

Problem

A personal lines insurance company was **struggling to improve the profitability** of their business. They were primarily concerned with evidence and adverse selection, as well as the inability to move undesirable business.

Response

Jacobson provided a management professional with **extensive experience leading underwriting and operations**. The consultant analyzed the client's programs, as well as six of their competitors. The expert was able to identify changes that could **improve the carrier's profitability**.

Solution

In just one month, the consultant developed best practices in the underwriting area, which included current processes, procedures, workflows, underwriting alerts and guidelines, vendor product options, and more. Implementing these changes allowed the client to **achieve their goals**, improve underwriting practices, control adverse selections and produce profitable results.

Underwriting

Personal Lines Underwriting Operations

Client Type: Property and Casualty Carrier

Project Scope: Carrier Profitability

Duration: 1 Month

Team Size: 1 Full-Time Employee



JACOBSON