

EMPIRE LIFE INFORMATION CIRCULAR

DATE: July 11, 2011

Nº. 2011-17

CATEGORY : INSURANCE

TO : Managing General Agents, Associate General Agents, Brokers,
General Agents, Independent Financial Advisors and National Accounts

SUBJECT : **Simplified Life and Critical Illness Underwriting Requirements**

We are pleased to announce changes to simplify our *Life Insurance and Critical Illness Underwriting Requirements* (copy attached). These changes will take effect on July 18, 2011.

Do not cancel any previously ordered requirements.

Here are just a few of the highlights:

Life Insurance Underwriting Guideline Highlights

- Ages 18 to 40 - \$2,000,000 or less - Removed routine Attending Physician's Statement.
- Ages 18 to 45 - \$250,000 to \$500,000 - Removed Paramedical, replaced with Non-medical and UHIV.
- Ages 41 to 45 - \$500,001 to \$2,000,000 - Removed routine Attending Physician's Statement and ECG.
- Ages 46 to 50 - \$100,000 to \$249,999 - Removed Paramedical, replaced with Non-medical and UHIV.
- All Ages - \$10,000,000 or less - Removed Medical Exam by M.D., replaced by Paramedical.
- Stress Test (TMT) is only needed for amounts over \$5,000,000, up to age 60
- Trial application age raised from age 71 to age 76.

Inspection Report Limit Raised

- Inspection report limit raised from \$2,000,001 to \$5,000,001.
- For amounts between \$3,000,001 and \$5,000,000, complete a Personal or Business Financial Questionnaire. These questionnaires are located on our Advisor website under [Support/Underwriting/Questionnaires and Printable Forms](#).
- Other helpful information to submit would be a cover letter, financial statements or completed needs analysis. For additional tips, refer to our Advisor website under [Support/Underwriting/Financial UW Guidelines](#).

Critical Illness Underwriting Guideline Highlights

- Ages 36 to 60 - Amounts up to \$500,000 - Removed routine Attending Physician's Statement.
- Ages 18 to 40 - \$500,001 to \$1,000,000 - Removed routine Attending Physician's Statement.
- Ages 18 to 35 - \$250,000 to \$500,000 - Removed Paramedical requirement.

Express Process Our Express Process moves applications through the fast lane to get customers covered quickly and easily. We have improved our Express Process limits so more applications may now qualify.

These cases qualify for the Express Process:

- Ages 45 and under, less than \$250,000
- Ages 46 to 60, less than \$100,000

To take advantage of the Express Process, make sure the application has no underwriting requirements and that all questions have been answered completely and correctly. Leave the rest to us—we are committed to mailing a contract within six business days from the time we receive your accurately completed application.

Reference Caroline Keyes, Director, Retail Underwriting and Chief Underwriter



LIFE INSURANCE — UNDERWRITING REQUIREMENTS

Age (Age Nearest)	Amount	Requirement
0 - 17	0 to 500,000	NM
	500,001 to 3,000,000	NM, APS
	3,000,001 to 5,000,000	NM, APS, FQ
	5,000,001 and up	NM, APS, IR
18 - 40	0 to 249,999	NM
	250,000 to 500,000	NM, UHIV
	500,001 to 2,000,000	PM, BP
	2,000,001 to 3,000,000	PM, BP, APS
	3,000,001 to 5,000,000	PM, BP, APS, FQ, MVR
	5,000,001 to 10,000,000	PM, BP, APS, IR, MVR
	10,000,001 and up	EX, BP, APS, IR, MVR
41 - 45	0 to 249,999	NM
	250,000 to 500,000	NM, UHIV
	500,001 to 2,000,000	PM, BP
	2,000,001 to 3,000,000	PM, BP, ECG, APS
	3,000,001 to 5,000,000	PM, BP, ECG, APS, FQ, MVR
	5,000,001 to 10,000,000	PM, BP, TM, APS, IR, MVR
	10,000,001 and up	EX, BP, TM, APS, IR, MVR
46 - 50	0 to 99,999	NM
	100,000 to 249,999	NM, UHIV
	250,000 to 500,000	PM, UHIV
	500,001 to 1,000,000	PM, BP
	1,000,001 to 2,000,000	PM, BP, ECG
	2,000,001 to 3,000,000	PM, BP, ECG, APS
	3,000,001 to 5,000,000	PM, BP, ECG, APS, FQ, MVR
	5,000,001 to 10,000,000	PM, BP, TM, APS, IR, MVR
	10,000,001 and up	EX, BP, TM, APS, IR, MVR
51 - 55	0 to 99,999	NM
	100,000 to 249,999	NM, UHIV
	250,000 to 500,000	PM, BP
	500,001 to 2,000,000	PM, BP, ECG
	2,000,001 to 3,000,000	PM, BP, ECG, APS
	3,000,001 to 5,000,000	PM, BP, ECG, APS, FQ, MVR
	5,000,001 to 10,000,000	PM, BP, TM, APS, IR, MVR
	10,000,001 and up	EX, BP, TM, APS, IR, MVR

