

Think Critically and Strengthen Your Decision Proficiency

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AGENDA

What is Critical Thinking- why it matters to Underwriters

A Brief History of Thought

Cognitive abilities that help you think critically

Thinking about thinking

Characteristics and Skills

Application of critical thinking during working hours and beyond

Case Studies

Critical Thinking Defined

Critical Thinking is the intellectually disciplined process of actively and skillfully analyzing, interpreting, and evaluating information.

Critical thinking goes beyond accepting information at face value.

Critical thinking requires independent and objective review of information provided, utilizes evidence-based reasoning, and the ability to put aside personal bias.

Underwriting IS Critical Thinking

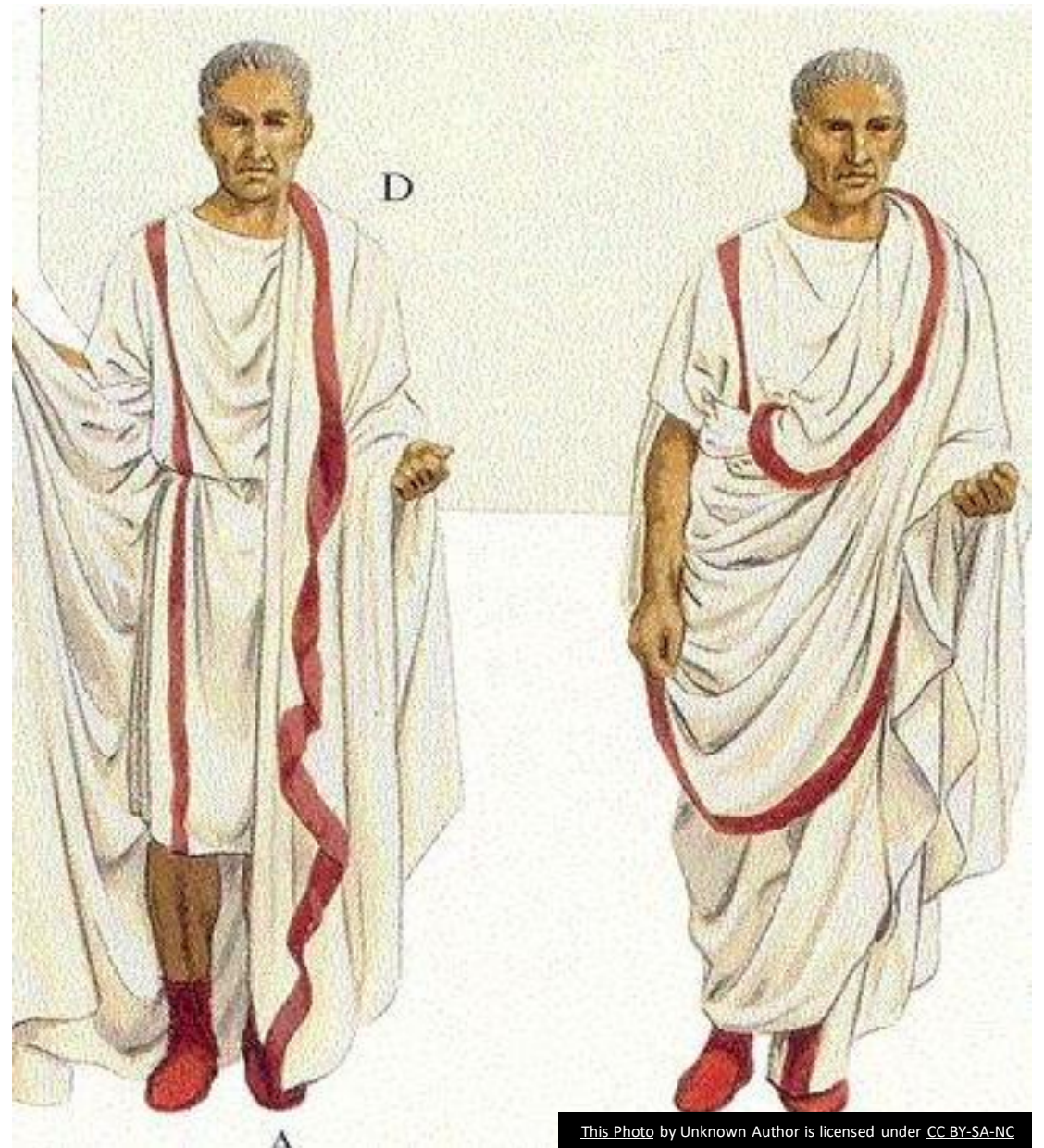
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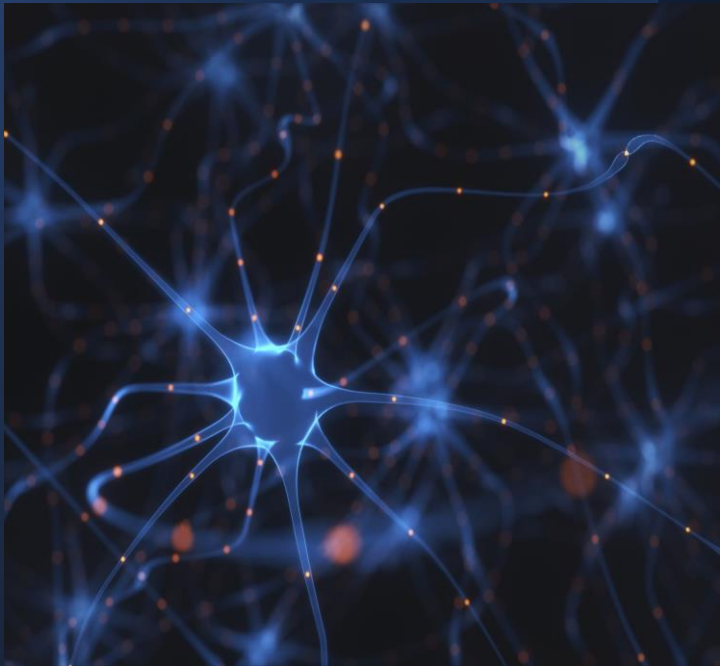
- 3000BCE-500CE-Socrates and the original toga party also known as the Classical period.
- 500CE-1500CE-Medieval Times with Thomas Aquinas, St. Augustine, William of Ockham
- 14th-18th centuries-Known as the age of enlightenment, or Renaissance. Descartes, Voltaire and Rousseau
- 18th-20th centuries-The Moderns, Isaac Newton, Charles Darwin, Albert Einstein
- The 20th century –current, Contemporary thought. Stephen Hawking, Jane Goodall, Rachel Carson

