

Media Release

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ClearView bolsters national underwriting capability

Experienced senior underwriters, Sheldon Hatzantonis and Daniel Yianakis, have joined listed financial services company, ClearView Wealth Limited, as Principal Underwriters.

Based in Sydney, Hatzantonis was previously NSW State Underwriting Manager at BT Financial Group and Victorian State Underwriting Manager at Asteron Life.

Based in Melbourne, Yianakis joins ClearView from BT Financial Group, where he held a variety of underwriting roles including Regional Underwriting Manager. Prior to BT, Yianakis also worked as an underwriter at Asteron Life and OnePath.

Both underwriters report to ClearView Chief Underwriter Warren Page.

ClearView has also bolstered its tele-underwriting team with the appointment of Karen James.

James, previously an administration officer at Mater Health Services, is based in Brisbane and reports to ClearView Technical Underwriting Manager Nikki Ashley.

According to Page, ClearView continues to build its underwriting team and capability, as demand for the group's flagship life insurance product series, ClearView ClearChoice grows.

"Over the years, ClearView's distribution and underwriting teams have developed a reputation for being knowledgeable, accessible and helpful, which is a key strength of our offer," he said.

"Our senior and experienced staff work closely with advisers, and we will continue building our capability to support our business partners."

Page added that demand for speedy tele-underwriting had also increased, with tele-underwriting currently representing around 30% of all underwriting applications.

"Advisers like the ability to outsource the completion of personal statements to us," he said.

"We can gather medical information and seek personal disclosures, freeing them to spend more time in front of clients."

Kathryn Williamson, ClearView Head of Distribution Strategy said the group continued to build its capability in underwriting and distribution to meet strong adviser support for ClearView ClearChoice.

"ClearView has invested significantly in technology, processes and people over the past few years, as part of our transformation journey. Our new policy administration system and new underwriting rules engine will underpin future growth," she said.

"At the same time, we understand the importance of strong dedicated relationships for advice practices to ensure optimal outcomes for their clients."

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About ClearView

ClearView is an ASX-listed diversified financial services company which partners with financial advisers to help Australians protect and build their wealth, achieve their goals and secure a comfortable financial future. The Group's two business segments: Life Insurance and Wealth Management are focused on delivering quality products and services.

For more information visit clearview.com.au

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