Age (Age Nearest)	Amount	Requirement
56 - 60	0 to 99,999	NM
	100,000 to 250,000	PM, BP
	250,001 to 1,000,000	PM, BP, ECG
	1,000,001 to 3,000,000	PM, BP, ECG, APS
	3,000,001 to 5,000,000	PM, BP, ECG, APS, FQ, MVR
	5,000,001 to 10,000,000	PM, BP, TM, APS, IR, MVR
61 - 65	0 to 99,999	PM
	100,000 to 250,000	PM, BP
	250,001 to 1,000,000	PM, BP, ECG
	1,000,001 to 3,000,000	PM, BP, ECG, APS
	3,000,001 to 5,000,000	PM, BP, TM, APS, FQ, MVR
	5,000,001 to 10,000,000	PM, BP, TM, APS, IR, MVR
66 - 70	0 to 99,999	PM
	100,000 to 250,000	PM, BP
	250,001 to 3,000,000	PM, BP, ECG, APS
	3,000,001 to 5,000,000	PM, BP, TM, APS, FQ, MVR
	5,000,001 to 10,000,000	PM, BP, TM, APS, IR, MVR
	10,000,001 and up	EX, BP, TM, APS, IR, MVR
71 - 75	0 to 100,000	PM, BP
	100,001 to 250,000	PM, BP, ECG
	250,001 to 3,000,000	PM, BP, ECG, APS
	3,000,001 to 5,000,000	PM, BP, TM, APS, FQ, MVR
	5,000,001 to 10,000,000	PM, BP, TM, APS, IR, MVR
	10,000,001 and up	EX, BP, TM, APS, IR, MVR
76 and up	Trial Application - For all amounts submit an application, including a fully completed non-medical. Do not order any requirements until advised by Underwriting.	

LEGEND

NM	Non-medical	ECG	Electrocardiogram
PM	Paramedical	TM	Treadmill Stress ECG
UVIH	Urine HIV	IR	Inspection Report
APS	Attending Physician's Statement	FQ	Financial Questionnaire
BP	Blood Profile	MVR	Motor Vehicle Report
EX	Exam by M.D.		

FOR ADVISOR USE ONLY



CRITICAL ILLNESS INSURANCE— UNDERWRITING REQUIREMENTS

Age (Age Nearest)	Amount	Requirement
18 - 35	0 to 99,999	NM
	100,000 to 500,000	NM, UHIV
	500,001 to 1,000,000	PM, BP
	1,000,001 to 2,000,000	PM, BP, APS
36 - 40	0 to 99,999	NM
	100,000 to 250,000	NM, UHIV
	250,001 to 1,000,000	PM, BP
	1,000,001 to 2,000,000	PM, BP, ECG, APS, IR
41 - 45	0 to 99,999	NM
	100,000 to 250,000	PM, UHIV
	250,001 to 500,000	PM, BP
	500,001 to 1,000,000	PM, BP, ECG, APS
	1,000,001 to 2,000,000	EX, BP, ECG, APS, IR
46 - 50	0 to 99,999	NM
	100,000 to 250,000	PM, UHIV
	250,001 to 500,000	PM, BP
	500,001 to 1,000,000	PM, BP, ECG, APS
	1,000,001 to 2,000,000	EX, BP, ECG, APS, IR
51 - 55	0 to 100,000	PM, UHIV
	100,001 to 250,000	PM, BP
	250,001 to 500,000	PM, BP, ECG
	500,001 to 1,000,000	PM, BP, ECG, APS
	1,000,001 to 2,000,000	EX, BP, ECG, APS, IR
56 - 60	0 to 250,000	PM, BP
	250,001 to 500,000	PM, BP, ECG
	500,001 to 1,000,000	PM, BP, ECG, APS
	1,000,001 to 2,000,000	EX, BP, ECG, APS, IR
61 - 65	0 to 99,999	PM, BP
	100,000 to 500,000	PM, BP, ECG, APS
	500,001 to 1,000,000	EX, BP, ECG, APS
	1,000,001 to 2,000,000	EX, BP, TM, APS, IR

LEGEND

NM	Non-medical	ECG	Electrocardiogram
PM	Paramedical	TM	Treadmill Stress ECG
UHVH	Urine HIV	IR	Inspection Report
APS	Attending Physician's Statement	FQ	Financial Questionnaire
BP	Blood Profile	MVR	Motor Vehicle Report
EX	Exam by M.D.		

FOR ADVISOR USE ONLY



IMPORTANT UNDERWRITING GUIDELINES

When applying for both Life and Critical Illness insurance do not sum the coverage amounts. Check both requirement charts and order the higher combination of requirements.

All requirements are ordered by the advisor except the Attending Physician's Statement, Inspection Report and MVR. If an MVR is required, include a valid driver's license number on the application. In Alberta if an MVR is requested/required, the Life Insured must obtain their own MVR and submit it to Empire Life.

Inspection Reports are ordered on all cases starting at \$5,000,001. Between \$3,000,001 and \$5,000,000 we require a completed Personal or Business Financial Questionnaire. These questionnaires are located on the Empire Advisor website under **Support/Underwriting/Questionnaires and Printable forms**.

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 **Support/Underwriting**.

For Trial applications, complete all required questions on the life application, including all medical and non-medical questions and do not order any requirements. Medical requirements should not be ordered if the client has been declined or highly rated by another company. Please submit on a Trial application basis.

Use only the following Empire Life approved paramedical facilities:

- Quality Underwriting / QUS - www.qus.ca
- MedAxio - www.MedAxio.com
- Hooper Holmes - www.hooperholmes.ca
- Exam One - www.examone.ca
- Watermark - www.watermarkinsurance.com

To determine Underwriting requirements, include in the amount any life insurance issued in the last six months by Empire Life.

Medical requirements completed in the past six months can usually be accepted subject to a current non-medical.

New Residents: Refer to the **New Immigrants and Foreign Travel Guide** located on the Empire Advisor website under **Support/Underwriting**.

Over \$1 Million: Applications must be submitted on a C.O.D. basis if the amount of insurance on any applicant is \$1,000,001 or greater.

Guaranteed Insurability: Multiply each GI unit by \$2000 to determine evidence requirements.

For Optional policies order the requirements based on the higher amount. Additional requirements may be ordered as determined by the Underwriter for proper risk appraisal.

The maximum amount of Trilogy premium for waiver of planned premium is \$1,500/month or \$18,000/yr.

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