

Quality Life Insurance with No Face-to-Face Interaction Through Accelerated Underwriting

What is accelerated underwriting?

Many carriers now offer an expedited process when applying for life insurance. For participants who qualify, there is no medical examination or medical records required. These programs are generally limited in face amount and issue age. The option to skip the exam and blood draw is at the underwriter's discretion, so in practice, only relatively healthy clients will be approved without an exam, once an underwriter has reviewed the initial submission.

How does it work?

Simply complete a drop ticket with the appropriate carrier. A drop ticket is a short form that will give the carrier all of the information needed to initiate the application. The carrier will typically contact the client within 48 hours to schedule a phone interview. Most clients will learn if they are accepted into the program within 3-4 business days.

Who is this program intended for?

These programs target those who would otherwise qualify at Standard, Non-Nicotine rates or better, who are between ages 18-60 and who are typically seeking \$50,000 - \$1,000,000 of term or permanent coverage. Those who have major medical conditions, use tobacco, have excessive build, etc. will not be eligible in this program.

Is there an extra cost?

No. These programs use the same products as the fully-underwritten plans. There is also no reduction in compensation.

Which carriers offer this type of underwriting program?

There are many carrier options, to include: AIG, Banner, AXA, Cincinnati Life, John Hancock, Lincoln Financial, Mutual of Omaha, Nationwide, Principal, Protective, Prudential, SBLI and Securian.

*See pages 2-3 for specific details

What about policy delivery?

The majority of the carriers, who offer accelerated underwriting, also offer e-delivery. The process is very simple and fast.

CARRIER	PRODUCTS	AGE	FACE AMOUNTS	RISK CLASSES
AIG	Max Accumulator + AG Platinum Choice VUL 2	up to age 50	up to \$499,999 of total DB inforce with AIG	Preferred Best to Table E
American National	All	0-65	up to \$249,999	Standard Substandard
	All	18-60	Ages 18-50 \$250k - \$1 mil Ages 51-60 \$250k- \$500k	Preferred Plus, Preferred Std. Plus and Std
John Hancock	Single Life Term and Perm (including LTC rider)	18-60	Up to and including \$3 million	Standard or Better
	SmartProtect Term 10, 15, 20 w/Vitality	20-60	Min: \$100,000, Max: \$1,000,000	Super Elite Elite Tobacco
Legal & General	OPTerm 10	20-50	\$100,000-\$500,000	Standard Plus NT Preferred NT Preferred Plus NT
		20-40	\$100,000 - \$1 million	
	OPTerm 15, 20, 25 and 30	41-45	\$100,000 - \$750,000	
		46-50	\$100,000 - \$500,000	
Lincoln Financial	Term 15, 20, 30 yrs	18-50	Min: \$100,000 Max: \$500,000	Preferred Plus Preferred NT Standard NT Preferred Tobacco Standard Tobacco
	All products EXCEPT MoneyGuard, TermAccel or Lincoln LifeElements One- Year Term	18-60	Max: \$1,000,000	Preferred Plus Preferred NT
Mutual of Omaha	Term Life Answers 10,15, 20 and 30 year	18-55	Min: \$100,00 Max: \$1,000,000	Rate classes to Standard. Build within limits-no major medical conditions

Nationwide	YourLife Level Term 10, 15, 20, 30 YourLife UL, YourLife NLG UL, YourLife IUL, Accumulator or Protector UL, YourLife Current Assumption UL, NLG UL II, VUL Accumulator, VUL Protector, YourLife WL 100, YourLife 20-pay WL	18-50 51-60	\$100,000 - \$2 million \$100,000 - \$1 million	NT Pref Plus NT Preferred NT Standard Plus Tobacco Preferred
Principal	Term, UL, IUL, VUL, SUL or Benefit VUL II (NY only)	18-60	Min: \$50,000 Max: \$1,000,000 per insured (SUL only \$2 MM)	Super Preferred Preferred Super Standard Standard
Protective	Classis Choice Term and Custom Choice UL	18-60	Ages 18-45 \$100k-\$1 mil / Ages 46-60 \$100k-\$500k	
Prudential	All term products (except PruTerm One) PruLife Custom Premier II, VUL Protector, PruLife Founders Plus UL, PruLife Index Advantage UL, PruLife UL Protector, PruLife Essential UL	18-60	Min: \$100,000 Max: \$1,000,000	Non-Smoker or better
SBLI	SBLI Level Term (10, 15, 20, 25 or 30) Whole Life	18-60	Min: \$100,000 Max: \$500,000	All UW Risk Classes and Table Ratings Apply
Securian	Term Life, Whole Life and Select Universal Life products	Age varies by product. See UW guide for chart	\$250,00 and under	Standard or better
	All single-life products	18-60	Min: \$250,000 Max: (age 18-50) \$2,000,000 Max: (ages 51-60) \$1,000,000	Ages 18 – 54 Standard, Pref, Pref Select. Ages 55 to 60 Pref, Pref Select

