

# Data 608 HW 4 LQ

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11/10/2021

## Libraries

```
library(tidyverse)
library(ggplot2)
library(VIM)
library(GGally)
library(caret)
library(broom)
library(naniar)
library(stringr)
```

## EDA

```
# Load data
# Training
rawTrain <- read.csv("https://raw.githubusercontent.com/MsQCompSci/Data621Group4/main/HW4/insurance_tra
```

```
# check to see if we need to clean the data
glimpse(rawTrain)
```

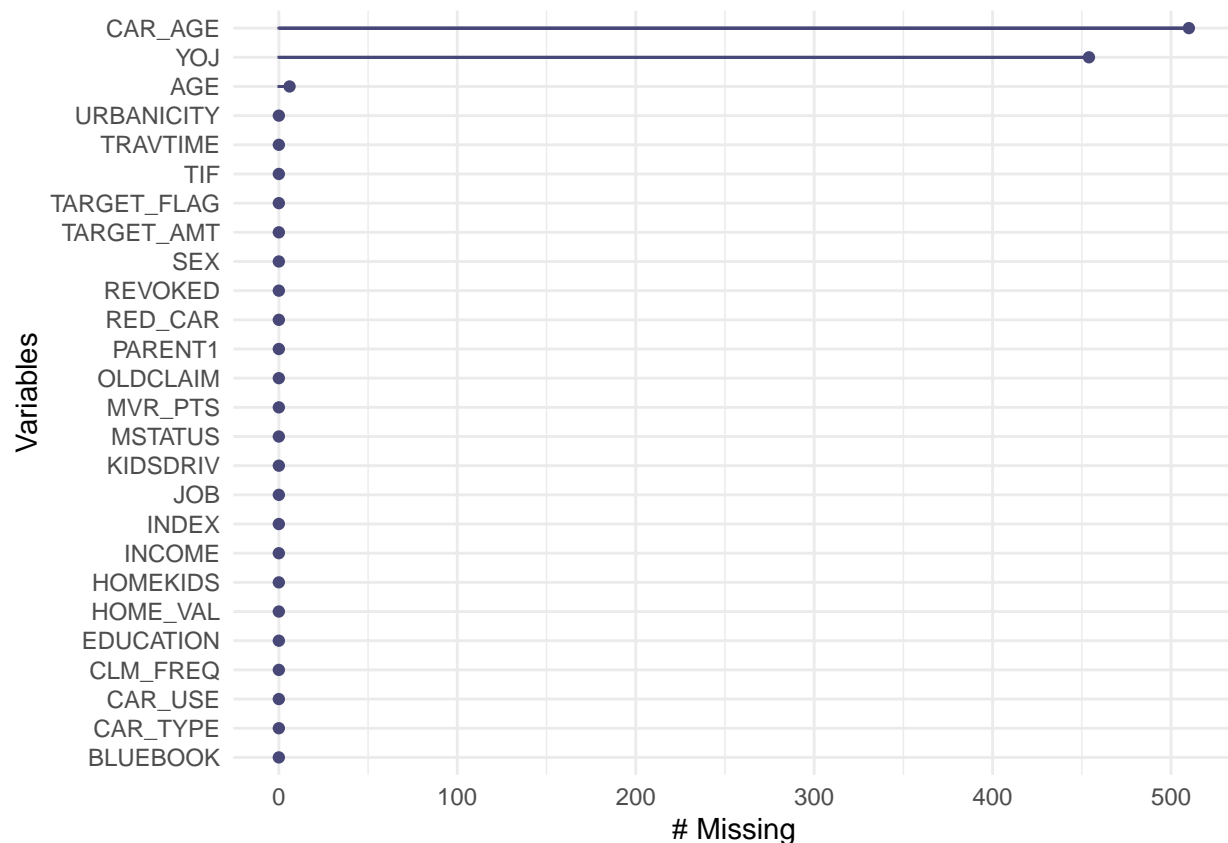
```
## Rows: 8,161
## Columns: 26
## $ INDEX      <int> 1, 2, 4, 5, 6, 7, 8, 11, 12, 13, 14, 15, 16, 17, 19, 20...
## $ TARGET_FLAG <int> 0, 0, 0, 0, 0, 1, 0, 1, 1, 0, 1, 0, 0, 1, 1, 0, 0, 0...
## $ TARGET_AMT  <dbl> 0.000, 0.000, 0.000, 0.000, 0.000, 2946.000, 0.000, 402...
## $ KIDSDRIV    <int> 0, 0, 0, 0, 0, 0, 0, 1, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0...
## $ AGE         <int> 60, 43, 35, 51, 50, 34, 54, 37, 34, 50, 53, 43, 55, 53,...
## $ HOMEKIDS    <int> 0, 0, 1, 0, 0, 1, 0, 2, 0, 0, 0, 0, 0, 0, 3, 0, 3, 2...
## $ YOJ         <int> 11, 11, 10, 14, NA, 12, NA, NA, 10, 7, 14, 5, 11, 11, 0...
## $ INCOME      <chr> "$67,349", "$91,449", "$16,039", "", "$114,986", "$125,...
## $ PARENT1     <chr> "No", "No", "No", "No", "No", "Yes", "No", "No", "No", ...
## $ HOME_VAL    <chr> "$0", "$257,252", "$124,191", "$306,251", "$243,925", "...
## $ MSTATUS     <chr> "z_No", "z_No", "Yes", "Yes", "Yes", "z_No", "Yes", "Ye...
## $ SEX         <chr> "M", "M", "z_F", "M", "z_F", "z_F", "z_F", "M", "z_F", ...
## $ EDUCATION   <chr> "PhD", "z_High School", "z_High School", "<High School"...
## $ JOB         <chr> "Professional", "z_Blue Collar", "Clerical", "z_Blue Co...
```

```
## $ TRAVTIME      <int> 14, 22, 5, 32, 36, 46, 33, 44, 34, 48, 15, 36, 25, 64, ...
## $ CAR_USE       <chr> "Private", "Commercial", "Private", "Private", "Private...
## $ BLUEBOOK      <chr> "$14,230", "$14,940", "$4,010", "$15,440", "$18,000", "...
## $ TIF           <int> 11, 1, 4, 7, 1, 1, 1, 1, 1, 7, 1, 7, 7, 6, 1, 6, 6, 7, ...
## $ CAR_TYPE      <chr> "Minivan", "Minivan", "z_SUV", "Minivan", "z_SUV", "Spo...
## $ RED_CAR       <chr> "yes", "yes", "no", "yes", "no", "no", "no", "yes", "no...
## $ OLDCLAIM      <chr> "$4,461", "$0", "$38,690", "$0", "$19,217", "$0", "$0",...
## $ CLM_FREQ      <int> 2, 0, 2, 0, 2, 0, 0, 1, 0, 0, 0, 0, 2, 0, 0, 0, 0, 0...
## $ REVOKED       <chr> "No", "No", "No", "No", "Yes", "No", "No", "Yes", "No",...
## $ MVR_PTS       <int> 3, 0, 3, 0, 3, 0, 0, 10, 0, 1, 0, 0, 3, 3, 3, 0, 0, 0, ...
## $ CAR_AGE       <int> 18, 1, 10, 6, 17, 7, 1, 7, 1, 17, 11, 1, 9, 10, 5, 13, ...
## $ URBANICITY    <chr> "Highly Urban/ Urban", "Highly Urban/ Urban", "Highly U...
```

There are 8161 observations in this data set and 26 columns. We know that `INDEX`, `TARGET_FLAG` and `TARGET_AMT` are not predictor variables. This gives us 8161 observations with 23 predictors that are a combination of int, double and character data types. We also see that the character variables will have to be converted to factors in order for us to explore their distributions. Variables such as `INCOME`, `HOME_VAL`, `BLUEBOOK`, `OLDCLAIM` will be converted to numeric because they are numbers with values that have meaning in their hierarchy.

## Missing Values

```
#plot missing values using VIM package
gg_miss_var(rawTrain)
```



There are missing variables in the columns Car\_AGE, AGE and YOJ. None of these exceed the 10% missing data so we will continue with all variables for noe (not dropping any of them due to missing data)

## DATA CLEANING - CONVERTING DATA TYPES

```
#lets remove the $ and , and put in a different variable name from numeric strings
rawTrain <- rawTrain %>%
  mutate(INCOME = gsub("\\$", "", INCOME),      #Remove $
         HOME_VAL = gsub("\\$", "", HOME_VAL),
         BLUEBOOK = gsub("\\$", "", BLUEBOOK),
         OLDCLAIM = gsub("\\$", "", OLDCLAIM),
         MSTATUS = gsub("z_", "", MSTATUS),
         SEX = gsub("z_", "", SEX),
         EDUCATION= gsub("z_", "", EDUCATION),
         JOB= gsub("z_", "", JOB),
         CAR_TYPE= gsub("z_", "", CAR_TYPE),
         URBANICITY= gsub("z_", "", URBANICITY),
         INCOME = as.numeric(gsub(",", "", INCOME)),    #remove , and cast to numeric
         HOME_VAL = as.numeric(gsub(",", "", HOME_VAL)),
         BLUEBOOK = as.numeric(gsub(",", "", BLUEBOOK)),
         OLDCLAIM = as.numeric(gsub(",", "", OLDCLAIM)),
         TARGET_FLAG = as.factor(TARGET_FLAG))

#lets also change all other character variables into factors
rawTrain[sapply(rawTrain, is.character)] <- lapply(rawTrain[sapply(rawTrain, is.character)],
                                                    as.factor)

#display summary statistics again to confirm
summary(rawTrain)
```