Historically Speaking



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Our Amazing Brains



On Your Left

Numbers
Math/Science
Written and
Spoken
Language
Objectivity
Analytical
Logic
Reasoning

On Your Right

3D Shapes
Music/Art
Intuition
Creativity
Imagination
Subjectivity
Emotion
Facial
Recognition

METACOGNITION AND REFLECTION

An awareness and understanding of our thought processes. Monitoring our thoughts, assessing their effectiveness and adjusting as needed. Being able to flex your thought muscles and change direction quickly if required, allowing us to cultivate an agile mind.

Reflection allows us to assess. We consider our assumptions and refine our approaches for future thinking and tasks.

Do you see yourself in these descriptions?

Open-Minded

Analytical

Curious

Skeptical

Reflective

Effective
Communicator

Problem solver

BASIC HABITS OF THOUGHT

OBSERVATION

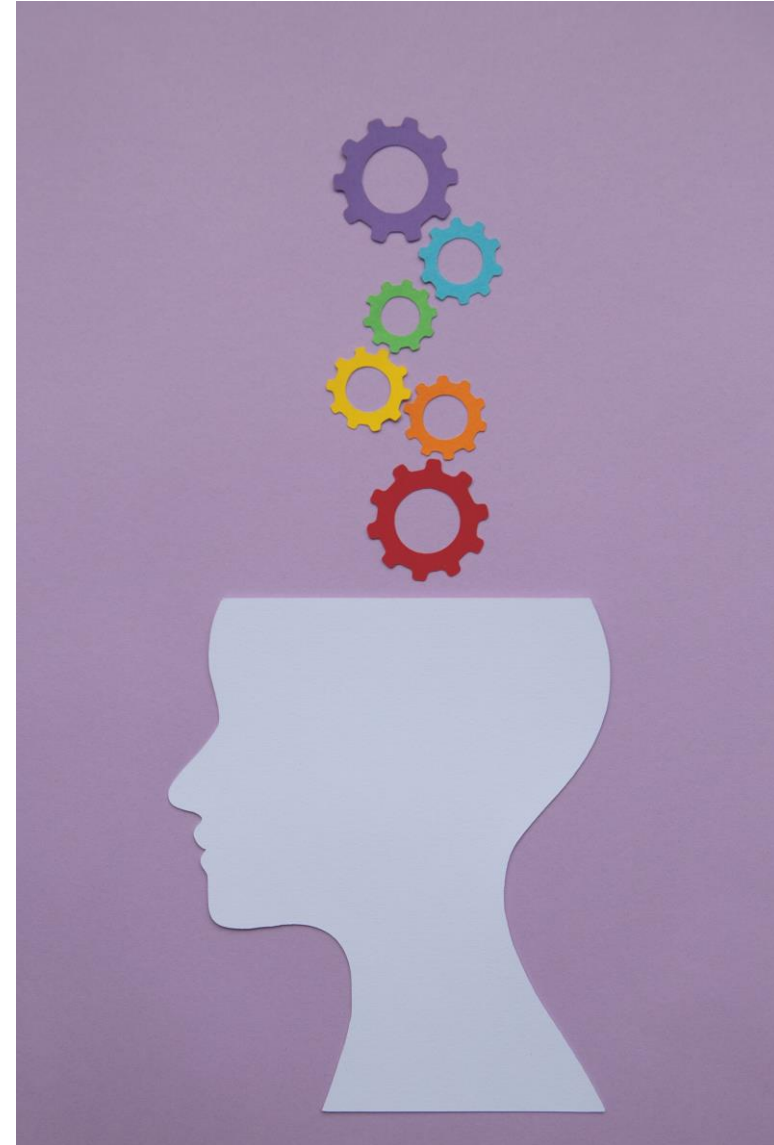
ANALYSIS

INFERENCE

OPEN-MINDEDNESS

COMMUNICATION

PROBLEM SOLVING



HOW TO BECOME A CRITICAL THINKER

Are you just reading, or analyzing and evaluating what you are reading?

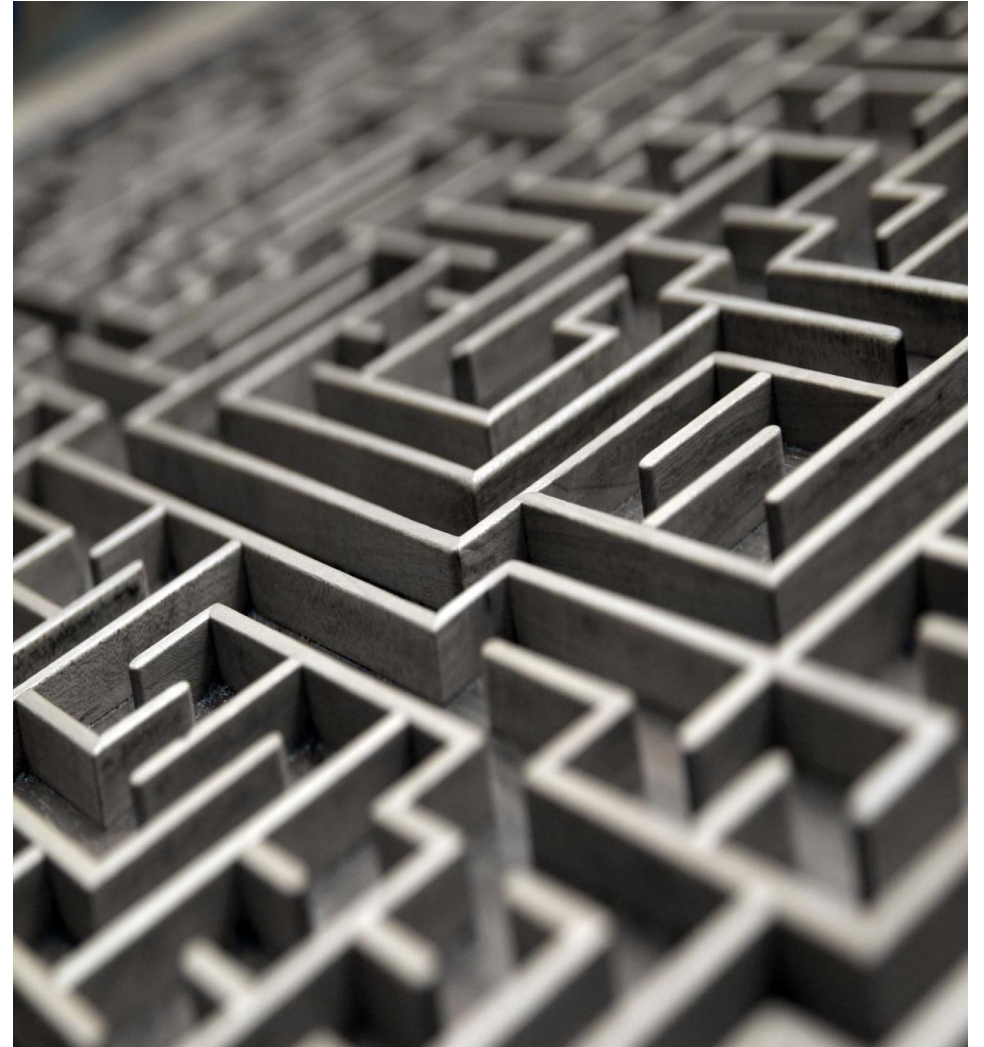
Are you relying on reason and evidence, rather than emotion and personal bias to draw conclusions?

Are you able to follow a trail of evidence to a logical conclusion?

