



UNDERWRITING TRAINING & E-LEARNING

— Success Stories —



UNDERWRITING TRAINING & E-LEARNING SUCCESS STORIES



Eldrida Ruiz

Underwriter, LOGiQ³

Designations Prior to Underwriting Program: None

Designations After Underwriting Program: FLMI Level 1 Certificate (after program completion)

Since Then: ALMI, ACS, currently working towards FALU & FLMI

About: Eldrida completed the LOGiQ3's underwriting internship program. Hear her story on how she went from underwriting intern, to a full time career in life production underwriting.



QUESTIONNAIRE

Let's learn a bit about our Alumni!

1. What did you study in post-secondary school?

Eldrida:

I studied at University of Waterloo. I spent about a year and a half in Software Engineering, it wasn't the right fit for me. I switched into Science, I graduated with a Bachelors of Biology, specialization in Animal Physiology.

2. What types of skills does an underwriter require to succeed?

Eldrida:

- Attention to detail
- A willingness to learn

3. As an underwriter, what would you say is the biggest challenge in terms of advancing in this profession?

Eldrida:

For me personally, it's about staying motivated and to keep learning. Once you're in production underwriting, it's easy to get caught up in your day-to-day cases, you think the underwriting manual will always cover your knowledge gaps. Once you're off work, you're thinking about your family, other social responsibilities, it becomes easy to procrastinate about expanding your underwriting repertoire. This industry keeps changing though, and to keep being a good underwriter, you have to keep learning. Whether it's through professional development courses, educational seminars or industrial articles.

4. How much does continuing education play in advancing an underwriter's role?

Eldrida:

Continuing education plays a huge role in an underwriter's career. Like I said before, the industry keeps changing. It's not just the medical advancements, it's also about the technological improvements. How can an underwriter stay relevant in an industry, where:

1. automated underwriting is getting more common,
2. clients are less inclined to undergo traditional medical testing requirements to get insurance coverage,
3. predictive analytics and big data are on the rise?

The answer is continuing education.

5. Share with us what your experience was like while in our Underwriting Training Program.

Eldrida:

It was intense but also a bit fun for me. We followed this schedule where we did one course module a day. The module would cover important (interesting!) concepts and how to underwrite that topic. There were quizzes along the way that acted as knowledge checks. We had to apply our knowledge by underwriting a case study at the end of the module. As I progressed through the program, I had to incorporate the concepts learnt from the previous modules into the current module/case study. Sometimes I would look back at an older case study and think: Given that I know now, maybe I would have given a different underwriting decision.

SKILLS OF A SUCCESSFUL UNDERWRITER:



Willingness to Learn



Attention to Detail



Good Documentation

6. What was your experience with the Underwriting Case Studies in particular?

Eldrida:

I found the case studies to be really helpful. If you think of the courses as recipe videos on the internet, then the case studies is the part where you get your hands dirty and cook. It's not enough that you know how to underwrite in theory, you need to actually underwrite. Through underwriting case studies, asking questions and receiving feedback, I gained invaluable knowledge on how underwriting works in the real world and it helped make an easier transition from an underwriter-in-training to an actual underwriter.

7. How do you feel the program has contributed to your success within your career?

Eldrida:

I don't know if I would be in underwriting if I hadn't gone through this program. The training program was a great stepping-stone. It helped me to build a strong knowledge base so when I got to production underwriting, I didn't feel like I was lost at sea.

8. How would you say the material covered in the program has/had an impact on your day-to-day work?

Eldrida:

For sure! Even coming from life science background, the medical modules were still a great resource, because it guides you to look at medical impairments from an underwriter's perspective. The nonmedical modules covered information I don't think I would have picked up without having spent time in the insurance industry.

9. With the course material made available to you post-graduation, how often would you reference it?

Eldrida:

A lot! To be honest, the first few weeks I started production underwriting, I always had my course notes open. I would refer to them regularly. Obviously, the underwriting manual is an incredible resource for any underwriter, but sometimes you want something familiar to cross reference with.



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Underwriter, LOGIQ³

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10. What were the main takeaways from your personal learning experience while in the program?

Eldrida:

- Don't be afraid to ask questions
- Good documentation is key
- Always think "Is my underwriting decision justified?"

11. When you enrolled in the learning program, your experience was in-class. How would your learning experience be enhanced if the course content was available to you in an online e-learning format? Would you find online learning conducive to meeting your professional and personal responsibilities?

Eldrida:

It was convenient to have done the courses online. I was able to juggle having a day job but still furthering my education. I went through the course content at my own pace, at a time suitable for me. If the course topic was particularly difficult or I was interested in knowing more than what covered by the course, I could pause the lecture, go conduct my own research, then come back to the course with a fresh perspective..

12. What advice would you provide to an individual that is looking to pursue a career in Underwriting?

Eldrida:

Be proactive in learning. If you aren't familiar with the life insurance business, there are a variety of professional development courses out there for insurance professionals. It never hurts to subscribe to professional underwriting and insurance industry journals/magazines.



Want to be a part of our Alumni Success Stories? Jump start your underwriting training and development with our program today, or start with our free trial!



Get started with your underwriting
training & development now!

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FREEDOM TO THINK

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