



Temporary Postpones for Core Carriers

Version 03: 05/18/2020

There have been many temporary changes to underwriting guidelines due to the coronavirus pandemic. This report seeks to focus on each core carrier's desire to postpone underwriting decisions on previously acceptable proposed insureds until sometime in the future. At the time of this writing, there are some carriers that are holding out on this decision. There are others that combine an age with a table rating to arrive at acceptable underwriting risks.

AIG	<p>Effective 4/8/20 Source</p> <ul style="list-style-type: none">• For individuals aged 70+, all cases will be postponed.• For individuals aged 60-69, all rated cases inclusive of all medical flat extras will be postponed.• For individuals aged 50-59, all cases assessed greater than Table B inclusive of all medical flat extras will be postponed• For individuals aged <50, all cases assessed greater than Table D and/or all medical flat extras will be postponed.• Additionally, there are several conditions that, in general, make a person more susceptible to COVID-19 and its more severe health impacts, including but not limited to coronary artery disease, metabolic disorders, respiratory impairments and underlying malignancies. Individuals with these co-morbid conditions will also be postponed regardless of current risk assessment of their non- COVID impairments.• Processing of all currently pending business affected by the above COVID- 19 guidelines will be suspended until further notice and a note will be placed on the file. Further, all approved and conditionally issued business will be reviewed and closed subject to our current case closeout rules.
Allianz	<p>NONE Source</p> <p>What options do my older clients have regarding underwriting: Allianz has not made changes to our older age underwriting guidelines.</p>
Columbus Life	<p>Effective 4/13/20 Source</p> <p>For all new and currently pending life insurance applications, the following temporary underwriting guidelines will be implemented:</p> <ul style="list-style-type: none">• 81 to 85: No applications will be accepted.• 71 to 80: Not postponed, but additional UW requirements, see Source for details.• 61 to 70: Not postponed, but additional UW requirements, see Source for details.• 0 to 60: Not postponed, but maximum face amount at \$15,000,000

Equitable	<p>Effective 5/18/20 Source</p> <p>IUL Product Limitation</p> <ul style="list-style-type: none"> Maximum first year premium: All premiums amounts will be limited to a cumulative total of \$1,000,000 in the first year. The illustration system will be updated on 5/18 to reflect this change. <p>Single and Joint Life Product Limitations</p> <ul style="list-style-type: none"> Guaranteed Issue Program: Foreign Nationals are not eligible. Maximum face amount: \$10,000,000 (\$5,000,000 if > age 70) applies to all new and inforce policies issued through AXA Equitable and its affiliates. Additional amounts may be secured through reinsurance. Maximum issue age: 80 Maximum rating: Table D or equivalent rate for proposed insureds ages 18-70. Coverage is not available if rated with medical history of Coronary Artery Disease, Diabetes, Chronic Kidney Disease, High Blood Pressure, Chronic Obstructive Pulmonary Disease or Asthma. Standard or better rate for proposed insureds > age 70. Standard Plus is the only rate available for juveniles ages 0-17 who qualify for approval. Informal application offers Offers will be honored unless expired.
Global Atlantic	<p>Effective 4/15/20 Source</p> <p>New temporary underwriting guideline changes specific to COVID-19:</p> <ul style="list-style-type: none"> Postponing acceptance of all new applications at age 70 and over. Postponing applications for ind. up to age 69 with rating class higher than Table 4. Individuals with chronic underlying conditions at higher risk to COVID-19 including, but not limited to, obesity, cardiovascular disease, diabetes, lung disorders, cancer, and disorders requiring immunosuppressive therapy, will be underwritten more prudently right now.
John Hancock	<p>Effective 4/8/20 Source</p> <p>Updates on older-age underwriting (80+): During this unique time, John Hancock will not be making final underwriting offers on cases where the applicant is 80+. We are happy to continue to receive and review submissions for these clients with the goal of moving on them quickly when circumstances change. For any pending submissions in this age group with a formal application and a final underwriting offer, you can expect a call from your John Hancock underwriter shortly to discuss next steps.</p>
Legal & General	<p>Effective 4/1/20 Source</p> <p>Ages 50-64 and risk profile exceeds Table 6 Ages 65 -70 and risk profile exceeds Table 4 Ages 71-75 and risk profile exceeds Standard</p> <p>Underlying Medical Conditions (include but not limited to): Cancer, Cardiovascular/Cerebrovascular disease, Dementia, diabetes, frailty, immunosuppression, kidney disease, lung disease.</p>

