

## 2017 Chicagoland Risk Forum – October 9, 2017 (4:30pm - 5:30pm)

### Session Title:

“Unbiased Data Decision Making”

### Speakers:

Richard Frese, FCAS, MAAA

Mike Paczolt, FCAS, MAAA

Peter Rosiere

### Session Description:

Risk managers are presented with information, both internally and externally, but must make sense of it to make critical decisions for the program. Services providers may have their own motivations and may not always present an unbiased opinion. This session will discuss how to use knowledge about your program based on statistics and analytics to improve the leverage of your own program in the marketplace with underwriters and brokers and be able to make clear decisions about the future of your program based on facts.

### Outline:

#### Risk Manager’s View – Pete’s section

- a) Risk Managers reliance on data – best practices
- b) Impact of data on Risk Managers role
- c) Program Key Performance Indicators
  - a. Claim Frequency
  - b. Claim Severity
  - c. Change in Ultimate Losses
  - d. Reduction in Funding
  - e. Other
- d) Measuring success of initiatives
- e) Managing information vendor partners (TPA, RMIS, Brokers, Actuaries)
- f) Presenting data decision-making to the C-Suite

#### Predictive Analytics View – Mike’s section

- a) Define Predictive Analytics
- b) Current options for Risk Managers to use predictive analytics
- c) Savings generated by predictive analytics
- d) Intangible benefits of predictive analytics
- e) Impact of predictive analytics on current processes
- f) Case study on predictive analytics

#### Actuarial View – Richard’s section

- a) Reserves
- b) Funding
- c) Determination of proper retention
- d) Collateral negotiation
- e) Excess premium negotiation
- f) Industry Trends
- g) Development of losses
  - a. Reporting patterns
  - b. Reserving levels
  - c. Payment patterns
  - d. Closing patterns
- h) Benchmarks
  - a. Internal
  - b. Industry

#### Two case studies/stories and lessons learned – Pete’s section

- a) Transitioning to more advanced and fruitful analysis
- b) “Good” years and “Bad” years

Questions from audience