**Results: Data Summary**

* **Highest number of claims** **feature**
  + Travel duration
    - Sold travel insurance plans average travel duration is **48.6 days**
    - Sold travel insurance plans that had a **claim 111.7 days**
      * We can glean that most of the travel insurance customers were long term travelers
      * More information, like knowing what countries have laws that center around travel insurance requirements, could provide more context.
* **Average age of travel insurance buyers**
  + **36 years old** who fall in the age bin of 35-39 years old
    - Represents 47% of the total travel insurance buyers
    - More information on this group, such as type of travel (business or pleasure) would be helpful see if the theory that these are business travelers holds true
* **Countries with most travel insurance claims** 
  + **Asia** and **North America**
  + Singapore had the largest and most disproportionate share of travel insurance plans sold and claimed
    - Running data specifically for Singapore would be helpful for more localized data
* **Distribution Channels of Sales**
  + Total Sales
    - 1.6% were sold Offline
    - 98.4% were sold Online
  + Travel insurance plans that had a claim
    - 1.3% were sold Offline
    - 98.7% were sold Online.
  + Sales by Agency Types
    - 26.5% Airlines
    - 73.5% Travel Agency
  + Travel insurance plans that had a claim by Agency
    - 64% were from Airlines and
    - 36% were from a Travel Agency

This information could be used to decide what venues to invest in for the selling of travel insurance.

**Conclusion and Thoughts**

* We can tell from the large dataset that there is a large market for travel insurance in this area of the world
  + Many more insurance plans were sold that did not have insurance claims than did
* Seems like an advantageous business opportunity, but much more information is needed on the net sales and expenditure when claims are filed
  + Net Sales and Commission were in the dataset, but were dropped
  + Definitions of the data were not available
    - We did not want to overfit the data frame with information we did not understand, and therefore would not be able to interpret.
  + Having more information on Net Sales and money expenditure for claims would be most useful in determining the viability of opening a travel insurance business in this part of the world.
* New Data
  + This dataset was from 2019
  + Could these trends have changed post COVID-19?
* Conclusion
  + We did not get much predictability by features
  + Useful data was found which could be used to optimize future data collection that could be used for a business plan.