Are you Listening? Are you able to hear alternate interpretations of information, hear different viewpoints, accept new models or informational paradigms when evidence supports it?

The Underwriting Decision Path

1. Identify
2. Organize
3. Inference and the Big Picture.
4. Source check, additional opinion if needed
5. Formulate your decision
6. Communicate



“DO IT YOURSELF” CRITICAL THINKING

INSIDE AND OUTSIDE OF OUR INDUSTRY



EXPAND INDUSTRY SPECIFIC KNOWLEDGE-utilize the CE opportunities available to you through ALU, AHOU, OTR, LOMA



Find a Mentor-monthly meet up for discussion of complex cases and potential outcomes



Be Intellectually Curious and Somewhat Skeptical



CRITICAL THINKING IRL

PRACTICAL STEPS

ORGANIZE YOUR WORKSPACE

LISTEN

READ

READ EVERYTHING

READ SOME MORE

GOOGLE IT

TAKE CLASSES

TRAVEL

Let's
Practice



400k F 26 NT

- MT resident
- 10/22 First OB visit. Genetic screening negative (low risk). Previous pregnancy was uncomplicated. Review of systems negative. Cardiovascular, regular rate. ASSESSMENT: low risk pregnancy.
- 11/22 applied for ins, only hx currently pregnant APS - Current pregnancy progressing normally. No complications
- 12/22 intrauterine fetal death before 20 weeks of gestation, unknown cause.
- 4/23 First OB visit. Prior complete w/u neg, normal NIPS (Non-Invasive Prenatal testing)
- F/U every 2-3 weeks being watched closely
- Strong support system. Excited about baby. No psych issues



10mm M 38 NT



- 15-20 years ago, several notes in APS about alcohol abuse, recommends quitting or cutting down
- States has had alcohol treatment around 20 years ago
- Currently drinks 2 drinks a day
- Owns a very successful programming business for the last 15 years
- Married 10+ years and has two children
- MVR - Clear
- Normal Insurance/APS Lfts, HDL, Trigs



750K F 53 NT

- No admitted health history or medication
- Kicked out of SI due to RX of Mounjaro for the last 5 months.
- Build is listed as 5.5.190
- Family history of Diabetes and CAD
- Phone Interview states using it for weight loss of 30#





1 MM M 28 NT

- Has climbed lower elevations
- Hikes in US mountain ranges
- Scuba dives max 100 ft couple times a year
- Highly athletic lives in VT
- Works at adventure outfitter retail store as GM
- Did a tandem skydive once not planning to participate again



300K F 48 NT

- Lives in CO
- History of Hypertension and Hypothyroid controlled on medication
- Insurance labs, vitals and family history all preferred
- Takes a couple of Marijuana gummies 2 times a month for sleep
- Works full time for dispensary as a retail clerk



350k M 43 NT

- MIB
 - MVP w/MR
 - IGT
- All questions on application “NO”
- APS – mild MR; Echo – measurements of LVEDD putting them in mod-severe category in manual (moderate rate)
- Echo done yearly and has been stable for years with some improvement in the most recent study.
- Asymptomatic



500k M 46 NT

- Controlled Htn
- Hx of IgA nephropathy dx 2007 w/ stable renal function tests
- Exam labs – pro/creatinine ratio 1230 and GFR 100
- Manual has a moderate substd rating for CKD
- Do you rate for p/c ratio on top of this or rolled it into CKD



468K F 35 NT

- Single, siblings' beneficiaries
- CEO Event Planning with home as address
- Income \$100,000
- MIB 2021 & 2022
 - 2 tickets not etoh related in last 2 yrs
 - Non-prescribed MJ in last year
- Prior \$45k STD 2022-lapsed same year
 - Initial premium \$50 returned as insufficient.
 - Drug questionnaire in this file answered No, Never
- Drug Questionnaire in current file also negative.
- All med requirements indicate no significant med history
- MVR - 10 administrative withdrawals for failure to pay traffic fines, failed to pay tolls, expired tags, and two red light violations in the last 5 years. Applicant indicated these were all received when she was driving a commercial vehicle. License suspended d/t fines.



468K F 35 NT continued

- Approved
- Agent requests increase to \$1,080,760 on approval
- New amount requires life risk classifier & inspection
Risk score 560 with descriptions included - # of collection agency filings, presence of account not currently paid as agreed, absence of property ownership, # of dept store accounts currently not paid as agreed
- Inspection Report
 - Notes an eviction was served the applicant was illegally occupying an apartment that was vacant(squatting), not leased to her. This occurred in the same year as our application.
- Approved
- Policy lapsed within the issue year

DO NOT REINSTATE!!



Thank you!



OPTIMUM.

Insurance

| Life Reinsurance

| Actuarial Consulting

| Asset Management

