SBLI

OmniTrak™ and Flex Whole Life Field Underwriting Guide

Table of Contents

The SBLI Underwriting Advantage

- Expanded accelerated underwriting face amounts- $2M ages 18-50/$1M ages 51-60
- Liberalized Build Chart
- Liberalized criteria into best classes for Family History
- Faster path to best classes for past history of tobacco use
- Best class consideration for mild and well-controlled chronic impairments
- Liberal cigar use guidelines with full disclosure and negative nicotine results
- Best class access for treated and controlled hypertension/cholesterol
- SBLI Healthy Credits Program allows for improved assessments for mild to moderate risks
- Automatic Optimization for favorable risks with existing requirements
- Direct access to SBLI Underwriting Team

Application Submission

SBLI's streamlined, digital solution is available for Flex Whole Life and OmniTrak Term life insurance and is easier than ever. Applications can be submitted via drop ticket through iPipeline, Applicint, and the IXN mobile app or directly through Techficient.

ACCELERATED UNDERWRITING (AU) APPLICATIONS	TRADITIONAL UNDERWRITING APPLICATIONS
To use the real-time decision process, all eligible AU cases must be submitted digitally. Eligible cases include applicants: • Age 18–50 with face amounts of $2,000,000 or less, and age 51–60 with face amounts of $1,000,000 or less Please note: While some eligible AU applicants may receive immediate approval, others may be referred for further underwriting with lab-free consideration or moved to traditional underwriting, which includes scheduled labs and vitals.	Cases that fall within traditional underwriting parameters can be submitted either as a paper application or digitally. These include: • Applicants age 51 and above with face amounts over $1,000,000 • Any case with a face amount exceeding $2,000,000 • Juvenile cases Forms can be submitted to customerservice@sbli.com.

Digital Application Completion Options

OmniTrak Term
- Drop e-ticket/tele-interview via iPlpeline, Applicint, or the IXM mobile app
- Digital Agent Assist via Techficient
- Digital Client Completion via Techficient

Flex Whole Life:
- Drop e-ticket/tele-interview via Applicint

A Quick, Convenient Underwriting Process

Interview Initiated

Client begins online or phone interview; or agent assists with application

Automated Review

- Query underwriting data tools
- Lab-free determination
- Automated underwriting review takes place during client interview

Interview Decision

In real time, either
- Approval
- Refer to underwriting
- Lab/Vitals Required

Policy Issue and Delivery

Policy issued and delivered digitally

A faster, more efficient underwriting experience designed to simplify the application process for you and your clients.

Age and Amount Underwriting Requirements

Amounts	0–17 years[1]	18–30 years	31–40 years	41–50 years	51–60 years	61–69 years	70–80 years
Up to $250,000	Non-medical	AU[2]	AU[2]	AU[2]	AU[2]	Para BP/HOS MVR Rx	Para BP/ HOS EKG MVR Rx
$250,001 – $500,000	Non-medical	AU[2]	AU[2]	AU[2]	AU[2]	Para BP/HOS MVR Rx	Para BP/ HOS EKG MVR Rx
$500,001 – $1,000,000	Underwriter discretion	AU[2]	AU[2]	AU[2]	AU[2]	Para BP/HOS MVR Rx	Para BP/ HOS EKG MVR Rx
$1,000,001 – $2,000,000	Underwriter discretion	AU[2]	AU[2]	AU[2]	Para BP/HOS MVR Rx	Para BP/HOS NT-Pro BNP MVR Rx	Para BP/HOS NT-Pro BNP EKG MVR Rx
$2,000,001 – $5,000,000	Underwriter discretion	Para BP/HOS MVR Rx	Para BP/ HOS MVR Rx	Para BP/HOS NT-Pro BNP MVR Rx	Para BP/HOS MVR NT-Pro BNP Rx	Para BP/HOS EKG MVR Rx NT-Pro BNP	Para BP/HOS NT-Pro BNP EKG MVR Rx
$5,000,001 – $10,000,000	Underwriter discretion	Para BP/HOS MVR Rx	Para BP/HOS MVR Rx	Para BP/HOS NT-Pro BNP MVR Rx	Para BP/HOS EKG MVR Rx NT-Pro BNP	Para BP/HOS NT-Pro BNP EKG MVR Rx	Para BP/HOS NT-Pro BNP EKG MVR Rx
$10,000,001 and over	Underwriter discretion	Para BP/HOS MVR Rx	Para BP/HOS MVR Rx	Para BP/HOS EKG MVR Rx	Para BP/HOS EKG MVR Rx NT-Pro BNP	Para BP/HOS NT-Pro BNP EKG MVR Rx	Para BP/HOS EKG MVR Rx NT-Pro BNP

