

# ARE YOU COVERING EVERYONE IN THE HOUSE WHO'S DRIVING THE FAMILY CAR?



Once a new applicant becomes a policyholder, changes can take place in the household that **you might not know about**, such as:



A teen gets a driver's license



Children move home from college



Grandparents move in



Changes to marital status

**Approximately 20% of the U.S. population** lives with multiple generations under one roof.<sup>1</sup>



## HOW UNDISCLOSED DRIVERS IMPACT YOUR BUSINESS



Research shows an increase in profit and value for carriers who add uninsured and undisclosed drivers to their policyholders' coverage.<sup>2</sup>



**\$1.7M**  
net premium acquired  
(based on an average size carrier of 500K policies in force)

**312%**  
return on investment

**Don't let knowledge gaps about undisclosed drivers interfere with your profitability!**

## GET TIMELY NOTIFICATIONS OF POTENTIAL NEW HOUSEHOLD DRIVERS WITH LEXISNEXIS® ACTIVE INSIGHTS—DRIVER DISCOVERY

LexisNexis Active Insights—Driver Discovery, a component of the LexisNexis Active Insights platform, monitors the auto book of business for participating carriers, then proactively alerts a carrier to potential additional drivers who are associated with a policy address. This includes young drivers coming of age for a license or another family member moving into the home. The information provided by Driver Discovery is then independently verified with the policyholder by the carrier before being used for underwriting purposes.

### Driver Discovery features



**Potentially improve loss ratios:**  
Charge the correct premium to reflect the risk.



**Expense savings:**  
Leverage internal resources effectively by evaluating only policies that have a suspected new driver.



Increased match quality and coverage



Ability to process quickly



Ease of use—no input files



Ease of implementation—push reporting



Customized monitoring



Customized results

## DRIVER DISCOVERY 2019 STATISTICS <sup>2</sup>



**140**  
million policies monitored



**6%**  
annual net discovery rate



**1.8**  
million new drivers verified with LexisNexis® Current Carrier Auto as being uninsured representing a **\$1.6B premium** opportunity

## ALERTS ABOUT UNDISCLOSED DRIVERS PROTECT YOUR CUSTOMERS AND YOUR BUSINESS

LexisNexis Active Insights—Driver Discovery draws from robust data sources to provide you with timely alerts about potential undisclosed drivers so you can make sure your policyholders have the coverage to protect their family while growing your business profitably.

