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**KEY=UNDERSTANDING - TRUJILLO REID**

### The INSURTECH Book

## The Insurance Technology Handbook for Investors, Entrepreneurs and FinTech Visionaries

*John Wiley & Sons* The definitive compendium for the Insurance Digital Revolution From slow beginnings in 2014, InsurTech has captured US\$7billion in investment since 2010 — a 10% annual compound growth rate is predicted until at least 2020. Three in four insurance companies believe some part of their business is at risk of disruption and understanding the trends, drivers and emerging technologies behind Insurance's Digital Revolution is a business-critical priority for all growth-minded firms. The InsurTech Book offers essential updates, critical thinking and actionable insight — globally — from start-ups, incumbents, investors, tech companies, advisors and other partners in this evolving ecosystem, in one volume. For some, Insurance is either facing an existential threat; for others, it is a sector on the brink of transforming itself. Either way, business models, value chains, customer understanding and engagement, organisational structures and even what Insurance is for, is never going to be the same. Be informed, be part of it. Learn from diverse experiences, mindsets and applications of technologies Discover new ways of defining and grasping growth opportunities Get the inside track from innovators, disruptors and incumbents Be updated on the evolution of InsurTech, why it is happening and how it will evolve Explore visions of the future of Insurance to help shape yours The InsurTech Book is your indispensable guide to a sector in transformation.

### Analytics for Insurance

## The Real Business of Big Data

*John Wiley & Sons* The business guide to Big Data in insurance, with practical application insight Big Data and Analytics for Insurers is the industry-specific guide to creating operational effectiveness, managing risk, improving financials, and retaining customers. Written from a non-IT perspective, this book focusses less on the architecture and technical details, instead providing practical guidance on translating analytics into target delivery. The discussion examines implementation, interpretation, and application to show you what Big Data can do for your business, with insights and examples targeted specifically to the insurance industry. From fraud analytics in claims management, to customer analytics, to risk analytics in Solvency 2, comprehensive coverage presented in accessible language makes this guide an invaluable resource for any insurance professional. The insurance industry is heavily dependent on data, and the advent of Big Data and analytics represents a major advance with tremendous potential – yet clear, practical advice on the business side of analytics is lacking. This book fills the void with concrete information on using Big Data in the context of day-to-day insurance operations and strategy. Understand what Big Data is and what it can do Delve into Big Data's specific impact on the insurance industry Learn how advanced analytics can revolutionise the industry Bring Big Data out of IT and into strategy, management, marketing, and more Big Data and analytics is changing business – but how? The majority of Big Data guides discuss data collection, database administration, advanced analytics, and the power of Big Data – but what do you actually do with it? Big Data and Analytics for Insurers answers your questions in real, everyday business terms, tailored specifically to the insurance industry's unique needs, challenges, and targets.

## Transparency in Insurance Regulation and Supervisory Law

### A Comparative Analysis

*Springer Nature* This volume focuses on transparency as the guiding principle for insurance regulation and supervisory law. All chapters were written by experts in their respective fields, who address transparency in a wide range of European and non-European jurisdictions. Each chapter reviews the transparency principles applicable in the jurisdiction discussed. While the European jurisdictions reflect different facets of the principle as emerging from EU law on insurance, the principle has developed quite differently in other jurisdictions.

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## Insurance Distribution Directive

### A Legal Analysis

*Springer Nature* This open access volume of the AIDA Europe Research Series on Insurance Law and Regulation offers the first comprehensive legal and regulatory analysis of the Insurance Distribution Directive (IDD). The IDD came into force on 1 October 2018 and regulates the distribution of insurance products in the EU. The book examines the main changes accompanying the IDD and analyses its impact on insurance distributors, i.e., insurance intermediaries and insurance undertakings, as well as the market. Drawing on interrelations between the rules of the Directive and other fields that are relevant to the distribution of insurance products, it explores various topics related to the interpretation of the IDD - e.g. the harmonization achieved under it; its role as a benchmark for national legislators; and its interplay with other regulations and sciences - while also providing an empirical analysis of the standardised pre-contractual information document. Accordingly, the book offers a wealth of valuable insights for academics, regulators, practitioners and students who are interested in issues concerning insurance distribution.--

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## Understanding the Commercial General Liability Policy

*Lulu.com* The Commercial General Liability (CGL) Insurance Policy is the standard business policy used to pay claims for bodily injury or property damage to others. The policy is divided into three coverage sections-each with its own exclusions-and a supplementary payments section. Do you ever hear-or worry-that an insurance company will not pay a claim because coverage is excluded? In order to know how claims are paid, you need to understand the policy's insuring agreements and exclusions. In this book, attorney and insurance professional Dwight M. Kealy explains the insuring agreements in Coverage A, B, and C. He gives memorable examples of every standard exclusion-and some significant non-standard exclusions. He explains every supplementary payment, and he explains how policy limits impact how claims are paid.

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*CreateSpace* The Complete F&I Reference Book is no longer the only available 'handbook' on how to do the job of Finance and Insurance manager. Twenty years ago, this manual was found on the bookshelves of hundreds of dealerships across the country and used by F&I training programs everywhere, including Northwood University. However, it is still the only guide to applying the lessons of Neuro-Linguistic Programming specifically to successful F&I sales. Since then, the car business has changed. Whole technologies, like the fax machine, have come and gone. Elite sales talent, which often found a home in high-end car sales, has moved on for the most part. Instruction in the business these days seems to be more about Compliance than it is about how to sell. The F&I manager's job has always been that challenging combination of compliance and sales. This book covers both comprehensively. The guidelines on how to do this complicated job successfully haven't really changed, even though some laws and taxes may be different. The 'old school' approach ... people buy from people they like ... is always at the heart of successful selling. This has always come naturally to the most talented salespeople. Neuro-Linguistic Programming (NLP) grew out of the study of these most successful people ... what is it that they do, often without being fully aware of it, that engages the other person so fully? NLP brings those characteristics and those habits to light, so that we can copy the behavior and obtain similar results. Dave Stephenson started as an F&I manager in a Toyota dealership in 1979. During the heyday of Silicon Valley in the 80's, Dave was the F&I director at one of the country's leading Mercedes-Benz dealerships, right in the middle of it all. After publishing this book twenty years ago, Stephenson traveled the country doing seminars for a couple of years, before joining a start-up based in Virginia, The Automark Group. When Automark was sold in 2000, first to Half-A-Car and then to Reynolds and Reynolds, Dave went back into the business for a couple of years at Beverly Hills Mercedes-Benz as Director of Marketing, helping to prepare the store for sale by Jardine Matheson. For the last few years, Stephenson has been a professional sports photographer in the Bay area. He recently moved into the redwoods by the Russian River. This book was reprinted by popular request.

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