[1] For ages 0–17, Whole Life products are based on the net amount at risk.

[2] SBLI's Accelerated Underwriting process only applies to issue ages 18–50, face amounts $100,000 - $2,000,000 and issue ages 51–60, face amounts $100,000 - $1,000,000. Requirements include: MIB, MVR, Prescription database results and Medical Claims diagnosis codes, LabPiQ-ure, FCRA public data analytics score, Application Part 1, Application Part 2 with either teleunderwriting completed through an SBLI-approved fulfillment vendor or via an online SBLI application. Please note applicants who do not qualify for accelerated underwriting will be traditionaly underwritten and will require laboratory tests and an examination.

Key	
Para	Paramedical Exam (Nurse/Examiner)
BP	Blood Profile with HIV Test/PSA over age 50
HOS	Home Office Specimen (Urine)
EKG	Electrocardiogram (Resting)
MVR	Motor Vehicle Reports
NT Pro BNP	Natriuretic Peptide Test handled by laboratory
Rx	Includes prescription and medical claims information

Consumer Inspection Report	
To age 69:	Personal coverage over $10,000,000; Business coverage over $5,000,000
To age 70+:	Any purpose over $1,000,000

Underwriting Class Guidelines

Preferred Plus Non-Nicotine Criteria (standard risk with no extra mortality) for all cases.

Criteria	Preferred Plus	
Nicotine use	• No nicotine products in the last three years • Occasional cigar use can be considered non-nicotine if 24 or less per year, is fully admitted on the application and current nicotine test is negative	
Personal history	• No personal history of cardiovascular disease, diabetes and/or cancer, excluding certain squamous and basal cell skin cancers	
Drug & alcohol history	• No history of, or treatment for, drugs or alcohol	
Family history	• No death of parent or sibling, prior to age 60, of cardiovascular disease or familial cancer such as • breast, ovarian, prostate, melanoma, thyroid, lymphoma, colon (gender-specific cancers are applicable to same-sex applicants only) • Waived if insured is 65 or older and meets all other preferred plus criteria • Family history is disregarded if insured is age 70 or over	
Driving history	• No more than one DUI violation • No DUI or Reckless in the last five years • No more than two moving violations in the last three years • No license suspension in the last three years, individual consideration	
Cholesterol (treated or untreated)	• 120 minimum/300 maximum	
Cholesterol/HDL ratio (treated or untreated)	• Maximum 5.0 males • Maximum 4.5 females	
Blood pressure (treated or untreated)	• 135/85 up to age 60 • 140/85 age 61 and over	
Avocation	• No hazardous occupations/avocations • No active military duties • Scuba diving < 100 feet • No private aviation	
Foreign Nationals	• U.S. resident for the last two years	
Build	• Refer to build chart on page 12	
Other qualifying conditions (this list is not inclusive of all qualifying conditions)	• Anxiety – Diagnosed over a year ago – Treated with one medication • Attention Deficit Hyperactivity Disorder – Treated with one medication • Asthma – Exercise-induced – Mild, no steroids • Benign heart murmur	• Iron deficiency anemia (most causes) • Basal/Squamous Cell (<3 total lesions removed, last one greater than 6 months ago) • Hyperthyroidism/hypothyroidism • Marijuana – Intermittent/occasional use (<4x a month)

Underwriting Class Guidelines

Preferred Non-Nicotine Criteria (standard risk with no extra mortality) for all cases.

