

# AUDIT FOCUS ENHANCED WITH SELECTED LAB DATA

MIB  
SOLUTIONS

## ***Common lab test results can provide uncommon benefits***

*MIB Solutions can customize your Audit Focus review to include the lab test results you require. Among those tests and measures most commonly reviewed that can highlight possible causes of concern are:*

- ***Blood pressure***
- ***Cholesterol***
- ***Liver***
- ***Tobacco***
- ***Build***
- ***Triglycerides***
- ***A1c***

## ***More Information Provides Sharper Focus***

MIB Solutions' Audit Focus is the industry standard for assessing excess mortality risk in a book of new business. It provides insurers with a review of 100 percent of their recently issued policies rather than an extrapolated risk profile based on a random sample. Its comprehensive review identifies 'high-risk' policies and risk concentrations significant to underwriting performance that otherwise might go unobserved. Audit Focus gives you the most complete picture of how risk is being underwritten, to ensure that the risk you place meets organizational expectations for quality and risk tolerance.

Now Audit Focus is being developed incorporating specifically identified laboratory results, providing clearer insights into business exceptions and risk concentrations across every risk class.

Lab results are an easily quantifiable data source – they either meet your underwriting guidelines or they don't. Too many exceptions that exceed your limits, can significantly distort a particular risk class. Much like high-definition television, Audit Focus enhanced with lab data provides a sharper picture than previously possible.

## ***Sharper Focus for Evaluating Risk in Preferred Classes***

Audit Focus has always identified 'high-risk' policies in the preferred classes providing insight to the audit team. Now the inclusion of your company's lab data sharpens Audit Focus' ability to identify mortality risk in all classes; but particularly in preferred, where risk tolerances are narrow and underwriting precision is a must for profitable performance.

## ***An Enhanced Tool to Evaluate Performance***

Audit Focus enhanced with lab results lets you quickly spot divergences and determine whether these anomalies are significant.



**Audit Focus:**

- Flags lab test results as ‘high-risk’ when they are beyond the limits specified by your underwriting guidelines by risk class.
- Lets you measure the frequency of exceptions to your underwriting guidelines and to what degree they are significant.
- Screens out instances of multiple lab tests for a single individual, providing your most recent result for each test.
- Includes ‘severity bands’ for appropriate tests. This lets you see whether an applicant’s results are slightly beyond your limits, or severely out of bounds.
- Highlights cases of co-morbid labs – cases where an applicant’s results are beyond limits on two or more lab tests. Multiple lab results for an individual that are just slightly out of range could be a cause for concern.

**Lab Data Makes More Accurate Evaluations Possible**

Not all divergences from company guidelines are equal. Consider a situation in which 500 cases are deemed ‘high-risk’ because Audit Focus flags high cholesterol. While this may be cause for concern, the availability of lab results might show that 470 of these cases are just beyond acceptable limits. Rather than investigate all these exceptions, you can concentrate on the 30 cases that fall markedly out of bounds from your underwriting threshold.

**Among the advantages companies can expect with enhanced Audit Focus:**

- Lab data provides more discriminating results in all risk classes, but particularly in your most aggressive classes where risk tolerances are critical.
- Lab data can quantify the degree of divergence from company specific guidelines to narrow results to those cases that matter the most.
- Concentrations of applicants with a single lab test just out of range in a given risk class may be cause for concern.
- Informs on cases where a single lab result slightly out of range is not an issue, but where the policyholder additionally has an MIB impairment; this may be cause for concern.

While exceptions and business decisions are essential to doing business, Audit Focus with labs lets you quantify these deviations across the entire book to spot risk concentrations that would otherwise go unobserved.

As the financial performance of insurance companies comes under increased scrutiny from executive management, shareholders and boards of directors, it becomes an ever greater priority that risk evaluation be as precise and quantifiable as possible.

Audit Focus long has been a primary tool in the industry for evaluating risk. Already the only practical method available for the quick and cost-effective review of 100 percent of newly issued policies, Audit Focus enhanced with the data results from lab tests now provides even greater accuracy for assessing risk.