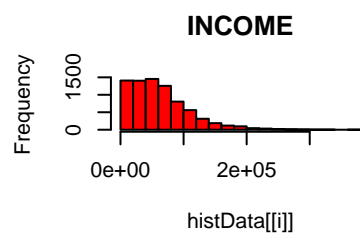
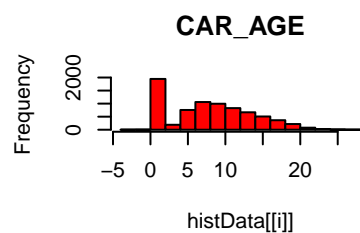
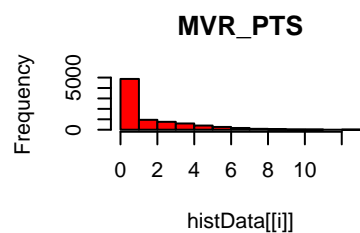
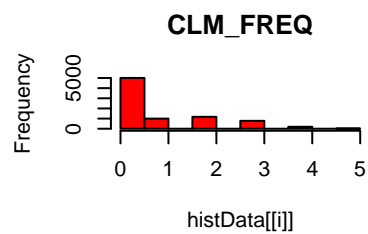
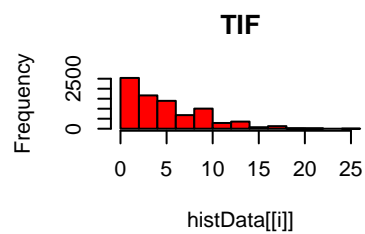
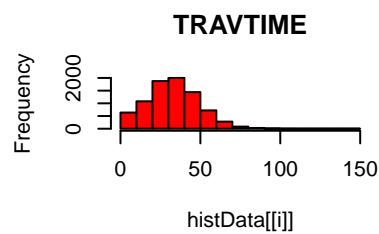
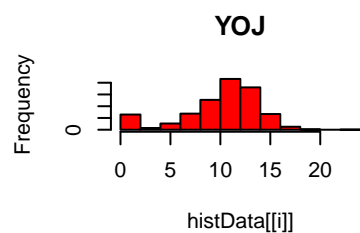
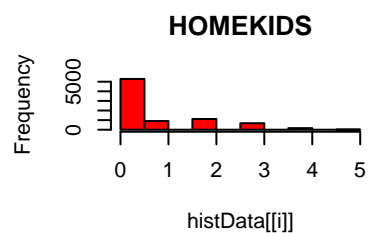
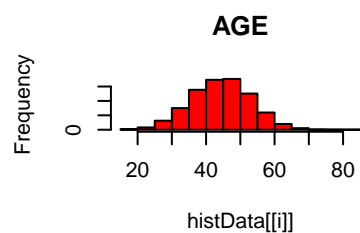
```
##      INDEX      TARGET_FLAG  TARGET_AMT      KIDSDRIV      AGE
##  Min.   :    1      0:6008      Min.   :    0      Min.   :0.0000      Min.   :16.00
##  1st Qu.: 2559      1:2153      1st Qu.:    0      1st Qu.:0.0000      1st Qu.:39.00
##  Median : 5133              Median :    0      Median :0.0000      Median :45.00
##  Mean   : 5152              Mean   : 1504      Mean   :0.1711      Mean   :44.79
##  3rd Qu.: 7745              3rd Qu.: 1036      3rd Qu.:0.0000      3rd Qu.:51.00
##  Max.   :10302              Max.   :107586      Max.   :4.0000      Max.   :81.00
##                                     NA's   :6
##      HOMEKIDS      YOJ      INCOME      PARENT1      HOME_VAL
##  Min.   :0.0000      Min.   : 0.0      Min.   :    0      No :7084      Min.   :    0
##  1st Qu.:0.0000      1st Qu.: 9.0      1st Qu.: 28097      Yes:1077      1st Qu.:    0
##  Median :0.0000      Median :11.0      Median : 54028              Median :161160
##  Mean   :0.7212      Mean   :10.5      Mean   : 61898              Mean   :154867
##  3rd Qu.:1.0000      3rd Qu.:13.0      3rd Qu.: 85986              3rd Qu.:238724
##  Max.   :5.0000      Max.   :23.0      Max.   :367030              Max.   :885282
##                                     NA's   :454      NA's   :445      NA's   :464
##      MSTATUS      SEX      EDUCATION      JOB      TRAVTIME
##  No :3267      F:4375      <High School:1203      Blue Collar :1825      Min.   :    5.00
##  Yes:4894      M:3786      Bachelors   :2242      Clerical     :1271      1st Qu.: 22.00
##                                     High School :2330      Professional:1117      Median : 33.00
##                                     Masters      :1658      Manager       : 988      Mean   : 33.49
##                                     PhD           : 728      Lawyer        : 835      3rd Qu.: 44.00
```

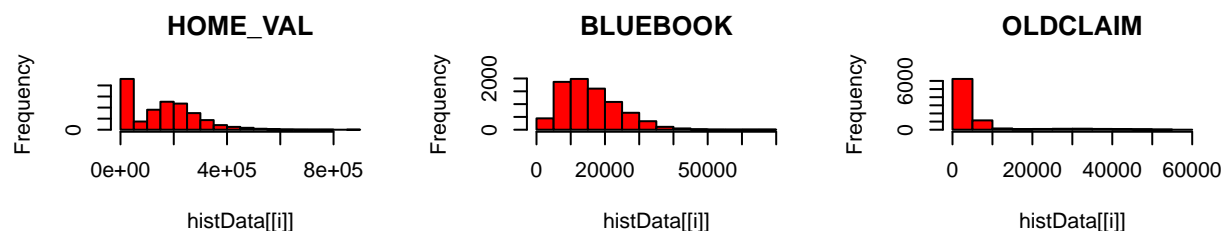
```
##                               Student   : 712   Max.    :142.00
##                               (Other)   :1413
##      CAR_USE      BLUEBOOK      TIF      CAR_TYPE
## Commercial:3029   Min.    : 1500   Min.    : 1.000   Minivan    :2145
## Private    :5132   1st Qu.: 9280   1st Qu.: 1.000   Panel Truck: 676
##                               Median :14440   Median : 4.000   Pickup     :1389
##                               Mean    :15710   Mean    : 5.351   Sports Car : 907
##                               3rd Qu.:20850   3rd Qu.: 7.000   SUV        :2294
##                               Max.    :69740   Max.    :25.000   Van        : 750
##
## RED_CAR      OLDCLAIM      CLM_FREQ      REVOKED      MVRPTS
## no :5783      Min.    :    0   Min.    :0.0000   No :7161   Min.    : 0.000
## yes:2378      1st Qu.:    0   1st Qu.:0.0000   Yes:1000   1st Qu.: 0.000
##                               Median :    0   Median :0.0000                               Median : 1.000
##                               Mean    : 4037   Mean    :0.7986                               Mean    : 1.696
##                               3rd Qu.: 4636   3rd Qu.:2.0000                               3rd Qu.: 3.000
##                               Max.    :57037   Max.    :5.0000                               Max.    :13.000
##
##      CAR_AGE      URBANICITY
## Min.    :-3.000   Highly Rural/ Rural:1669
## 1st Qu.: 1.000   Highly Urban/ Urban:6492
## Median : 8.000
## Mean    : 8.328
## 3rd Qu.:12.000
## Max.    :28.000
## NA's    :510
```

We get a better sense of the information available in each variable now with the data type change.

```
#histograms for only the numerical data
histData <- rawTrain %>%
  select(AGE, HOMEKIDS, YOJ, TRAVTIME, TIF, CLM_FREQ, MVRPTS, CAR_AGE, INCOME, HOME_VAL, BLUEBOOK, OLDCAR)

par(mfrow = c(3,3))
for(i in 1:ncol(histData)) {#distribution of each variable
  hist(histData[[i]], main = colnames(histData[i]), col = "red")
}
```





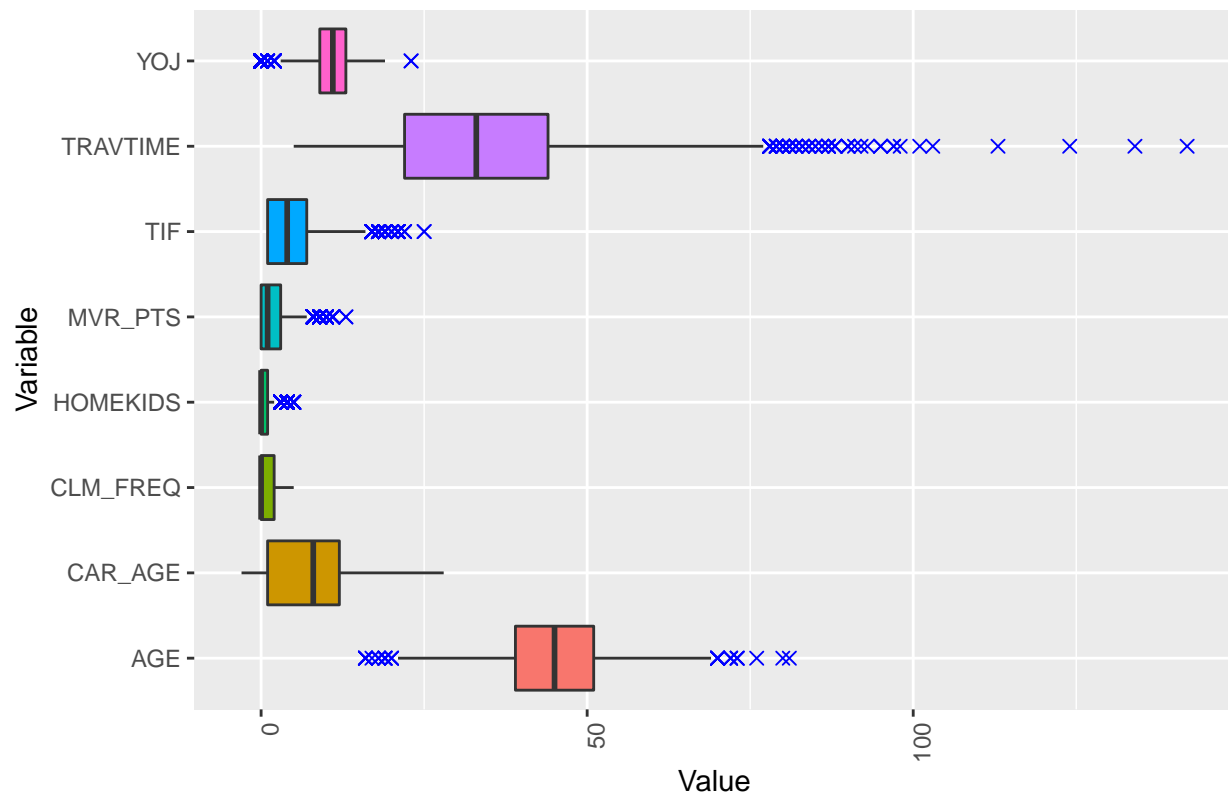
From the above histograms of numerical data we can see that most numerical variables have a right skew which may indicate that a transformation will be helpful for these variables.

```
longData <- histData %>%
  select(-HOME_VAL, -INCOME, -BLUEBOOK, -OLDCLAIM) %>% # remove this for scale issue will plot below
  gather(key = Variable, value = Value)

# generate boxplot to identify outliers
ggplot(longData, aes(Variable, Value, fill = Variable)) + geom_boxplot(outlier.colour="blue",
  outlier.shape=4,
  outlier.size=2,
  show.legend=FALSE) +
  theme(axis.text.x = element_text(angle = 90, hjust = 1)) +
  coord_flip()+
  labs(title="Insurance Data Variables", y="Value")
```

```
## Warning: Removed 970 rows containing non-finite values (stat_boxplot).
```