Criteria	Preferred
Nicotine use	• No nicotine products in the last two years • Occasional cigar use can be considered non-nicotine if 24 or less per year, is fully admitted on the application and current nicotine test is negative
Personal history	• No personal history of cardiovascular disease, diabetes and/or cancer, excluding certain squamous and basal cell skin cancers
Drug & alcohol history	• No history of, or treatment for, drugs or alcohol in the last ten years
Family history	• No death of parent, prior to age 60, of cardiovascular disease or familial cancer such as breast, ovarian, prostate, melanoma, thyroid, lymphoma, colon (gender-specific cancers are applicable to same-sex applicants only) – Waived if insured is 65 or older and meets all other preferred criteria – Family history is disregarded if insured is age 70 or over
Driving history	• No more than one DUI violation • No DUI or Reckless in the last five years • No more than two moving violations in the last three years • No license suspension in the last three years, individual consideration
Cholesterol (treated or untreated)	• 120 minimum/300 maximum
Cholesterol/HDL ratio (treated or untreated)	• Maximum 5.5 males • Maximum 5.0 females
Blood pressure (treated or untreated)	• 135/85 up to age 60 • 140/90 age 61 and over
Avocation	• No hazardous occupations/avocations • Active military considered if stationed in U.S. and non-hazardous occupation • Scuba diving < 100 feet • Specific aviation criteria (see page 18 for details)
Foreign Nationals	• U.S. resident for the last two years
Build	• Refer to build chart on page 12
Other qualifying conditions	• Anxiety (diagnosed > one year, controlled on no more than one medication) • Sleep Apnea (diagnosed > one year, controlled on CPAP) • Mild rheumatoid arthritis (treated w/ NSAID/Analgesic/Aspirin)

Underwriting Class Guidelines

Select Non-Nicotine Criteria (standard risk with no extra mortality) for all cases.

Criteria	Select
Nicotine use	• No nicotine products in the last one year (12 months) • Occasional cigar use can be considered non-nicotine if 24 or less per year, is fully admitted on the application and current nicotine test is negative
Personal history	• No personal history of cardiovascular disease, diabetes and/or cancer
Drug & alcohol history	• No history of, or treatment for, drugs or alcohol in the last ten years
Family history	• No more than one death of parent, prior to age 60, of cardiovascular disease or familial cancer such as breast, ovarian, prostate, melanoma, thyroid, lymphoma, colon (gender-specific cancers are applicable to same-sex applicants only)
Driving history	• No DUI violation in the last three years • No more than three moving violations in the last three years
Cholesterol (treated or untreated)	• 120 minimum/300 maximum
Cholesterol/HDL ratio (treated or untreated)	• Maximum 6.5 males • Maximum 6.0 females
Blood pressure (treated or untreated)	• 140/90 up to age 60 • 145/90 age 61 and over
Avocation	• Scuba diving < 100 feet
Foreign Nationals	• U.S. resident for the last two years
Build	• Refer to build chart on page 12
Other qualifying conditions	• Depression (diagnosed >1 year, controlled on no more than one medication) • Gastric bypass/banding/sleeve (greater than five years) • Polycystic ovarian syndrome

Standard Non-Nicotine Criteria (standard risk with no extra mortality) for all cases.

Criteria	Standard
Nicotine Use	• No nicotine products in the last year (12 months) • Occasional cigar use can be considered non-nicotine if 24 or less per year, is fully admitted on the application and current nicotine test is negative
Drug & Alcohol History	• No history of, or treatment for, drugs or alcohol in the last seven years
Family History	• More than one cardiovascular death in parents, individual consideration
Driving History	• No DUI violation in the last two years • No more than three moving violations in the last three years
Cholesterol (treated or untreated)	• 120 minimum/300 maximum
Cholesterol/HDL Ratio (treated or untreated)	• Maximum 7.0
Blood Pressure (treated or untreated)	• Insurability and ratings depend on actual B/P and other medical conditions
Avocation	• Scuba diving < 130 feet • Review Aviation section on page 18
Foreign Nationals	• U.S. resident for the last two years
Build	• Refer to build chart on page 12

Underwriting Class Guidelines

Preferred Nicotine Criteria (standard risk with no extra mortality) for all cases.

