

**DATE:** September 30, 2019 N° 2019-16  
**CATEGORY:** INSURANCE  
**TO:** Managing General Agents, Associate General Agents, Advisors, General Agents and National Accounts  
**SUBJECT:** **Reduced underwriting requirements up to \$750,000**

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Effective September 30, 2019, vitals and blood profiles will not be standard underwriting requirements for applications with coverage/policy amounts up to \$750,000 on life insureds aged 18-45. This is a significant improvement to our underwriting process for all life insurance products.

### Key benefits and changes

- Removal of the underwriting requirements for vitals and blood profiles for coverage/policy amounts ranging from \$500,000 to \$750,000 on individuals aged 18-45 (both inclusive).
- PHI, vitals (or paramed) and blood profile will be required for coverage/policy amounts in excess of \$750,000.
- No change to our premium rates (including standard, preferred and elite premium rates).
- Applicable to all life insurance products, which includes Solution Series, EstateMax<sup>®</sup> and Optimax Wealth<sup>®</sup>.
- Preferred underwriting for Solution 10<sup>®</sup>, Solution 20<sup>®</sup> and Solution 30<sup>®</sup> will now be available for coverage amounts of \$750,001 and up for all ages.

Empire Life has developed advanced underwriting techniques to deliver an improved customer experience with no premium rate changes.

As per Empire Life's normal underwriting process for new life applications, additional underwriting requirements may still be required based on the information submitted in the application. Additionally, 10% of applications with coverage/policy amounts between \$500,000 and \$750,000 for insureds aged 18-45 will be randomly selected for additional underwriting requirements.

### Transition rules

Life insurance applications received on or after September 30, 2019 will follow the new underwriting requirements. Underwriting requirements can be found at: <https://www.empire.ca/advisor/support/underwriting>

Any pending, in-process applications will follow the applicable age and amount chart in force prior to September 30, 2019. Any applications re-opened after September 30, 2019 will follow the new underwriting guidelines.

For the term exchange program, Empire Life will follow the existing procedures for existing Preferred/Elite customers.

### Sales support

We have also updated our sales support materials (including an FAQ) and illustration software. These will be available on our advisor sites starting September 30, 2019. If you have any questions, please contact your Empire Life Sales Representative or the Sales Centre at 1-866-894-6182 or by email at [salescentre@empire.ca](mailto:salescentre@empire.ca)

### Reference

David Zhu, Director, Insurance Product Marketing

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