## Insurance Data Variables

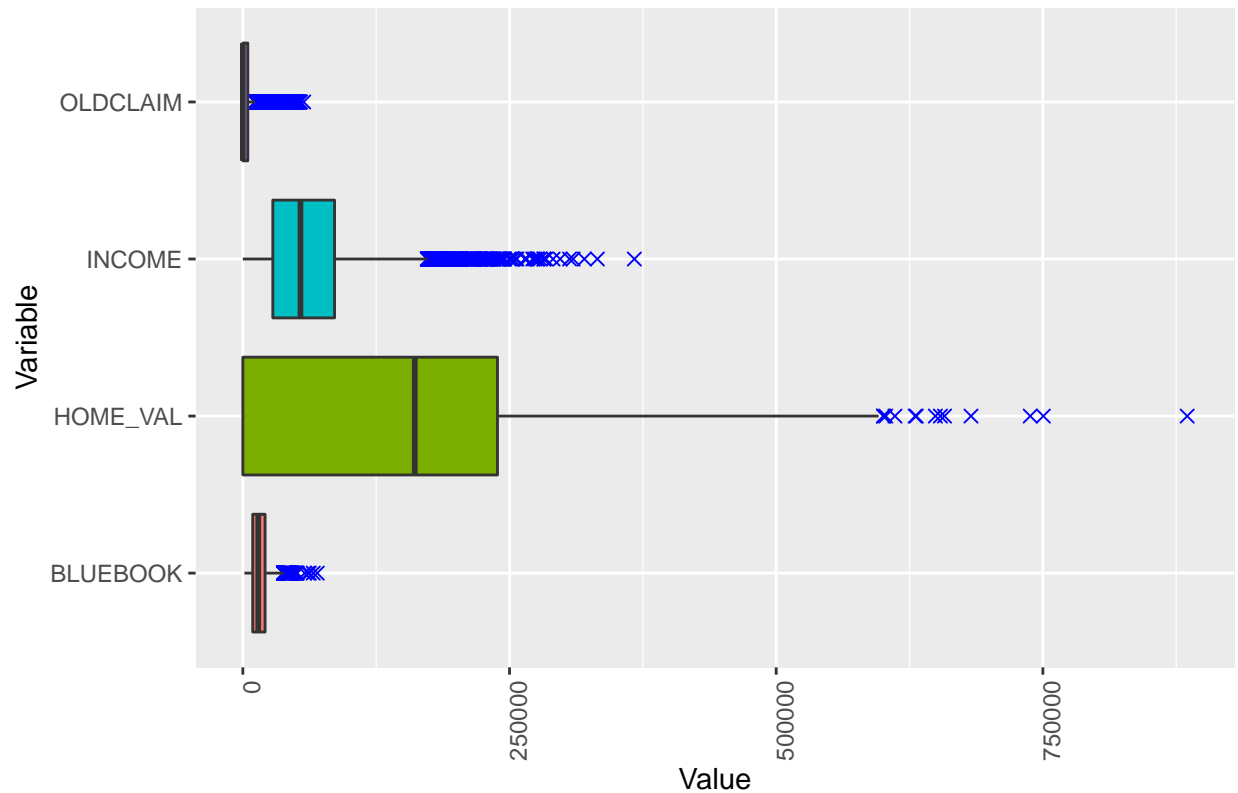


```
longData2 <- histData %>%
  select(HOME_VAL, INCOME, BLUEBOOK, OLDCLAIM) %>% # remove this for scale issue will plot below
  gather(key = Variable, value = Value)

# generate boxplot to identify outliers
ggplot(longData2, aes(Variable, Value, fill = Variable)) + geom_boxplot(outlier.colour="blue",
  outlier.shape=4,
  outlier.size=2,
  show.legend=FALSE) +
  theme(axis.text.x = element_text(angle = 90, hjust = 1)) +
  coord_flip()+
  labs(title="Insurance Data Variables PART 2", y="Value")
```

## Warning: Removed 909 rows containing non-finite values (stat\_boxplot).

## Insurance Data Variables PART 2



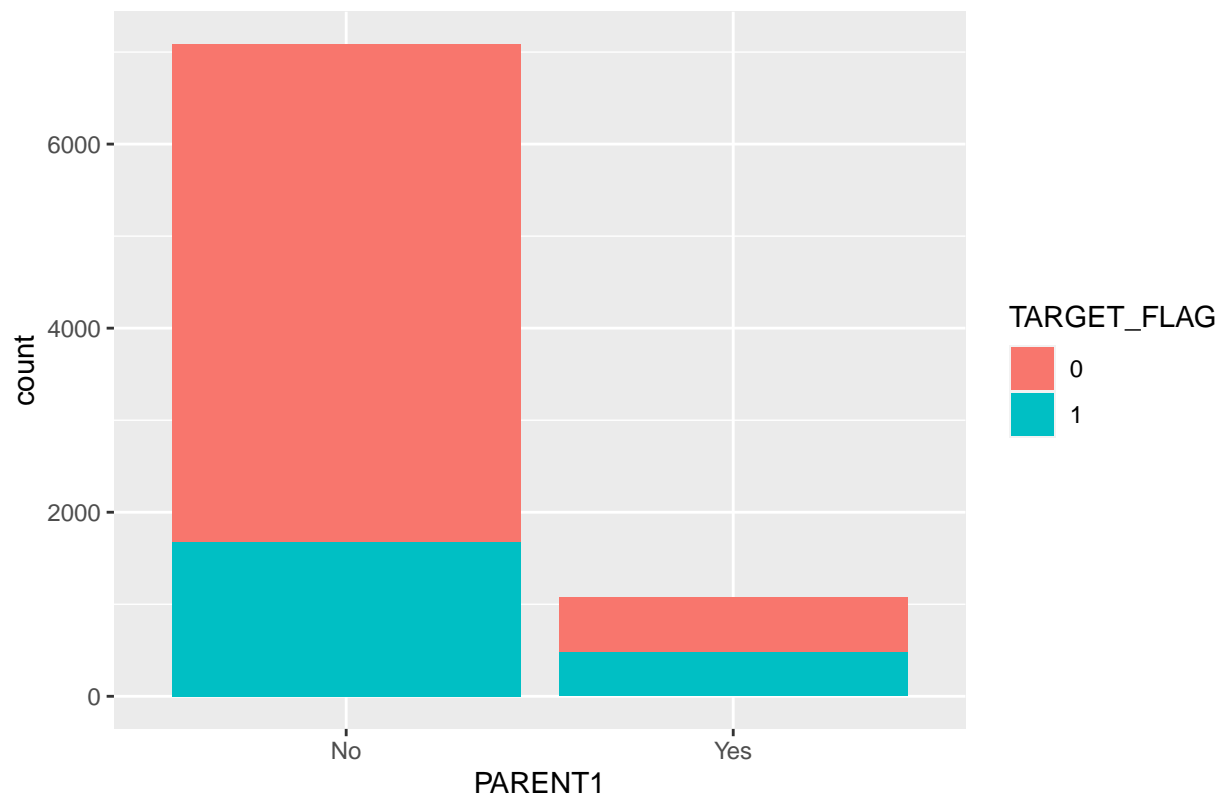
From these initial box plots we can see that there are outliers specifically TRAVTIME, INCOME, HOME\_VAL has many outliers more spread out compared to the other variables.

## Categorical Predictors - with target variable

```
#plot
ggplot(rawTrain, aes(x = PARENT1, fill = TARGET_FLAG)) +
  geom_bar() +
  labs(title="Insurance Data Categorical Variables - Parent 1")
```

