



ReWard is the new credit program available through hr | Ascent

## Introducing ReWard in hr | Ascent

hr | Ascent

The global guide for life underwriting

### ReWard

Introducing ReWard, Hannover Re's evidence-based credit program that awards a mortality discount against substandard ratings by factor. The program enables underwriters to:

- Save time and increase productivity
- Offer more competitive ratings
- Increase placement rates
- Improve relationships with producers
- Receive an instant response
- Increase flexibility on substandard cases

The ReWard calculator tool is easily accessible from the home page of hr | Ascent.

### Background

ReWard's evidence-based design applies traditional actuarial techniques along with biostatistical methods. The research dataset that is the foundation of ReWard came from the National Health and Nutrition Examination Survey (NHANES). NHANES is a program sponsored by the Centers for Disease Control and Prevention that studies the health and nutritional status of adults and children in the

United States. It combines both interviews and physical examinations. The dataset is inclusive of all the program's credit variables, representative medical impairments, and mortality outcomes. During ReWard's development, Hannover Re's research team weighted the credits according to their mortality risk contribution and then adjusted for the confounding influence of the other variables. The team analyzed and vetted the results relative to actuarial principles. The outcome of the research and analysis provides an evidence-based background for ReWard's application.

### What makes ReWard different from existing industry credit programs?

- We entrust our clients with automatic binding
- Easy to use interface
- Quantitative research
- Evidence-based
- Most credit variables are found in routine insurance lab findings
- Multivariate analysis
- Credit/debit approach
- Model allows greater range of substandard risks that can receive credits
- Calculator with appropriately weighted credits and debits by factor
- Assists in assessing the variable on a scale of lower to higher risk to help identify those risks that can be improved
- Preferred program for substandard risks

## Parameters

- Face amounts up to USD 10 million
- Ages 18 through 75
- Jumbo limit of USD 35 million
- Unlimited base substandard rating
- No restrictions on medical impairments other than those indicated for CAD and DM
- Credits can be applied to nonmedical impairments
- Domestic business

## How it works

- Underwrite the case as usual
- Utilize the ReWard calculator
- If desired, apply the results of the calculation and document the file
- Approve the case as facultative with the full risk being ceded to Hannover Re
- No need for our review/approval
- No papers to be submitted
- Once FAC/always FAC rules do not apply
- Back-end reconciliation by Hannover Re

## Q & A

### Are there any required fields?

While some fields are required the data entry is minimal.

### The program parameters indicate face amounts up to \$10M. Is this total line, all companies?

This is total ceded to Hannover Re, including previous coverage.

### Can I put these risks in my automatic pool?

No, the entire risk should be ceded facultatively to Hannover Re. However, you may retain a percentage of the risk with the balance ceded to Hannover Re.

## Contact for questions

### Susan Mayer, FALU, FLMI

Assistant Vice President, Underwriting

Tel. (720) 279-5092

[susan.mayer@hramerica.com](mailto:susan.mayer@hramerica.com)

### Katy Nolan

Underwriting Client Representative and COLI Underwriter

Tel. (720) 279-5046

[katy.nolan@hramerica.com](mailto:katy.nolan@hramerica.com)