



**For Immediate Release**

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**PARAMEDS.COM (PDC) PRESENTS INDUSTRY STUDY MAPPING THE GROWTH  
AND FUTURE OF “REMOTE UNDERWRITING” TO THE SOCIETY OF ACTUARIES**

*ELI ROWE, CEO OF PARAMEDS.COM DISCUSSES FINDINGS  
AT THIRD ANNUAL SOA TELE-UNDERWRITING SEMINAR*

(March 8, 2007) Kew Gardens, NY— Eli Rowe, CEO of Parameds.com, a PDC company, addressed the current state of remote underwriting at the Third Annual SOA Tele-Underwriting Seminar hosted by the Society of Actuaries in Phoenix, Arizona today. The focus of the presentation was on PDC’s recently released comprehensive study analyzing the growing use of remote underwriters in Life, Disability, Long-Term Care, and Health insurance risk management. The study surveyed and interviewed three distinct groups impacted by this growing trend—underwriters currently working from their homes, carriers, and reinsurers. The study was conducted from the second half of 2006 into January of this year. The study is available at the PDC website ([http://www.parameds.com/white\\_paper.html](http://www.parameds.com/white_paper.html)).

Highlights from the study discussed during the presentation included:

A “perfect storm” of trends in underwriting has emerged to challenge the industry in the early years of the 21st Century:

1. An alarming number of the most experienced underwriters have, or are reaching retirement age.
2. There are not enough well trained underwriters coming up through the ranks to fill the void.
3. The demand on underwriting departments to keep up is being fueled by the increasing volume and complexity of applications being generated by a growing, and longer living, baby boom generation.

This dynamic has created significant competition for a shrinking resource pool:

- When looking at the major online job search sites (Monster.com, Careerbuilder.com, etc.) there are over 4,000 cumulative postings for open underwriting positions across the life/health insurance industry on any given day.
- Many companies are adapting to this reality by working with full and part time remote underwriters as either employees or contractors.

Similarities across *Remote Underwriters*, *Carriers*, and *Reinsurers* participating in the study:

- All agree that remote underwriters have more undistracted time, and are more or equally productive as compared to an office environment
- Majority experience significant “off-hours” underwriting (before or after office hours and weekends)
- Majority agree that dedicated office space and equipment is important
- Majority agree on the importance of pro-active efforts to stay current with underwriting and medical information as well as maintaining peer level communication

- Majority agree that there is a lack of training and long-term grooming
- All agree that they would make positive recommendations to colleagues about remote underwriting
- When asked to rank the current environment for remote underwriters; Underwriters, Carriers and Reinsurers were very close in their opinions averaged on a scale of 1-10: UW (7.5) / C (7.4) / RE (8.0)

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A pioneering leader in the underwriting and claims data retrieval and risk management industry since 1998, Parameds.com, a PDC company, continues to set the standard for responsive and expedited time service, innovative systems capabilities, customer service, and value based pricing. PDC's Insurance Application Services include **APS Retrievals & Summaries**-- averaging national turnaround times of **9 calendar days or less**, **Expert Automated Underwriting Solutions** that cross reference a broad array of medical and risk factors enabling **STP**, straight-through processing for any company or product line, **Remote and Outsourced Underwriting** with PDC's team of experienced underwriters, and an **Exam Solution** that ensures the highest rated examiner anywhere, anytime, *every time*. PDC, headquartered in New York with representatives covering every city in the United States, provides services to small, mid-sized, and a majority of the top 50 Life, Disability, Long-Term Care, and Health Insurance Companies in North America. [www.parameds.com](http://www.parameds.com)

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