99GRIT × AI

UNDERWRITING & RISK · DAY 143

The Last Site Visit: when the risk you priced stops matching the risk you carry

A book priced on old surveys is not conservative. It is out of date, and your loss experience will find out before you do.

6

years since the survey. The price still rests on it

1

narrow question, asked across thousands of files at once

IN SHORT

- The building has not moved. The tenant, the process, the equipment and the neighbours all have.
- Rarely one mispriced risk — usually a whole segment drifting while the paperwork stands still.
- Imagery, permits, registry changes and job listings answer one question: does the risk on paper still look like the risk from outside?

DO THIS WEEK

01 Sort the commercial book by survey age and look only at the worst segment.

02 Run drift detection on that one segment and use the output for a single purpose: where surveyors go next quarter.

03 Keep the human visit as the only thing that changes a price, and judge the model on how often a visit it prompted found something real.

PASTE INTO COPILOT · EXCEL

From this commercial portfolio extract, build a table of survey age by segment: median years since last survey, the oldest file, and total sum insured sitting behind surveys older than four years. Rank segments by exposure at risk of being out of date, not by file count.

Run it on your own export. Two minutes, no project needed.

TAKE THIS TO YOUR NEXT MEETING

How old is the oldest survey still holding up a price in your book — and does anyone own that answer?

Your turn.

1. Comment with the number from your own book — that is where the useful argument starts.
2. 146 field notes, English and Polish, no sign-up and no paywall.
3. Score your AI readiness in two minutes and see where you sit.

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