

# Underwriting Corner

## The Tides of Change Are Upon Us!

Newsletter | Fall 2023

The gravitational dance between the moon and the sun has long orchestrated the ebb and flow of our ocean tides. Amidst the backdrop of climate fluctuations, one thing remains steadfast—the predictability of the tides as they advance to shore. Yet now, a new tide emerges, surging with unexpected force and impact. It threatens not just our coastlines but also the heartland of our nation. These are not the tides of the sea, but rather the tides of semaglutide and tirzepatide, groundbreaking medications for diabetes mellitus and weight management.

Both the glucagon-like peptide-1 (GLP-1) semaglutide (Ozempic, Wegovy) and the GLP-1plus glucose-dependent insulinotropic polypeptide or gastric inhibitory polypeptide (GIP) drug tirzepatide (Mounjaro) are revolutionary. Together, they redefine metabolic equilibrium, offering newfound control over diabetes and a pathway to weight loss. These drugs also unveil a trove of hidden, previously underestimated benefits that deliver a variety of protective effects that may not have been fully appreciated.

When coupled with a balanced diet and appropriate exercise, these ‘tides’ bring hope and promise to those seeking mastery over their health risks—a transformative wave breaking upon the shores of better health. Even life insurance prospects may see brighter days, as those who adopt these medications and exhibit sustained weight loss and improved A1c levels may find more favorable underwriting assessments.

Despite potential pitfalls, side effects, and the ever-present threat of rebound weight gain upon cessation, one undeniable truth remains—the tides of change are upon us!

**Check out Dr. Joannides’ full webinar here**

**Passcode: #bs.5y!5**



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## Registration now open for the 2023 Underwriting Webinar



### Speakers and Presentations

- › **Dr. Greene** Vice President and Chief Medical Director, Lincoln Financial Group - *Mood Disorders: "The worst kind of sad is not being able to explain why."*
- › **Dr. Joannides** Chief Medical Director, Optimum Re - *The Equalizer: "Underwriting Thyroid Nodules."*
- › **Anastasia Jaegerman** Vice President, Underwriting and Chief Underwriter and **Jill Thompson** Assistant Vice President, Underwriting, Optimum Re - *Psychedelics: "101 Following the White Rabbit."*

## Coming soon to a conference near you

### Dr. Minas Joannides and Jill Thompson both presenting at TWUC Oct 4-6<sup>th</sup>

Dr. Joannides - *"Pulmonary Potpourri"*

Jill co-presenting with Cynthia French-Poteet from American National - *"Think Critically and Strengthen your Decision Proficiency."*

**Kevin Cheng attending Oct TWUC 4-6<sup>th</sup>**

**Richard Camire attending NEHOUA Oct 5-6<sup>th</sup>**

## Optimum Life Reinsurances' Annual Underwriting Seminar is getting a make-over!

Get ready to tickle the ivories and enjoy some toe tapping tunes at our **2024 March Seminar!**

Full [Underwriting seminar](#) will take place **Spring 2024 (March 10-12)!**

**Mark your calendars!!**



### Knowledge Center

Check it out for *Tips and tricks*, case clinics, and industry articles



## Your ORIC Underwriting Team



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### Submission / Contact Instructions:

1. Contact the underwriter directly for any questions regarding underwriting decisions.
2. Do not send underwriting evidence to underwriters. Instead send evidence to: [oric.uw@optimumre.com](mailto:oric.uw@optimumre.com).
3. Submit status questions and concerns with document transmission to [oric.uw@optimumre.com](mailto:oric.uw@optimumre.com) or call one of the Underwriting support staff.

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