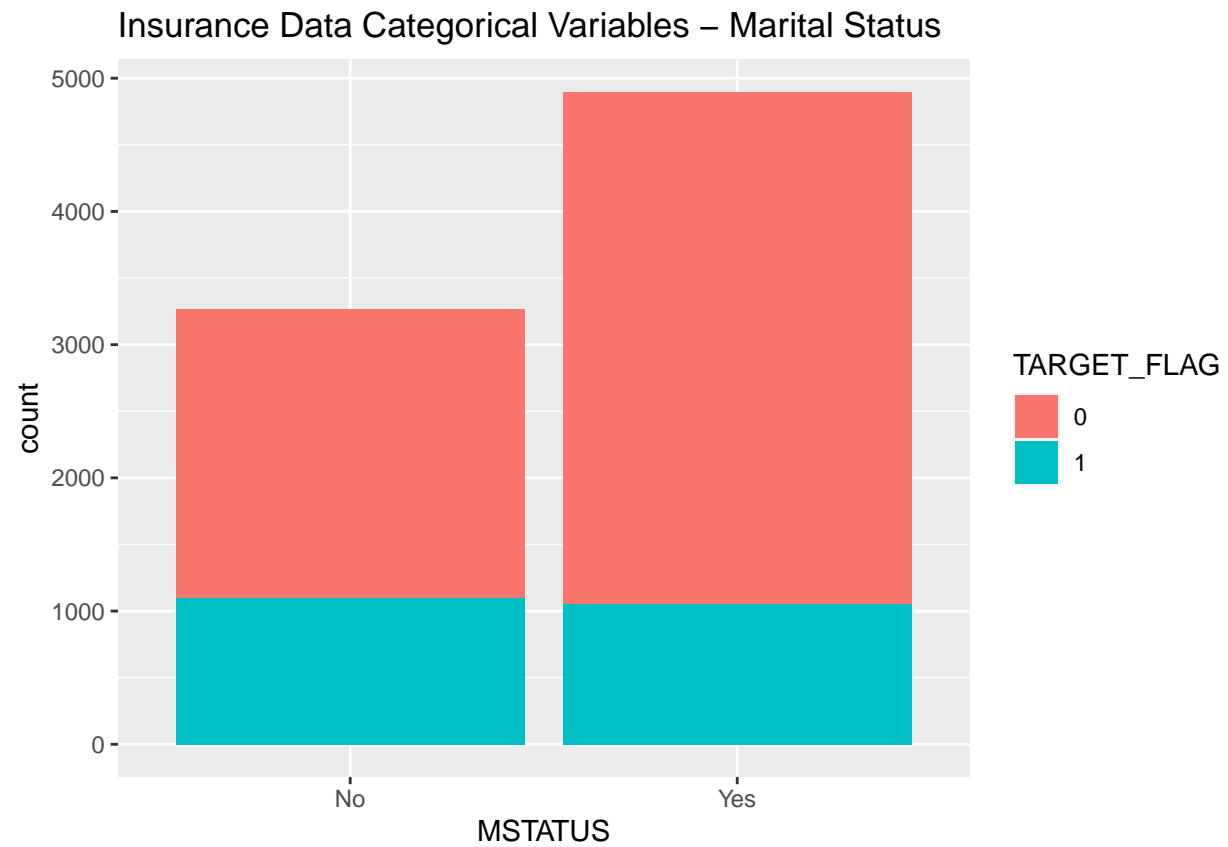


Insurance Data Categorical Variables – Parent 1



*#imbalanced here*

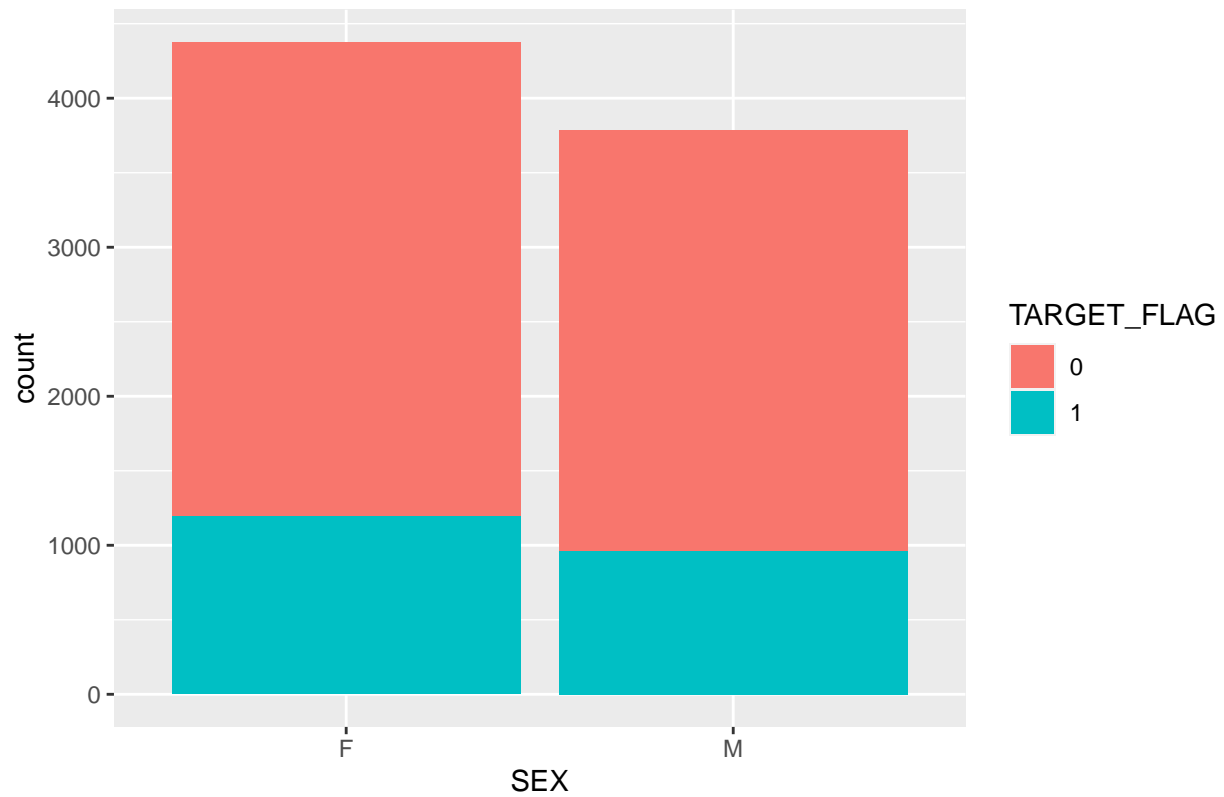
```
ggplot(rawTrain, aes(x = MSTATUS, fill = TARGET_FLAG)) +  
  geom_bar() +  
  labs(title="Insurance Data Categorical Variables – Marital Status")
```



*#less imbalanced here*

```
ggplot(rawTrain, aes(x = SEX, fill = TARGET_FLAG)) +  
  geom_bar() +  
  labs(title="Insurance Data Categorical Variables - SEX")
```

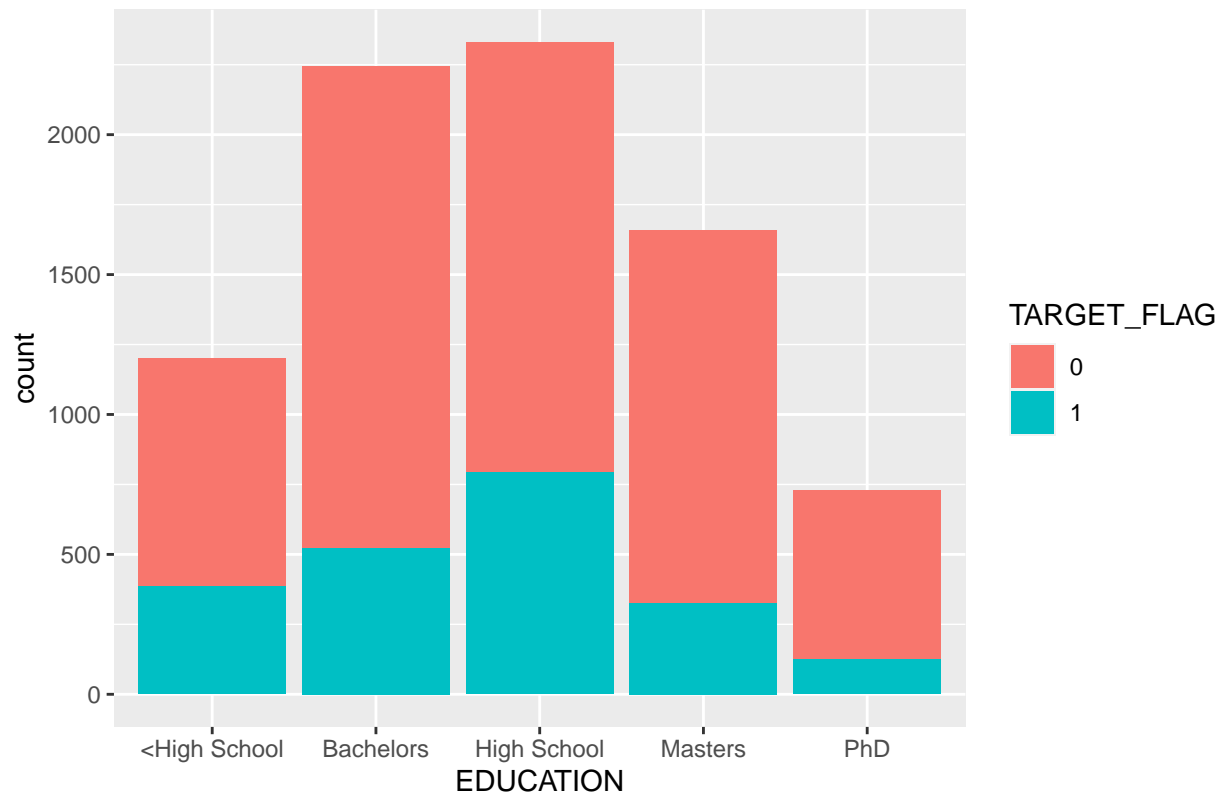
Insurance Data Categorical Variables – SEX



*#I wouldnt consider this imbalanced but I am not sure what the threshold is for balance/imbalanced data*

```
ggplot(rawTrain, aes(x = EDUCATION, fill = TARGET_FLAG)) +  
  geom_bar() +  
  labs(title="Insurance Data Categorical Variables - Education")
```