<p>Lincoln</p>	<p>Effective 4/13/20 Source</p> <p>All cases meeting the following criteria will be postponed:</p> <ul style="list-style-type: none"> • Ages 65 and under, rated Table 5 and higher • Ages 66-79, rated Table 3 and higher • Ages 80-85, all classes 																		
<p>Mutual of Omaha</p>	<p>Effective 4/15/20 Source</p> <p>We are temporarily postponing certain fully underwritten life insurance cases. These include cases involving international travel, cases where the insured is age 70 or above, and cases where the insured is age 60-69 and is rated greater than a Table 2.</p>																		
<p>National Life</p>	<p>NONE Source</p> <p>[AWAITING CONFIRMATION: National Life’s website and weekly bulletins make no mention of postponed underwriting. Other carriers have stated that they have intentionally not postponed. I can find no such statement from National Life. I have a call into them and will update this report as soon as possible.]</p>																		
<p>Nationwide</p>	<p>NONE Source</p> <p>Are you making any underwriting changes as a result of COVID-19?</p> <ul style="list-style-type: none"> • This continues to be a fluid process. Our Life Underwriting team is closely monitoring new customers who apply for life insurance, especially those who may have traveled where the risk of COVID-19 is highest. We may delay those applications for 30 days or request additional testing of those applicants. 																		
<p>North American</p>	<p>Effective 4/14/20 Source</p> <p>For all cases not already approved or issued, we will postpone any applications on individuals of the following issues ages* and table ratings:</p> <table border="1" data-bbox="516 1108 1305 1325"> <thead> <tr> <th><u>Issue age</u></th> <th><u>Maximum Table Rating</u></th> <th><u>Maximum Flat Extra</u></th> </tr> </thead> <tbody> <tr> <td>0 - 60</td> <td>Table 6</td> <td>\$9.00 per thousand</td> </tr> <tr> <td>61 - 70</td> <td>Table 4</td> <td>\$6.00 per thousand</td> </tr> <tr> <td>71 - 75</td> <td>Table 2</td> <td>\$3.00 per thousand</td> </tr> <tr> <td>76 - 79</td> <td>Standard</td> <td>N/A</td> </tr> <tr> <td>80 - up</td> <td>No offer - Postpone</td> <td>N/A</td> </tr> </tbody> </table> <p>This applies to all products and:</p> <ul style="list-style-type: none"> • All pending business that has not been approved or issued • New business • Policy change cases 	<u>Issue age</u>	<u>Maximum Table Rating</u>	<u>Maximum Flat Extra</u>	0 - 60	Table 6	\$9.00 per thousand	61 - 70	Table 4	\$6.00 per thousand	71 - 75	Table 2	\$3.00 per thousand	76 - 79	Standard	N/A	80 - up	No offer - Postpone	N/A
<u>Issue age</u>	<u>Maximum Table Rating</u>	<u>Maximum Flat Extra</u>																	
0 - 60	Table 6	\$9.00 per thousand																	
61 - 70	Table 4	\$6.00 per thousand																	
71 - 75	Table 2	\$3.00 per thousand																	
76 - 79	Standard	N/A																	
80 - up	No offer - Postpone	N/A																	
<p>Pacific Life</p>	<p>Effective 5/5/20 Source</p> <p>PL Promise GUL will be available to applicants who are aged 71-75 at Standard or better risk class.</p> <p>Effective 4/7/20 Source</p> <p>For applicants that meet either of the following criteria, we are temporarily postponing acceptance of all applications for PL Promise Term and PL Promise GUL [revised on 5/5]:</p> <ul style="list-style-type: none"> • Individuals aged 71 and older; or • Individuals of any age rated worse than a Table Four. <p>New apps will continue to be accepted.</p>																		

Principal

Effective 3/25/20

[Source](#)

As we continue to monitor the impact of COVID-19 we have additional underwriting changes to share with you:

- Insured ages up to 59 will have a maximum table rating of either Table 6 or a flat extra of \$10.00/1000.
- Insured ages 60-80 will have a maximum table rating of either Table 2 or a flat extra of \$5.00/1000.
- Ages 81+ will not be considered at any rate class until further notice

For survivorship cases, both lives need to meet the new guidelines. Additionally, risks with a combination of a table rating and flat extra will be postponed, and as a regular practice, we do not convert table ratings to flat extras nor flat extras to table ratings.