Criteria	Preferred
Personal history	• No personal history of cardiovascular disease, diabetes and/or cancer
Drug & alcohol history	• No history of, or treatment for, drugs or alcohol in the last ten years
Family history	• No death of parent, prior to age 60, of cardiovascular disease or familial cancer such as breast, ovarian, prostate, melanoma, thyroid, lymphoma, colon (gender-specific cancers are applicable to same-sex applicants only).
Driving history	• No more than 1 DUI violation • No DUI or Reckless in the last five years • No more than two moving violations in the last three years • No license suspension in the last three years, individual consideration
Cholesterol (treated or untreated)	• 120 minimum/300 maximum
Cholesterol/HDL ratio (treated or untreated)	• Maximum 5.5
Blood pressure (treated or untreated)	• 135/85 up to age 60 • 140/90 age 61 and over
Occupation/avocation	• No hazardous occupations/avocations • No active military duties • Scuba diving < 100 feet • No private aviation
Foreign Nationals	• U.S. resident for the last two years
Build	• Refer to build chart on page 12

Standard Nicotine Criteria (standard risk with no extra mortality) for all cases.

Criteria	Standard
Drug & alcohol history	• No history of, or treatment for, drugs or alcohol in the last seven years
Family history	• More than one cardiovascular death in parents, individual consideration
Driving history	• No DUI violation in the last two years • No more than three moving violations in the last three years
Cholesterol (treated or untreated)	• 120 minimum/300 maximum
Cholesterol/HDL ratio (treated or untreated)	• Maximum 7.0
Blood pressure (treated or untreated)	• Insurability and ratings depend on actual B/P and other medical conditions
Avocation	• Scuba diving < 130 feet • Review Aviation section on page 21
Foreign Nationals	• U.S. resident for the last two years
Build	• Refer to build chart on page 12

Please note cases meeting the above criteria for any of these classes may not qualify for that class for other reasons.

Accelerated Underwriting Guidance

Medical conditions likely to be acceptable for accelerated underwriting

Clients with the following medical conditions are likely to be good candidates for immediate approval in our accelerated underwriting process. This list is not all-inclusive.

- Attention Deficit Hyperactivity disorder controlled on one medication
- Basal/Squamous Cell (<three total lesions removed, last one greater than six months ago)
- Benign heart murmur
- Depression (diagnosed >one year, controlled on no more than one medication)
- Gastric bypass/banding/sleeve (greater than five years)
- Hypercholesterolemia treated with maximum total cholesterol not exceeding 300
- Hyperthyroidism/hypothyroidism
- Hypertension controlled (on treatment)
- Iron deficiency anemia (most causes)
- Marijuana – under 11 times/month
- Mild or exercised-induced asthma not treated with steroids
- Polycystic ovarian syndrome
- Sleep apnea – mild and CPAP-compliant diagnosed over one year
- Treated anxiety on no more than one medication and diagnosed over one year ago
- Specific aviation criteria (see page 18 for details)

Declined Situations and Impairments

The following impairments will likely be declined. This list is not all-inclusive.