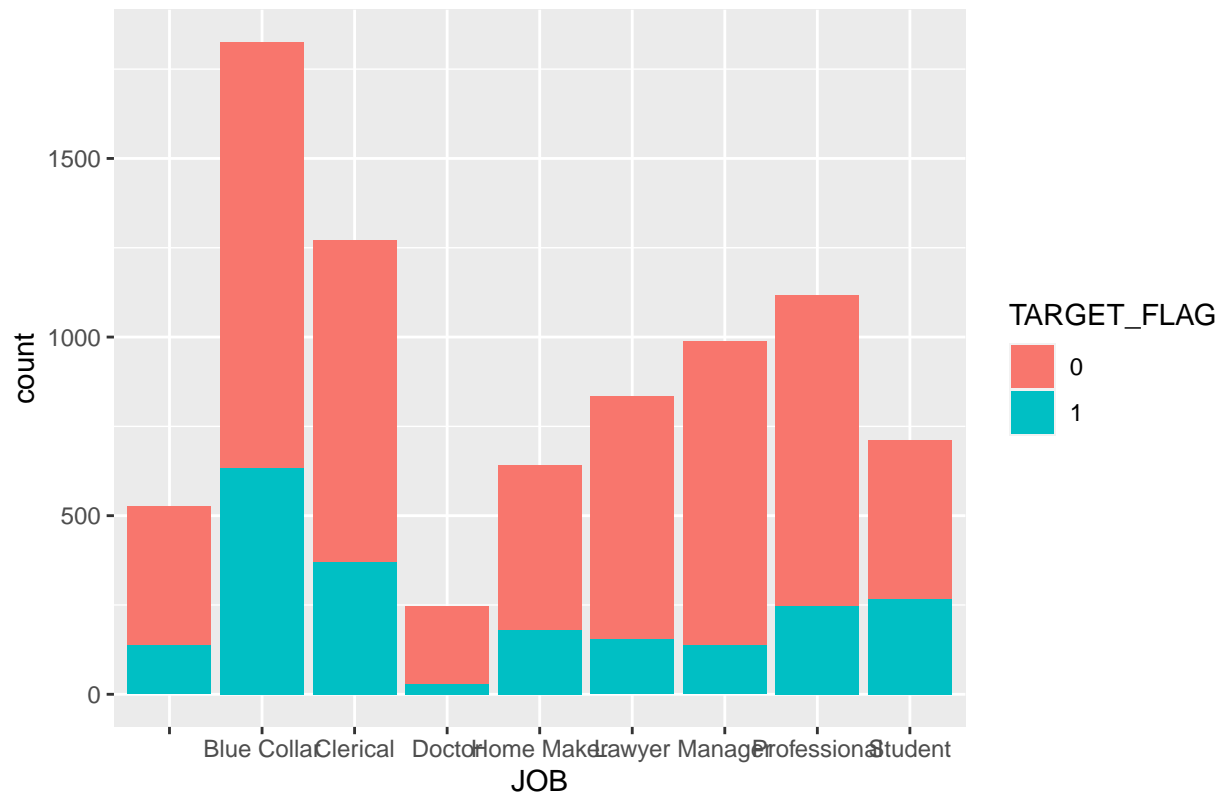
Insurance Data Categorical Variables – Education



*#I wouldnt consider this imbalanced but I am not sure what the threshold is for balance/imbalanced data*

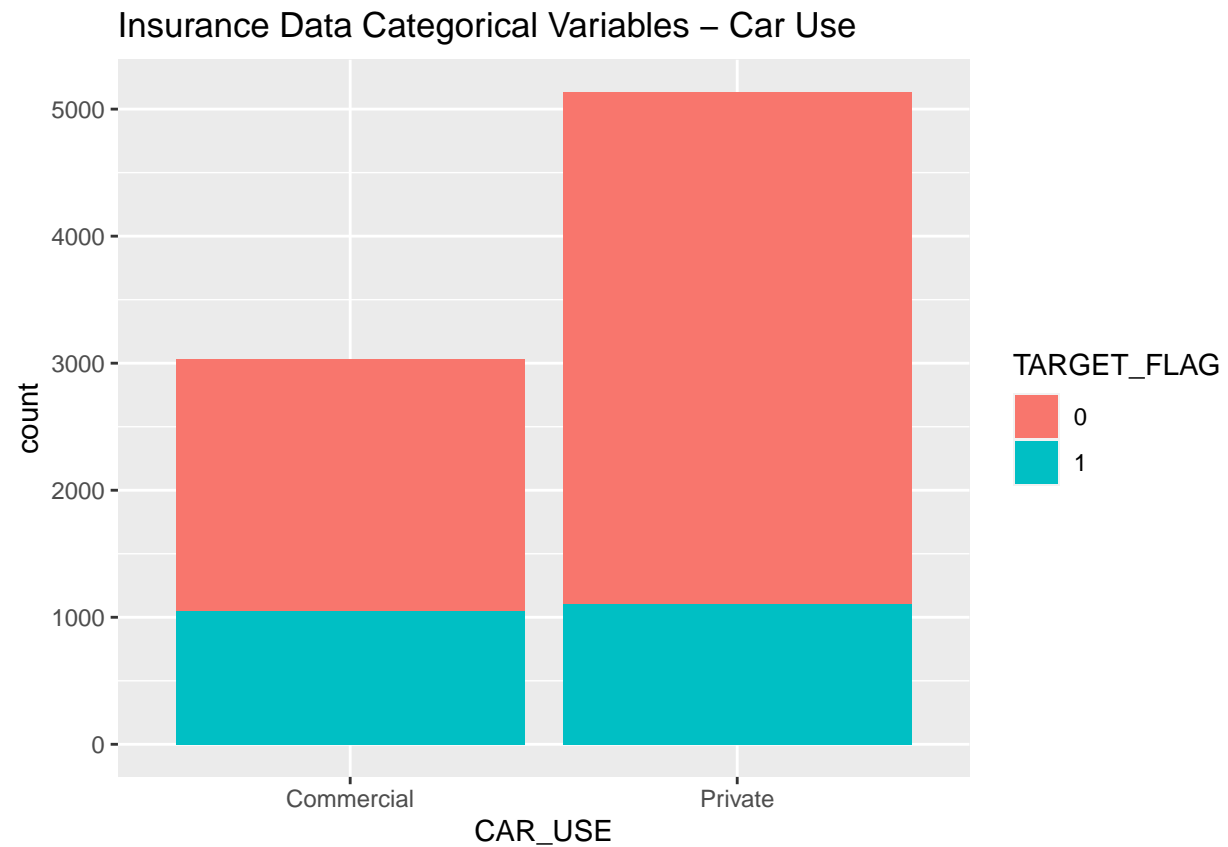
```
ggplot(rawTrain, aes(x = JOB, fill = TARGET_FLAG)) +  
  geom_bar() +  
  labs(title="Insurance Data Categorical Variables - Job")
```

Insurance Data Categorical Variables – Job



*#I wouldnt consider this imbalanced but I am not sure what the threshold is for balance/imbalanced data*

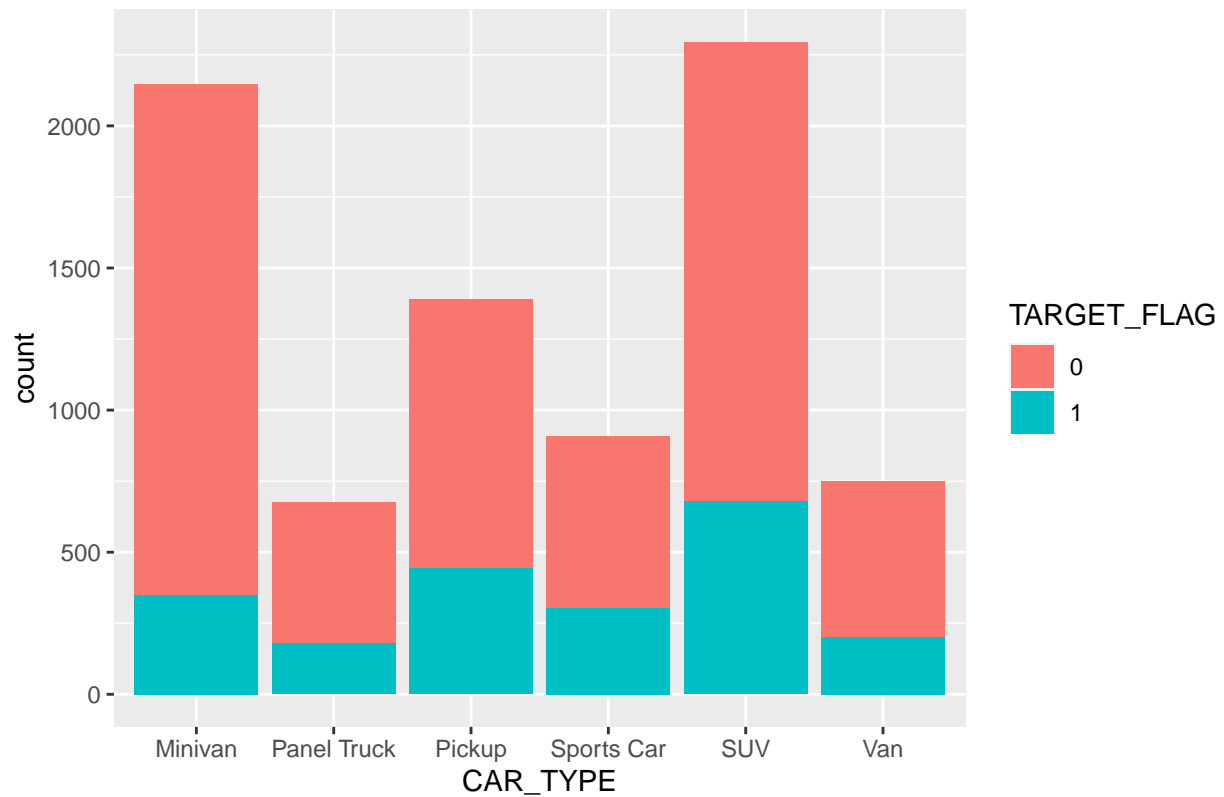
```
ggplot(rawTrain, aes(x = CAR_USE, fill = TARGET_FLAG)) +
  geom_bar() +
  labs(title="Insurance Data Categorical Variables - Car Use")
```



