

# Considerations and Challenges in Building Predictive Models

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2018 Underwriting Issues and Innovation Seminar

## Panelists

### Luke VandenAvond

Data Analyst  
Northwestern Mutual

### Sears Merritt

Vice President & Chief Data Scientist  
MassMutual

### Ben Johnson

Pricing Actuary  
Legal & General America

## Moderator

### James Miles

Consulting Staff Fellow  
Society of Actuaries

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# Discussion Questions

- Describe the state of predictive models today with respect to life insurance underwriting.
  - Describe the state of predictive models ten years from today with respect to life underwriting.
  - Describe the internal challenges at your company in implementing predictive models for life insurance underwriting.
  - Describe the external challenges at your company in implementing predictive models for life insurance underwriting.
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# Discussion Questions

- If you, or your company, had a do-over in implementing predictive models what would it be?
  - What is the biggest aha! moment for you, or your company.
  - State the recommendation(s) that you would give to a company that wants to use predictive models for life insurance underwriting.
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