

Minutes 22 Feb

- Column **Client Name** ,which was deleted might be useful now to detect loss of revenue
- Revised the Treemap. Color = Claim Rate (Existing Policies/Claims), Size= Number of Policies, Categorized by Branch Region and Corppers
- Analyzed Agent=Null Values to investigate if they contributed to the steep drop in GWP Total in end 2014. Most came from banks and MNC's. Plotted GWP Total over time for these top few accounts
- Analyzed top **Agents**. They were U Finance (dealt with passenger cards) while Dipo Star Finance dealt mostly with trucks.