- AIDS/HIV+ status
- Alcohol abuse with current use
- ALS (Amyotrophic Lateral Sclerosis)
- Alzheimer's disease, dementia or significant cognitive impairments related to functionality
- Any cancer diagnosis within two years other than Basal or Squamous Cell skin cancers
- Chronic pain treatment, severe receiving disability, or narcotic use
- Cirrhosis of the liver
- Congestive heart failure
- COPD/emphysema or chronic bronchitis, severe or with current nicotine use
- Cystic Fibrosis
- Defibrillator use
- Stroke within last year
- Suicide attempt within five years
- Depression, severe, recurrent or with multiple inpatient hospitalization history
- Diabetes with co-morbidities, including significant cardiac disease or impairment of renal function or mobility
- Heart/cardiac disease, multiple vessels diagnosed within the last two years or any past history with current nicotine use
- Huntington's Disease
- Muscular Dystrophy
- Multiple Sclerosis (if symptoms are progressing)
- Organ transplants, in most recent scenarios
- Quadriplegia
- Pulmonary hypertension
- Renal failure, renal insufficiency, severe
- Substance abuse within five years
- Surgical repair of heart valves, aneurysms, intracranial tumors, or major organs within the last six months
- Criminal activity
  - Any felony within the last 10 years
  - Criminal history with no wellness care
  - Any history of fraud, drug dealing or crimes of sexual nature
- DUI, more than two, or under age 25, within the last year
- Unemployed (other than homemaker or retired) with minimal household income or dependent on SSI/Disability benefits
- Bankruptcy filing within the last two years or past multiple filings
- Liens/judgments, outstanding activity that exceeds $50,000
- Heavy collection activity or significant bad debt/repossession activity

Medical Record Ordering Guidelines

Medical records may be ordered if the proposed insured has been seen by a healthcare professional, subject to the guidelines outlined below.

Age[1]	$0 - $750,000	$750,001 - $1,000,000	$1,000,001 - $2,000,000	$2,000,001 and up
18-40	N/A	N/A	N/A	Two years
41-50	N/A	N/A	N/A	Two years
51-60	N/A	N/A	Two years	All cases
61+	All cases	All cases	All cases	All cases

[1]Ages 0-50, no medical records will be ordered for any approved accelerated underwriting case. In all other cases underwriters may require medical records depending on age and amount criteria or for cause.

Medical records are required for the following conditions:

- Alcohol or drug history
- Aneurysm
- Arrhythmia
- Barrett's Esophagus
- Blood disorders
- Cancer, tumors or biopsies
- Cerebral Vascular Disease/Stroke/Hemorrhage
- Chronic Obstructive Pulmonary Disease
- Coronary Artery Disease/Angina
- Crohn's/Ulcerative Colitis
- Diabetes
- Eating disorders
- Embolism
- Pulmonary disorders
- Epilepsy/Seizure/TIA
- Heart disorders
- Hepatitis B and C
- Kidney disorders
- Liver disorders
- Mental/Psychiatric disorders
- Multiple Sclerosis
- Pancreatic disorders (except Acute Pancreatitis)
- Paraplegia
- Parkinson's disease
- Prostate/PSA abnormalities
- Syncope
- Vascular Disease

This list covers only common disorders and does not limit the SBLI Underwriting Department from ordering medical records for those impairments that are deemed necessary.

Non-Nicotine and Nicotine Build Chart

Height	Preferred + non-nicotine up to	Preferred non-nicotine	Select non-nicotine	Standard non-nicotine	Preferred nicotine up to	Standard nicotine
4'8"	136	137-145	146-157	158-174	145	146-174
4'9"	141	142-150	151-162	163-180	150	151-180
4'10"	145	146-155	156-167	168-186	155	156-186
4'11"	150	151-160	161-172	173-192	160	161-192
5'0"	155	156-165	166-178	179-198	165	166-198
5'1"	159	160-170	171-183	184-204	170	171-204
5'2"	164	165-175	176-189	190-210	175	176-210
5'3"	169	170-180	181-195	196-217	180	181-217
5'4"	174	175-186	187-200	201-223	186	187-223
5'5"	179	180-191	192-206	207-230	191	192-230
5'6"	184	185-197	198-212	213-236	197	198-236
5'7"	189	190-202	203-218	219-244	202	203-244
5'8"	195	196-208	209-224	225-251	208	209-251
5'9"	200	201-214	215-231	232-258	214	215-258
5'10"	206	207-219	220-237	238-265	219	220-265
5'11"	211	212-225	226-243	244-273	225	226-273
6'0"	217	218-231	232-250	251-281	231	232-281
6'1"	222	223-237	238-257	258-289	237	238-289
6'2"	228	229-244	245-263	264-296	244	245-296
6'3"	234	235-250	251-270	271-304	250	251-304
6'4"	240	241-256	257-277	278-312	256	257-312
6'5"	246	247-263	264-284	285-319	263	264-319
6'6"	252	253-269	270-291	292-328	269	270-328
6'7"	258	259-276	277-298	299-336	276	270-336
6'8"	264	265-283	284-305	306-344	283	284-344
6'9"	270	271-289	290-313	314-353	289	290-353
6'10"	273	274-293	294-318	319-360	293	294-360
6'11"	283	284-303	304-328	329-370	303	304-370

