

The underwriting field guide from Legal & General America outlines a comprehensive approach to life insurance underwriting, focusing on assessing individuals rather than their impairments. The guide emphasizes leveraging advancements in medicine and technology to enhance risk selection and highlights the importance of personalized service, with underwriters trained in various aspects of medical, non-medical, and financial underwriting. Key underwriting sweet spots include clients with controlled health conditions like hypertension and hypercholesterolemia, as well as lifestyle factors such as recreational scuba diving. Non-medical risk selection criteria, including aviation activities, criminal history, and tobacco use, can influence eligibility for preferred rates. Customization options for coverage are available through digital applications, allowing agencies to adjust coverage amounts based on client preferences, with the Horizon digital application facilitating a streamlined process for online or phone interviews and potential accelerated underwriting based on collected data.

Eligibility for accelerated underwriting is defined for specific age groups and coverage amounts, with instant decisions possible for qualifying applicants. The Lab Lift program allows clients to substitute recent electronic health records for traditional exams, enhancing the underwriting experience. The policy outlines specific requirements based on age, coverage amounts, and medical history, mandating an Attending Physician Statement (APS) for individuals over 60, while those aged 20-60 may not require an APS for amounts between \$100,000 and \$2 million if they meet certain health standards. For higher amounts, APS requirements vary by age and health status, with specific time frames for when an APS is needed based on medical consultations. Certain lab tests, such as ProBNP and PSA, are required for applicants within specified age and coverage brackets, and the policy details conditions under which an APS is typically required, including serious medical conditions like cancer and heart disease.

The policy also specifies exclusions and underwriting criteria, noting that reckless or negligent driving, including excessive speeding, is excluded from coverage. Acceptable residency

documentation includes specific green cards and temporary visas. Different underwriting classes, such as Standard Plus (Non-Tobacco), have specific health criteria for eligibility, including controlled blood pressure and cholesterol levels, a clean driving history, and restrictions on tobacco use. The policy includes a build chart for weight limits based on height and offers credit programs for applicants who meet certain criteria, potentially improving their underwriting class. Financial underwriting is integral to the application process, focusing on insurable interest and the purpose of coverage, with specific guidelines for personal and business insurance. Third-party financial verification is required for significant coverage amounts, and trust certificates are necessary when a trust is involved in policy ownership.

Coverage for uncollateralized loans is provided, with up to 100% of the loan amount available if structured as a collateral assignment. For life insurance policies linked to SBA (7a) loans, financial statements are not required, and coverage is capped at \$5 million. The policy owner should typically be the business or proposed insured, with specific documentation required. Notably, coverage is not permitted for businesses involved in marijuana or THC-related products. Employer-owned life insurance requires a signed acknowledgment and consent form from both the proposed insured and the employer. For large cases exceeding \$5 million, specialized attention is provided, with automatic binding limits set at \$30 million for Preferred Plus and \$10 million for Tables 4 to 12 for ages 20-75, with additional capacity available through facultative reinsurance for cases surpassing these limits.

A Good Health Statement is necessary under specific conditions, such as when the proposed insured is over 70 or if there are changes in health. Temporary Insurance Applications (TIAA) offer limited life insurance coverage for a short duration, with specific conditions for coverage initiation. For reinstatement of lapsed policies, applications can be submitted within five years of the lapse, requiring payment of back premiums and evidence of insurability. Requests for reconsideration of underwriting rates can be initiated through customer service, with costs for underwriting requirements borne by the policy owner. The QuickQuote tool allows for timely quotes valid for 60

days, with certain complex health conditions requiring sufficient information for quotes. Only approved vendors are used for paramedical exams and APS orders, and post-issue change requests are handled exclusively by ExamOne. Legal & General America life insurance products are underwritten by Banner Life Insurance Company and William Penn Life Insurance Company of New York, with contact information provided for both companies.