*#Imbalanced*

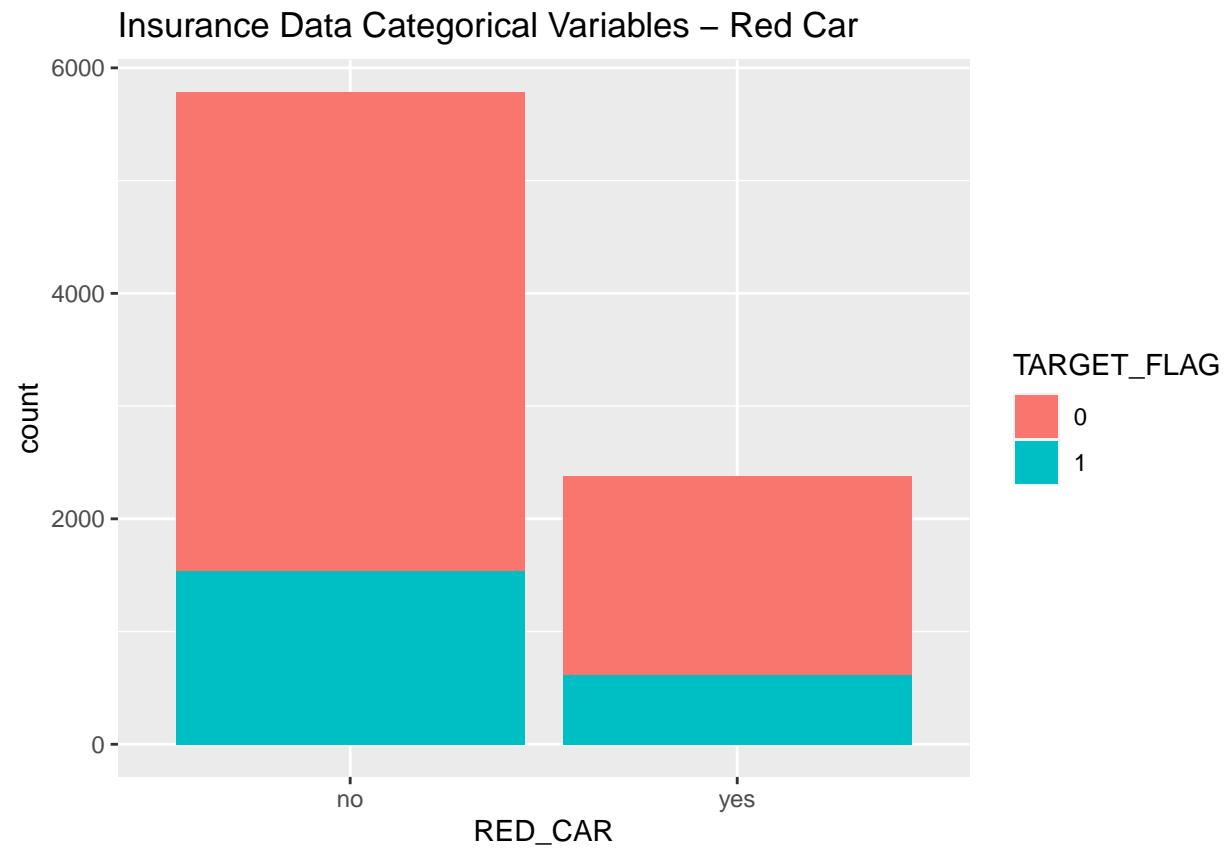
```
ggplot(rawTrain, aes(x = CAR_TYPE, fill = TARGET_FLAG)) +  
  geom_bar() +  
  labs(title="Insurance Data Categorical Variables – Car Type")
```

Insurance Data Categorical Variables – Car Type



*#Imbalanced*

```
ggplot(rawTrain, aes(x = RED_CAR, fill = TARGET_FLAG)) +  
  geom_bar() +  
  labs(title="Insurance Data Categorical Variables – Red Car")
```

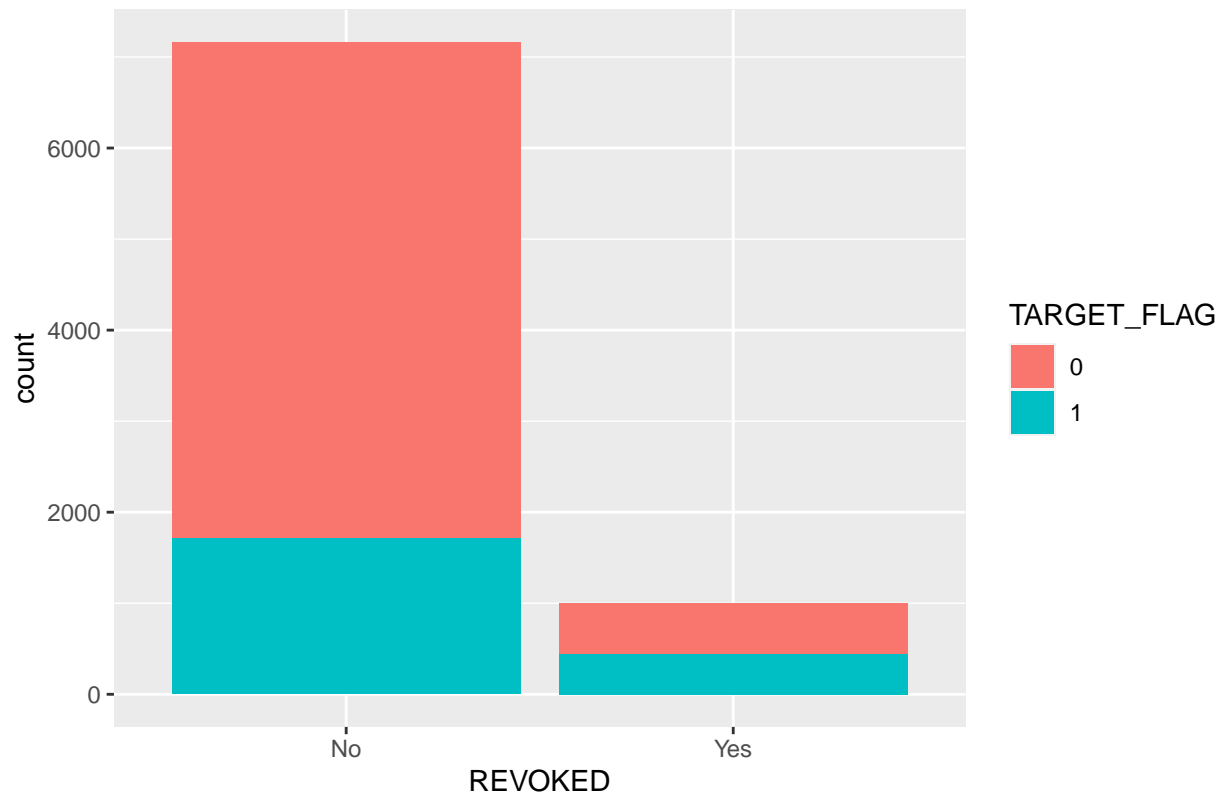


*#Imbalanced*

```
ggplot(rawTrain, aes(x = REVOKED, fill = TARGET_FLAG)) +  
  geom_bar() +  
  labs(title="Insurance Data Categorical Variables - Revoked")
```



