

The insurance policy document serves as a comprehensive guide for agents underwriting life insurance products, specifically Transamerica's Trendsetter® Super, Trendsetter® LB, and Transamerica Financial Foundation IUL® offerings. It emphasizes the critical role of field underwriting, where agents collect detailed medical and financial information from applicants to ensure accurate risk assessment and enhance client experience. Agents are encouraged to inquire about the applicant's occupation, income, existing insurance, medical history, and lifestyle choices, as these factors significantly influence underwriting decisions. The document specifies that all parties involved must have an insurable interest, and nonmedical applications do not guarantee issuance, as they may still require further medical evaluations. Applications are valid for 180 days, with juvenile applicants needing parental or guardian signatures, and agents must ensure completeness to avoid delays and potential charges for unnecessary requirements.

Coverage determination is based on income, with specific formulas for various age groups and circumstances, including juvenile coverage limits and estate planning considerations. Premium affordability guidelines indicate that the premium-to-income ratio should not exceed certain percentages based on annual income. For business planning, coverage for key persons must be justified with a cover letter detailing their value to the company, and ownership percentages and coverage amounts must be clearly outlined. Coverage for business loans can match the outstanding principal, with specific documentation required, including the loan's purpose, duration, collateral, and interest rate. A Business Beneficiary Inspection Report (BBIR) is necessary for coverage exceeding \$2 million, while higher amounts require additional inspection reports.

The policy mandates thorough and accurate information during the application process, including sensitive medical history details, assuring clients of confidentiality. Specific medical assessments, such as height and weight charts, are used to determine eligibility. Underwriting requirements vary by age and face amount, with nonmedical applications available for U.S. residents and Puerto Rico, while higher face amounts necessitate additional medical evaluations. The policy also outlines the

need for Attending Physician Statements (APS), Personal History Interviews (PHI), and Personal Financial Statements (PFS) based on the applicant's financial and medical history.

Health and lifestyle factors significantly impact risk classification, with specific criteria for tobacco use, cholesterol levels, blood pressure, and family medical history. The policy excludes certain residents from specific offerings and emphasizes that private aviation coverage is only available with an exclusion rider. Medical impairments are assessed for their potential mortality implications, with strict guidelines for various conditions, including chronic illnesses and mental health issues. The document also details riders available with the policy, such as the Monthly Disability Income Rider and the Terminal Illness Accelerated Death Benefit Rider, each with specific conditions and eligibility criteria.

Eligibility for life insurance is contingent upon immigration status, with specific documentation required for non-U.S. citizens. The policy outlines coverage limits and necessary documentation for both U.S. citizens and non-residents, ensuring clarity on the conditions under which benefits are provided and the obligations of the policyholder. Overall, the document emphasizes the importance of thorough underwriting, accurate information, and adherence to specific guidelines to facilitate the insurance process while maintaining rigorous standards for risk assessment.