Protective

Effective 4/15/20

[Source](#)

Note that these temporary changes apply to fully underwritten applications and do not apply to applicants who are approved for instant issue of simplified issue life insurance, including single payment whole life or Executive Benefit life products approved on a guaranteed issue basis.

Age and rating limitations:

- We will postpone coverage on individuals who are age 80 and above.
- Ages 70-79: Applicants must qualify for Standard rating or better and have no significant underlying medical condition or treatment that makes them more susceptible to COVID-19 death.
- Ages 60-69: Applicants must qualify for Table 4 rating or better and have no significant underlying medical condition or treatment that makes them more susceptible to COVID-19 death.
- Ages 0-59: Protective will consider applicants with all medical impairments through Table 4.

Applicants rated over Table 4 will be considered on a case-by-case basis if the individual has no significant underlying medical condition or treatment that makes him or her more susceptible to COVID-19 death.

The medical conditions and treatments referred to above include, but are not limited to:

- Heart disease
- Significant cancer in the last 10 years
- Diabetes
- Pulmonary disease (COPD, Asthma, etc.)
- Autoimmune or Immunosuppressive Disease
- Any medication that causes immunosuppression (Biologic, Prednisone/Steroid, Methotrexate, etc.)

These temporary changes apply to all new or pending cases with no final underwriting offer or outstanding underwriting requirements. They do not apply to issued or approved cases that are awaiting policy issue requirements, including a Statement of Health.

Prudential	<p>Effective 4/6/20 Source</p> <ul style="list-style-type: none"> Temporarily restricting new applications at age 80 and over—we will no longer accept any application at age 80 and over until further notice. Postponing any applications at ages 65 and over with a rating class of Table D or higher. Postponing any rated case in which the client presents a chronic respiratory condition. Postponing any proposed insured who has tested positive for COVID-19 for 30 days with full recovery.
SBLI	<p>Effective 4/6/20 Source</p> <p>Temporary Age Adjustments for Life Insurance Applications:</p> <p>For cases aged 59 or younger:</p> <ul style="list-style-type: none"> Table 6 or better, we are continuing to accept applications. Table 7 or higher, we are postponing applications until further notice. <p>For cases aged 60 or older:</p> <ul style="list-style-type: none"> Table 2 (150%) or better, we are continuing to accept applications. Table 3 or higher, we are postponing applications until further notice.
Securian	<p>Effective 4/10/20 Source</p> <p>Traditional Life Underwriting (includes underwritten policy changes):</p> <ul style="list-style-type: none"> Insurance ages 71 and older: new applications will not be accepted. Currently pending applicants rated standard or better will be issued. Currently pending applicants who are rated worse than standard will be postponed until at least June 15, 2020. Insurance Ages 61-70: offers for new and pending applicants who are rated Table B or worse will be postponed until at least June 15, 2020. Insurance Ages 51-60: offers for new and pending applicants who are rated table C or worse will be postponed until at least June 15, 2020. Insurance Ages 50 and younger: offers for new and pending applicants who are rated Table G or worse will be postponed until at least June 15, 2020. <p>SecureCare Universal Life (UL) Underwriting:</p> <ul style="list-style-type: none"> Insurance ages 71 and older: new applications will not be accepted. Currently pending applicants with mortality assessed at standard or better will continue to be underwritten. Currently pending applicants with mortality assessed worse than standard will be postponed until at least June 15, 2020. Insurance ages 70 and younger: mortality evaluation will need to be standard or better for a SecureCare UL policy to be issued. Applicants who would be table rated for mortality purposes will be postponed until at least June 15, 2020. Money may not be submitted with new applications, and temporary insurance agreements will not be available until at least June 15, 2020.

These changes are an update to our March 24, 2020 communication and will be effective Wednesday, April 15, 2020, until further notice. Changes are detailed below:

- Ages 80 and above: PP 45 days
- Ages 70-79: All risks over Std - PP 45 days
- Ages 66-69: All risks over Table 2 - PP 45 days
- Ages 60-65L Akk risks over Table 4 - PP 45 days

Smokers must be Preferred or better; otherwise, they will be postponed. We will decline any cases over age 60 where the proposed insured vapes or uses vaping products.

Cases ages 60 and older with the following comorbidities will be automatically postponed for 45 days: coronary artery disease, diabetes, pulmonary issues, obesity/weight builds and immunosuppression disorders.

For complete details, contact Scott Soares, VP Life Sales
800.579.7923