

Automated New Business

Automated new business is no longer the way of the future. It is here and now, and if life insurers aren't using it, they will be left behind. It brings enormous benefits, but also comes with potential problems. A panel of four experts will explain the ins and outs of automated new business in a free-flowing discussion that will address the major issues. Some of the questions to be addressed are:

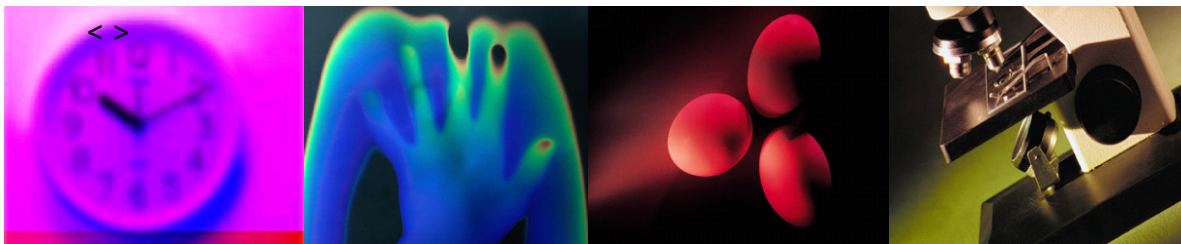
- What are the benefits of automated underwriting?
- Do we need signatures?
- How much do advisers have to change the way they work?
- How far can the system go?
- How should we deal with cases that do not go straight through the automated system?
- What are the implications for underwriter training?
- Privacy issues
- Electronic record keeping issues

Panel

- **Sean Potter**, Group Protection Manager, Aviva. Sean oversaw the implementation of Aviva's automated new business system.
- **Shane Burdack**, Chief Underwriter, Munich Re. Shane has worked closely with direct companies to develop their automated new business systems. He also brings the reinsurer's perspective.
- **Chris Connolly**, Director, Galexia. Chris provides specialist consulting services for Internet law, privacy and electronic commerce projects. He is a lawyer and researcher, and is a Visiting Fellow at the University of NSW where he lectures in several Masters of Law courses, including Data Surveillance and Information Privacy Law, Cyberspace Law and Electronic Commerce Law. He has also taught insurance law.
- **Karen Withers**, Director, Carapacho. Karen is a financial planner, an authorised representative of Professional Investment Services, who has experience using the automated new business systems of a number of insurers.

Owing to the popularity of LDG sessions please advise Yvette Karamanlis as soon as possible if you have accepted but are then unable to attend. When sessions are oversubscribed this will enable one of your industry colleagues to attend these valuable presentations. Please also advise if you have a replacement from your company to take your place.

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Date

Wednesday 16th April 2008

Who should attend?

Product and Sales Managers,
Actuaries, Underwriters, Reinsurers,
IT Systems Managers and Claims
Managers

Time

Arrive at 12:00pm (a light lunch is
included)
Presentation start at 12:30pm
Finish at 2:00pm

Venue

IFSA
Meeting Room 1
Level 24, 44 Market Street
SYDNEY NSW 2000
(Cnr of Market & York Street)

To view previous and current LDG
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www.ifsa.com.au

Price

FREE (your company subscription
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RSVP

For catering purposes and to
reserve your seat, please respond
early to:

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