

UNDERWRITING REQUIREMENTS

LIFE INSURANCE AND CRITICAL ILLNESS INSURANCE

LEGEND

| | | | | | |
|--|--|-----|-------------------------|-----|---------------------------------|
| PHI | Personal History Tele-interview | TM | Treadmill Stress ECG | ECG | Electrocardiogram |
| Vitals | Vitals | FQ | Financial Questionnaire | EX | Exam by M.D |
| UHIV | Urine HIV | MVR | Motor Vehicle Report | APS | Attending Physician's Statement |
| BP | Blood Profile | PM | Paramedical | IR | Inspection Report |
| EHQ | Electronic Health Questionnaire (available for Fast & Full® applications only) | | | | |
| Non-fluid / non-medical requirements apply | | | | | |

LIFE INSURANCE

| Insurance Age | \$0 - \$99,999 | \$100,000 - \$249,999 | \$250,000 - \$300,000 | \$300,001 - \$1,000,000 | \$1,000,001 - \$2,000,000 | \$2,000,001 - \$3,000,000 | \$3,000,001 - \$10,000,000 | \$10,000,001 - \$20,000,000 |
|---------------|-------------------|-----------------------|-----------------------|-------------------------|---------------------------|---------------------------|------------------------------|--|
| 0 - 17 | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI / EHQ, FQ | PHI / EHQ, FQ |
| 18 - 40 | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI & Vitals*, BP | PHI & Vitals*, BP MVR, FQ | PHI & Vitals*, BP MVR, APS, IR** |
| 41 - 50 | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI & Vitals*, BP | PHI & Vitals*, BP MVR, FQ | PHI & Vitals*, BP MVR, ECG, APS, IR** |
| 51 - 55 | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP MVR, FQ | PHI & Vitals*, BP MVR, TM, APS, IR** |
| 56 - 60 | PHI / EHQ | PHI / EHQ | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP MVR, FQ | PHI & Vitals*, BP MVR, TM, APS, IR** |
| 61 - 70 | PHI | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP MVR, FQ | PHI & Vitals*, BP MVR, TM, APS, IR** |
| 71 - 75 | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP MVR, FQ | PHI & Vitals*, BP MVR, TM, APS, IR** |

CRITICAL ILLNESS INSURANCE

| Insurance Age | \$0 - \$99,999 | \$100,000 | \$100,001 - \$250,000 | \$250,001 - \$500,000 | \$500,001 - \$1,000,000 | \$1,000,001 - \$2,000,000 |
|---------------|---------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------------------------|
| 18 - 35 | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI, UHIV | PHI & Vitals*, BP | PHI & Vitals*, BP, APS |
| 36 - 40 | PHI / EHQ | PHI / EHQ | PHI / EHQ | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP, ECG, APS, IR |
| 41 - 50 | PHI / EHQ | PHI & Vitals*, UHIV | PHI & Vitals*, UHIV | PHI & Vitals*, BP | PHI & Vitals*, BP, ECG, APS | EX, BP, ECG, APS, IR |
| 51 - 55 | PHI & Vitals*, UHIV | PHI & Vitals*, UHIV | PHI & Vitals*, BP | PHI & Vitals*, BP, ECG | PHI & Vitals*, BP, ECG, APS | EX, BP, ECG, APS, IR |
| 56 - 60 | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP | PHI & Vitals*, BP, ECG | PHI & Vitals*, BP, ECG, APS | EX, BP, ECG, APS, IR |
| 61 - 65 | PHI & Vitals*, BP | PHI & Vitals*, BP, ECG, APS | PHI & Vitals*, BP, ECG, APS | PHI & Vitals*, BP, ECG, APS | EX, BP, ECG, APS | EX, BP, TM, APS, IR |

* Personal History Tele-interview with vitals can be replaced by a Paramedical

** Financial Requirements for \$10,000,001 - \$20,000,000 Empire Life reserves the right to request additional evidence on a case by case basis.

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IMPORTANT

UNDERWRITING GUIDELINES

Notes About Life Insurance Underwriting Requirements

Solution Series® Term Insurance: For consideration of Preferred or Elite rate classes (face amounts of \$1,000,001+), Blood Profile and Vitals are required. See the Preferred Underwriting Criteria Guide (INS-2494) for additional details. An Inspection Report may be waived if you submit the following:

- Cover Letter
- Financial Questionnaire completed by the client's accountant with 3rd party verification of income and net worth
- For business insurance: minimum 2 years corporate financial statements.

Important Underwriting Guidelines

When applying for both Life and Critical Illness insurance we do not sum the coverage amounts, we use the higher combination of requirements.

All requirements are ordered automatically by Empire Life on your behalf based on your choice of vendor, Dynacare Insurance Solutions or ExamOne.

For inquiries on status updates, please visit the Business Centre at www.empire.ca/advisor or call our Customer Service Team at 1 800 536-7683.

Underwriting requirements are based on the amount of any life insurance issued in the last six months by Empire Life.

If an MVR is required, include a valid driver's license number on the application.

In Alberta, if an MVR is requested or required the Life Insured must obtain their own MVR and submit it to Empire Life.

Quebec and British Columbia residents require a special MVR authorization. You must submit the applicable MVR authorization to Empire Life. These authorization forms are located on the Empire Advisor website under

www.empire.ca/advisor/Support/Underwriting/Questionnaires-forms.

For applications over \$3,000,000 we require a completed Personal or Business Financial Questionnaire. Please include the policy number on the applicable questionnaire. These questionnaires are located on the Empire Advisor website under

www.empire.ca/advisor/Support/Underwriting/Questionnaires-forms.

To avoid delays in issuing the contract, please include the physician or clinic information on the Life Insured(s) page in Fast & Full.

Other helpful information to submit would be: a cover letter, financial statements or completed needs analysis.

For additional tips refer to our **Financial Underwriting Guidelines** located on the Empire Advisor website under

www.empire.ca/advisor/Support/Underwriting.

Medical requirements completed in the past 12 months can usually be accepted subject to a current non-medical. If a medshare is possible, please indicate in the Underwriting Requirements section of the application which company would have the medical requirements and a policy number if available.

New Residents: Refer to the **Guidelines for Immigrants** guide located on the Empire Advisor website under

www.empire.ca/advisor/Support/Underwriting.

Guaranteed Insurability (GI): Multiply each GI unit by \$2,000 to determine evidence requirements.

IMPORTANT UNDERWRITING GUIDELINES

The maximum amount of waiver of premium for other life plans is \$2,000/month or \$24,000/yr.

For Trial applications, complete all required questions on the life application, including all medical and non-medical questions. Empire Life will order any requirements. If the client has been recently declined or highly rated by another company, please submit on a Trial application basis.

No Trial or Optional policies allowed in Fast & Full.

As per Empire Life's normal underwriting process for new applications, additional underwriting requirements may be required based on the information submitted in the application. Also, a number of new applications will be selected for additional underwriting requirements (including fluid tests) based on our random selection and predictive analytics algorithms. All life insurance applications with coverage amounts between \$500,000 and \$2,000,000 for life insureds aged 18-50 may be considered for additional underwriting requirements.

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The Empire Life Insurance Company

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Insurance & Investments – Simple. Fast. Easy.®

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