



Fast-track your best prospects and focus on fighting rate fraud

A demanding market increases risk

As customers demand a faster and easier application experience, responding to those expectations can increase your risk exposure. Over a recent four-year period, application integrity declined by 15 percent.¹

With so many chances for error or misrepresentation, can you afford to ask fewer questions or rely on self-reported data? Are you getting the right demographic and ownership information? Do you really know how and where the vehicle is being used, driven, and parked?

RISK:check® Point of Sale uses predictive analytics to score each application, flag potential fraud, assess risk more precisely, and reduce rating errors that drive premium leakage. This unique tool helps underwriters to validate details in four key categories:

- **Identity** — Review key rating variables and credit header information for the primary insured.
- **Garaging** — Flag nonresidential address types.
- **Household** — Identify unlisted drivers, education, and occupation to show possible business use and more with newly expanded data sources.
- **Vehicles** — Examine branded titles, commercial vs. personal use, registered owners, and registration state.

Take on fraud and premium leakage

Premium leakage—missing or misstated underwriting information—is at least a \$29 billion problem for the personal auto insurance industry.² RISK:check helps reduce underwriting and claims fraud by identifying where an applicant falls on the risk spectrum. Leverage predictive analytics to fast-track your best risks to bind, focus due diligence on higher risk scores, and capture missing premium.

RISK:check scores application integrity

- ✓ Flag fraud risk with 75+ analytic triggers
- ✓ Capture missing premium at point of sale
- ✓ Leverage model of 10 million+ policies and claims
- ✓ Fast-track applications from quote to bind
- ✓ Improve new business loss ratio by 3–6 points
- ✓ Add to LightSpeed® Auto to lift conversion rates
- ✓ Improve competitiveness; avoid adverse selection

1. Verisk, Application Integrity: The Whole Truth, 2017






2. Verisk, The Challenge of Auto Insurance Premium Leakage, 2017

Focus on the many—and the few

Almost 66 percent of policies may pose low to moderate risk. Fast-track these prospects to bind—and find cross-selling opportunities—with RISK:check and Verisk's LightSpeed Auto InsurTech platform. Focus your energy on the handful of “very high risk” policies—just 3.5 percent—that are most likely to cost you increased potential for claims fraud.³

Target hard and soft fraud and improve your new business results with key information from RISK:check Point of Sale:

- Loss predictor score
- Recommended action items
- Additional-driver discovery
- Branded and salvage title identifier
- Vehicle use identifier (personal or commercial)
- Vehicle ownership verifier
- Foreign driver's license warning
- Marital status indicator
- Newly expanded household data sets
- Agent scorecard for coaching and feedback

Policy Number	Alert Level	Risk Score	Description
10001		0	All clear - No discrepancies
10002		0	All clear - No discrepancies
10003		150	Vehicle registered to another party
10004		3500	Vehicle has salvage flag and is not owned by applicant
10005		3600	Undisclosed drivers: garaging address is a check cashing facility

Representative results

 Verisk.com/RISKcheck

 1-800-888-4476



The model behind RISK:check Point of Sale analyzes application information in real time and scores prospects for risk of fraud or misrepresentation before binding the policy.

Studies show RISK:check Point of Sale can improve first-year loss ratios by 3 to 6 percentage points.⁴

Flexible delivery methods

RISK:check Point of Sale supports agency, call center, and digital channels, feeding your rating, policy administration, or consumer quoting system. Flexible, timely data delivery accommodates your business operations, systems environment, and requirements.

Access RISK:check Point of Sale:

- Through a web service application programming interface (API) or other supported protocol
- In conjunction with the LightSpeed Auto InsurTech platform for one-rate acquisition and rating
- Online through a web browser

For virtually zero IT impact, use the batch protocol to screen data already provided to our Coverage VerifierSM database.

3. Verisk client experience

4. Ibid.