## Insurance Data Categorical Variables – Revoked

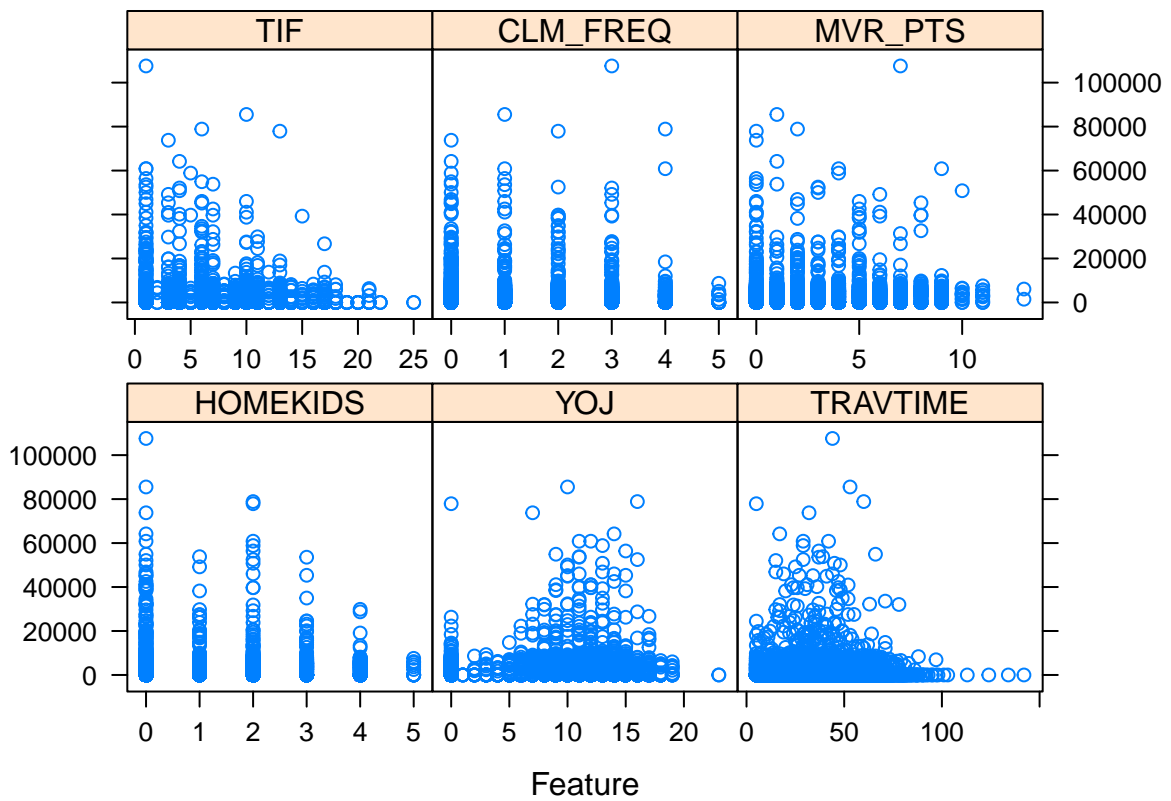


*#Imbalanced*

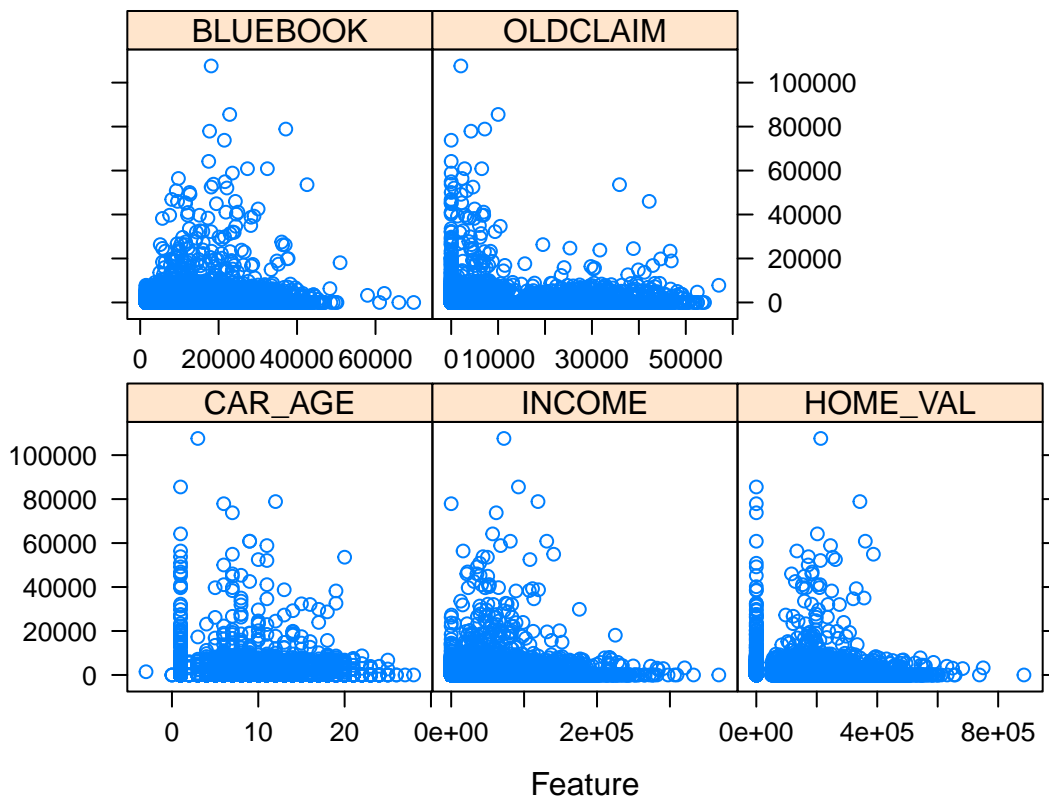
## Numeric Data - Relationship to Target

```
#include target in the df for numeric data
histData <- rawTrain %>%
  select(TARGET_AMT, AGE, HOMEKIDS, YOJ, TRAVTIME, TIF, CLM_FREQ, MVR_PTS, CAR_AGE, INCOME, HOME_VAL, BL

#How do I color by Target_flag
featurePlot(x= histData[3:8], y = histData[['TARGET_AMT']])
```



```
featurePlot(x= histData[9:13], y = histData[['TARGET_AMT']])
```

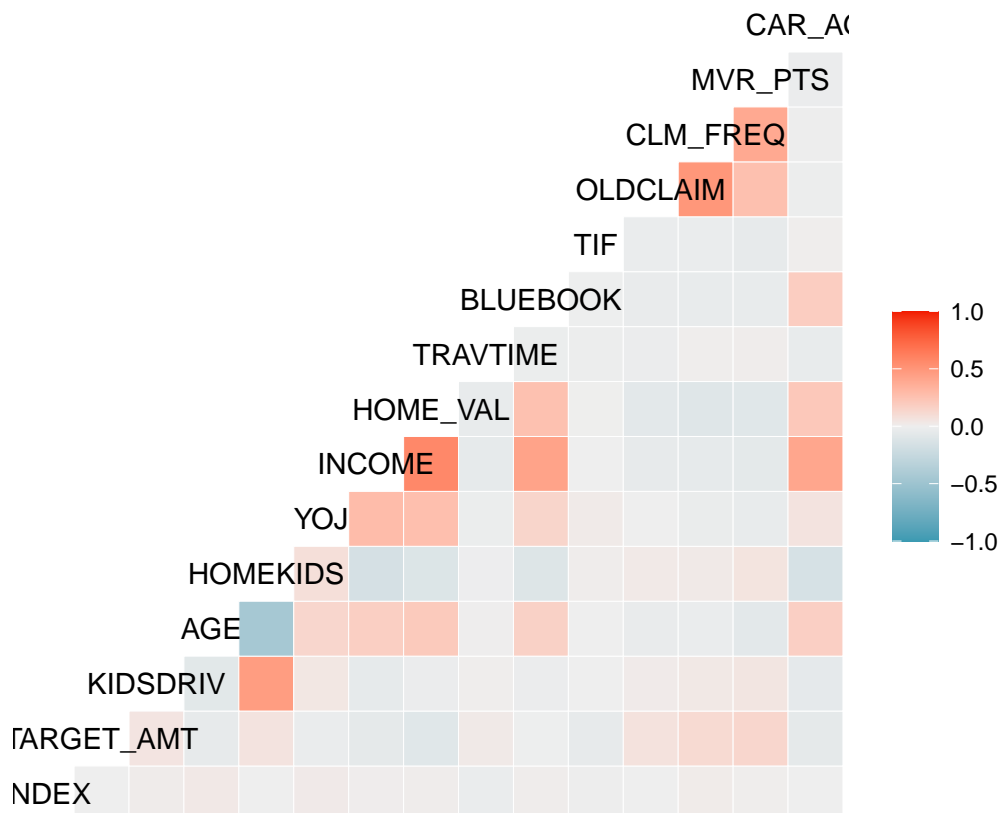


*#HOME KIDS and AGE NEED BAR CHARTS*

## Correlation

*#correlation matrix for predictors*  
`ggcorr(rawTrain)`

```
## Warning in ggcorr(rawTrain): data in column(s) 'TARGET_FLAG', 'PARENT1',
## 'MSTATUS', 'SEX', 'EDUCATION', 'JOB', 'CAR_USE', 'CAR_TYPE', 'RED_CAR',
## 'REVOKED', 'URBANICITY' are not numeric and were ignored
```



```
#Lets look at some highly correlated variables and drop them
findCorrelation(cor(histData),cutoff = 0.75, verbose = TRUE, names = TRUE)
```

```
## All correlations <= 0.75
```

```
## character(0)
```

```
# None of the numerical values are highly correlated
```

## Data Cleaning

```
#due to skew home_val, income will be imputed with median
#Age YOJ with the mean
```

```
#new DF
prepTrain <- rawTrain %>%
  select(-INDEX)
```

```
#impute NAs
prepTrain$AGE[is.na(prepTrain$AGE)] <- mean(prepTrain$AGE, na.rm=TRUE)
prepTrain$YOJ[is.na(prepTrain$YOJ)] <- mean(prepTrain$YOJ, na.rm=TRUE)
prepTrain$HOME_VAL[is.na(prepTrain$HOME_VAL)] <- median(prepTrain$HOME_VAL, na.rm=TRUE)
prepTrain$INCOME[is.na(prepTrain$INCOME)] <- median(prepTrain$INCOME, na.rm=TRUE)
```

```

prepTrain$CAR_AGE[is.na(prepTrain$CAR_AGE)] <- mean(prepTrain$CAR_AGE, na.rm=TRUE)

# outlier detection and normalizing function
outlier_norm <- function(x){
  if (class(x) != "factor"){
    qntile <- quantile(x, probs=c(.25, .75))
    caps <- quantile(x, probs=c(.05, .95))
    H <- 1.5 * IQR(x, na.rm = T)
    x[x < (qntile[1] - H)] <- caps[1]
    x[x > (qntile[2] + H)] <- caps[2]
    return(x)
  }
}

#Apply the function to the columns in the dataframe
sapply(prepTrain, outlier_norm)

```

## Variable Importance

```

prepTrainA <- prepTrain %>%
  select(-TARGET_AMT)

prepTrainB <- prepTrain %>%
  select(-TARGET_FLAG)

# prepare training scheme
control <- trainControl(method="repeatedcv", number=10, repeats=3)

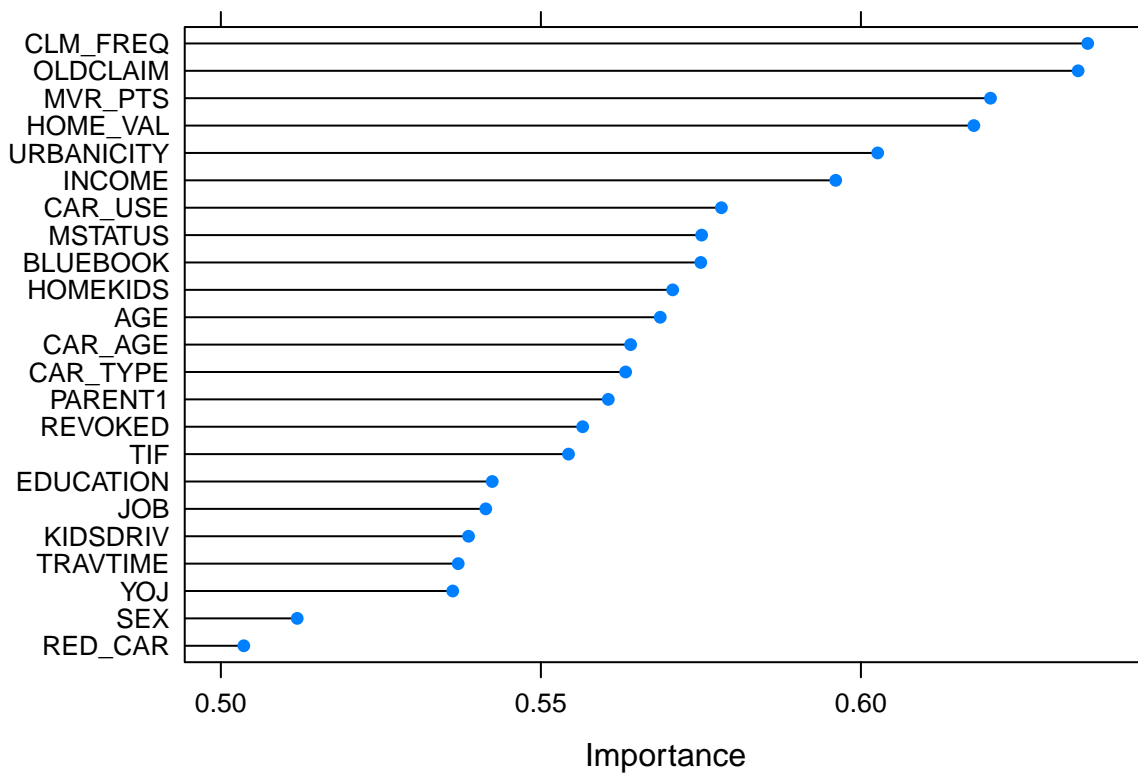
# train the model
modelA <- train(TARGET_FLAG~., data=prepTrainA, method="lvq", preProcess="scale", trControl=control)
# estimate variable importance
importance <- varImp(modelA, scale=FALSE)
# summarize importance
print(importance)

## ROC curve variable importance
##
##   only 20 most important variables shown (out of 23)
##
##           Importance
## CLM_FREQ      0.6354
## OLDCLAIM      0.6339
## MVR_PTS       0.6202
## HOME_VAL      0.6176
## URBANICITY    0.6026
## INCOME        0.5961
## CAR_USE       0.5782
## MSTATUS       0.5751
## BLUEBOOK      0.5750
## HOMEKIDS      0.5706
## AGE          0.5686

