE?





# ROUNDTABLE

WHAT ARE THE KEY FACTORS CONSIDERED/INFORMATION USED WHEN EVALUATING A RISK AND WHAT SPECIFIC THINGS HELP YOU QUICKLY DETERMINE IF IT IS WORTH SPENDING TIME ON A QUOTE?

WHERE DOES MOST OF THE INFORMATION EXIST IN THE SUBMISSION? HOW MUCH TIME DO YOU SPEND LOOKING FOR THE INFORMATION NEEDED, COMPARED TO THE TIME SPENT EVALUATING THE RISK?

WHAT ARE THE MAIN CHANNELS WHERE YOU ARE SEEING BUSINESS? FACE TO FACE, EMAIL, PPL, WHITESPACE, BROKER PLATFORMS, OTHER?





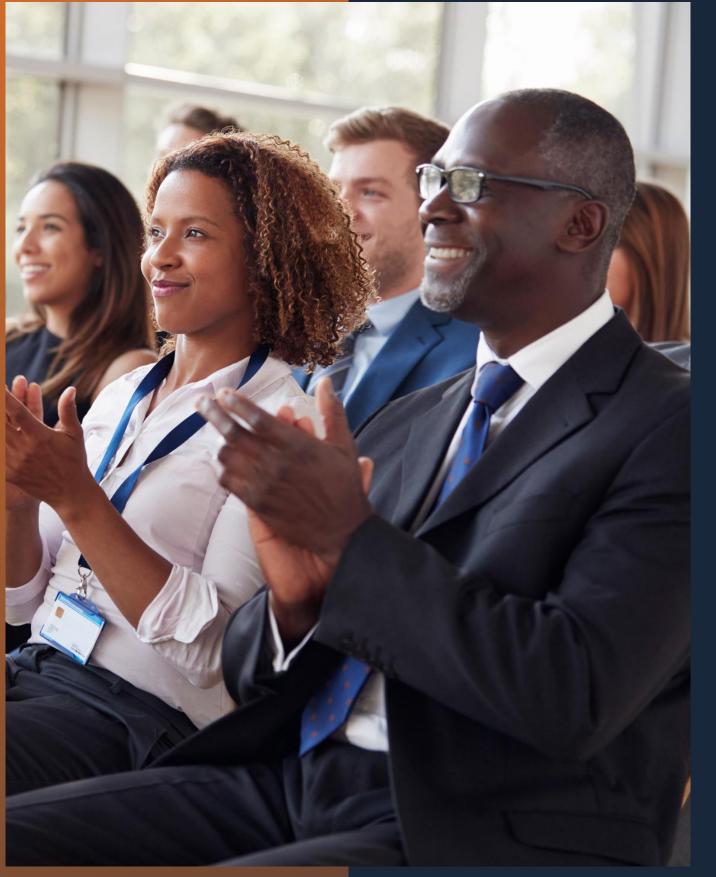
## CONCLUSIONS & CLOSE



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