

Continuing Professional Development Certificate

Short-term underwriting versus long term portfolio management

Date: Tuesday 30 January 2018

Time: 1.15pm - 2.00pm

Speaker: Paul Sullivan, Head of Commercial Property, AVIVA

In this IIL lecture Paul explored the underwriting cycle and portfolio management in the context of balancing the short & longer-term business goals. Volume is vanity; profit is sanity is an often coined phrase. A singular focus on short term underwriting to achieve volume can risk the longer term viability of the business. The challenge to achieve top and bottom line targets in the financial year can be equally difficult when claim development occurs over the longer term. To ignore the volume perspective, however, is equally dangerous and shrinking to greatness is not a sustainable business model. The lecture explored how Underwriting Portfolio management can support delivering on short term goals that ensure that the longer-term objectives can be met.

By the end of this lecture members would have gained an insight into:

- Role of portfolio management in Underwriting
- Strengths and limitations of portfolio management
- Key elements for successful portfolio management



This lecture or podcast can be included as part of your CPD requirement should you consider it relevant to your professional development needs. It is recommended that you keep any evidence of the CPD activity you have completed and upload copies to the recording tool as the CII may ask to see this if your record is selected for review.