```

```
## CAR_AGE      0.5640
## CAR_TYPE     0.5632
## PARENT1      0.5605
## REVOKED      0.5565
## TIF          0.5543
## EDUCATION    0.5424
## JOB          0.5414
## KIDSDRIV     0.5387
## TRAVTIME     0.5371
```

```
# plot importance
plot(importance)
```

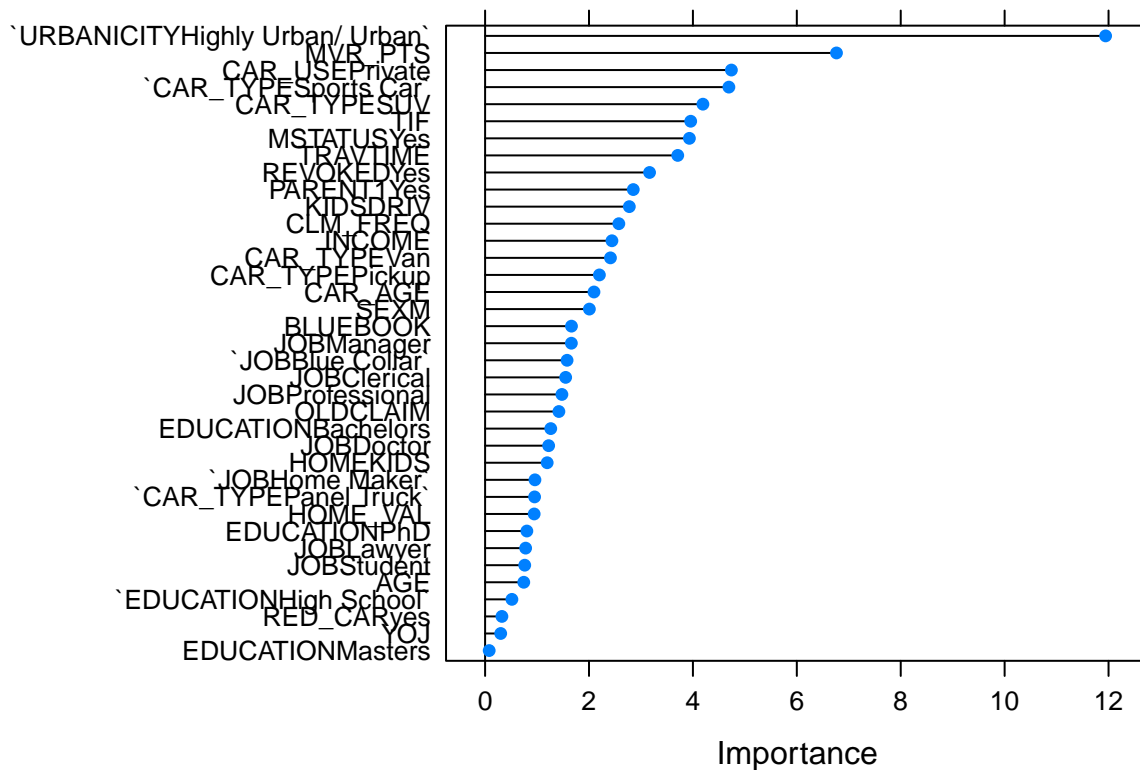


```
# train the model
modelB <- train(TARGET_AMT~., data=prepTrainB, method="glm", preProcess="scale", trControl=control)
# estimate variable importance
importance <- varImp(modelB, scale=FALSE)
# summarize importance
print(importance)
```

```
## glm variable importance
##
##   only 20 most important variables shown (out of 37)
##
##                                     Overall
```

```
## `URBANICITYHighly Urban/ Urban` 11.944
## MVR_PTS 6.764
## CAR_USEPrivate 4.741
## `CAR_TYPESports Car` 4.692
## CAR_TYPESUV 4.193
## TIF 3.958
## MSTATUSYes 3.932
## TRAVTIME 3.708
## REVOKEDYes 3.166
## PARENT1Yes 2.852
## KIDSDRIV 2.776
## CLM_FREQ 2.574
## INCOME 2.441
## CAR_TYPEVan 2.413
## CAR_TYPEPickup 2.200
## CAR_AGE 2.096
## SEXM 2.007
## BLUEBOOK 1.663
## JOBManager 1.660
## `JOBBlue Collar` 1.578
```

```
# plot importance
plot(importance)
```



According to the plot above we can predict which variables would contribute best to the categorical predictions for TARGET\_FLAG. We can use this to inform our data transformations.

## Train Test Split

```
## set the seed to make your partition reproducible
set.seed(123)
trainIndex<- sort(sample(nrow(prepareTrain), nrow(prepareTrain)*.8))

train <- prepareTrain[trainIndex, ]
test <- prepareTrain[-trainIndex, ]
```

## Models

```
##Baseline (logistic regression)
modelOne <- glm(formula = TARGET_FLAG ~ . - TARGET_AMT, data=train, family = "binomial" (link="logit"),
summary(modelOne)
```

```
##
## Call:
## glm(formula = TARGET_FLAG ~ . - TARGET_AMT, family = binomial(link = "logit"),
##      data = train)
##
## Deviance Residuals:
##      Min       1Q   Median       3Q      Max
## -2.6207  -0.7138  -0.3982   0.6320   3.1760
##
## Coefficients:
##              Estimate Std. Error z value Pr(>|z|)
## (Intercept)   -2.794e+00  3.811e-01  -7.331 2.29e-13 ***
## KIDSDRIV       3.954e-01  6.933e-02   5.703 1.18e-08 ***
## AGE          -3.360e-03  4.509e-03  -0.745 0.456212
## HOMEKIDS       2.628e-02  4.177e-02   0.629 0.529287
## YOJ          -1.639e-02  9.646e-03  -1.699 0.089301 .
## INCOME        -2.356e-06  1.194e-06  -1.972 0.048596 *
## PARENT1Yes     4.746e-01  1.226e-01   3.871 0.000108 ***
## HOME_VAL      -1.381e-06  3.795e-07  -3.640 0.000273 ***
## MSTATUSYes    -4.922e-01  9.386e-02  -5.244 1.57e-07 ***
## SEXM           6.883e-02  1.256e-01   0.548 0.583642
## EDUCATIONBachelors -4.420e-01  1.295e-01  -3.413 0.000643 ***
## EDUCATIONHigh School -5.567e-02  1.070e-01  -0.520 0.602836
## EDUCATIONMasters  -3.802e-01  2.010e-01  -1.891 0.058579 .
## EDUCATIONPhD     -2.484e-01  2.370e-01  -1.048 0.294649
## JOBBlue Collar    3.697e-01  2.081e-01   1.777 0.075644 .
## JOBClerical       4.590e-01  2.202e-01   2.085 0.037058 *
## JOBDoctor        -2.672e-01  2.901e-01  -0.921 0.357022
## JOBHome Maker     3.097e-01  2.358e-01   1.314 0.188979
## JOBLawyer         1.798e-01  1.916e-01   0.938 0.348195
## JOBManager       -4.673e-01  1.928e-01  -2.424 0.015348 *
## JOBProfessional   2.623e-01  2.002e-01   1.310 0.190294
## JOBStudent        2.746e-01  2.409e-01   1.140 0.254280
## TRAVTIME         1.493e-02  2.105e-03   7.091 1.33e-12 ***
## CAR_USEPrivate   -7.869e-01  1.025e-01  -7.680 1.59e-14 ***
```



```

## BLUEBOOK          -2.070e-05  5.921e-06  -3.496  0.000473 ***
## TIF                -5.618e-02  8.141e-03  -6.901  5.17e-12 ***
## CAR_TYPEPanel Truck  5.310e-01  1.829e-01  2.903  0.003694 **
## CAR_TYPEPickup      5.420e-01  1.125e-01  4.818  1.45e-06 ***
## CAR_TYPESports Car   1.067e+00  1.446e-01  7.377  1.62e-13 ***
## CAR_TYPESUV          7.894e-01  1.239e-01  6.369  1.91e-10 ***
## CAR_TYPEVan         7.015e-01  1.403e-01  5.002  5.68e-07 ***
## RED_CARyes         -1.634e-02  9.674e-02  -0.169  0.865834
## OLDCLAIM           -1.115e-05  4.394e-06  -2.537  0.011172 *
## CLM_FREQ           1.718e-01  3.196e-02  5.377  7.55e-08 ***
## REVOKEDYes         7.916e-01  1.026e-01  7.715  1.21e-14 ***
## MVR_PTS            1.124e-01  1.523e-02  7.381  1.57e-13 ***
## CAR_AGE            -3.696e-03  8.409e-03  -0.440  0.660251
## URBANICITYHighly Urban/ Urban 2.449e+00  1.263e-01  19.388  < 2e-16 ***
## ---
## Signif. codes:  0 '***' 0.001 '**' 0.01 '*' 0.05 '.' 0.1 ' ' 1
##
## (Dispersion parameter for binomial family taken to be 1)
##
##    Null deviance: 7533.1  on 6527  degrees of freedom
## Residual deviance: 5827.2  on 6490  degrees of freedom
## AIC: 5903.2
##
## Number of Fisher Scoring iterations: 5

```

What is needed next is various models to be built after transforming some of these variables based on their shape ( I would also play around with multiplying and dividing variables etc). One thing worth mentioning is that we have to predict two things. So essentially we have to come up with two types of models and test each of them. I was thinking like 3-4 models for each target showing how we are using the shape of the variables to determine transformation, feature engineering and feature selection.