Substandard Build Chart

	Rating						
Height	50 debits	75 debits	100 debits	125 debits	150 debits	175 debits	200 debits
4’8”	175-180	181-188	189-195	196-202	203-209	210-216	217-220
4’9”	181-186	187-195	196-201	202-209	210-216	217-224	225-228
4’10”	187-192	193-201	202-208	209-216	217-223	224-231	232-235
4’11”	193-199	200-208	209-215	216-223	224-231	232-239	240-243
5’0”	199-205	206-215	216-222	223-230	231-238	239-246	247-251
5’1”	205-211	212-221	222-229	230-238	239-246	247-254	255-260
5’2”	211-218	219-228	229-237	238-245	246-254	255-262	263-268
5’3”	218-225	226-236	237-244	245-253	254-262	263-271	272-276
5’4”	224-232	233-243	244-252	253-260	261-269	270-279	280-285
5’5”	231-239	240-250	251-259	260-268	269-278	279-287	288-293
5’6”	237-246	247-257	258-266	267-276	277-286	287-296	297-302
5’7”	245-253	254-265	266-274	275-284	285-294	295-305	306-311
5’8”	252-260	261-273	274-282	283-292	293-303	304-313	314-320
5’9”	259-268	269-280	281-290	291-301	302-312	313-323	324-329
5’10”	266-276	277-288	289-298	299-309	310-320	321-332	333-339
5’11”	274-283	284-296	297-306	307-318	319-329	330-341	342-348
6’0”	282-290	291-304	305-315	316-327	328-339	340-351	352-358
6’1”	290-299	300-314	315-324	325-336	337-348	349-360	361-368
6’2”	297-307	308-321	322-332	333-345	346-357	358-370	371-377
6’3”	305-315	316-330	331-341	342-353	354-367	368-380	381-387
6’4”	313-323	324-339	340-350	351-363	364-375	376-389	390-397
6’5”	320-331	332-347	348-359	360-373	374-386	387-400	401-407
6’6”	329-340	341-356	357-368	369-382	383-396	397-410	411-418
6’7”	337-348	349-365	366-378	379-392	393-406	407-420	421-428
6’8”	345-357	358-374	375-387	388-401	402-416	417-431	432-439
6’9”	354-366	367-383	384-396	397-411	412-426	427-441	442-450
6’10”	361-373	374-392	393-406	407-421	422-437	438-453	454-462
6’11”	371-383	384-402	403-416	417-431	432-447	448-463	464-472

Financial Underwriting Guidelines and Tips

The purpose of financial underwriting is to determine whether the amount of coverage applied for and in-force bears a reasonable relationship to an untimely loss.

Simply put, the amount of insurance applied for and in-force should be compatible with the established needs.

Of course, clients' needs often change as they age. That's why we recommend a detailed cover letter, providing information about the sales design, source of premium and ultimate total line of coverage your client plans to have with all carriers. This will help expedite the underwriting process.

The Financial Application Supplement (AM-26.2) is included in the application package and should be completed on applications in excess of $5,000,000 (applied for and in-force).

Preparing your clients at the time of sale with relevant financial questions to anticipate will help us secure the information to provide the quickest assessment possible.

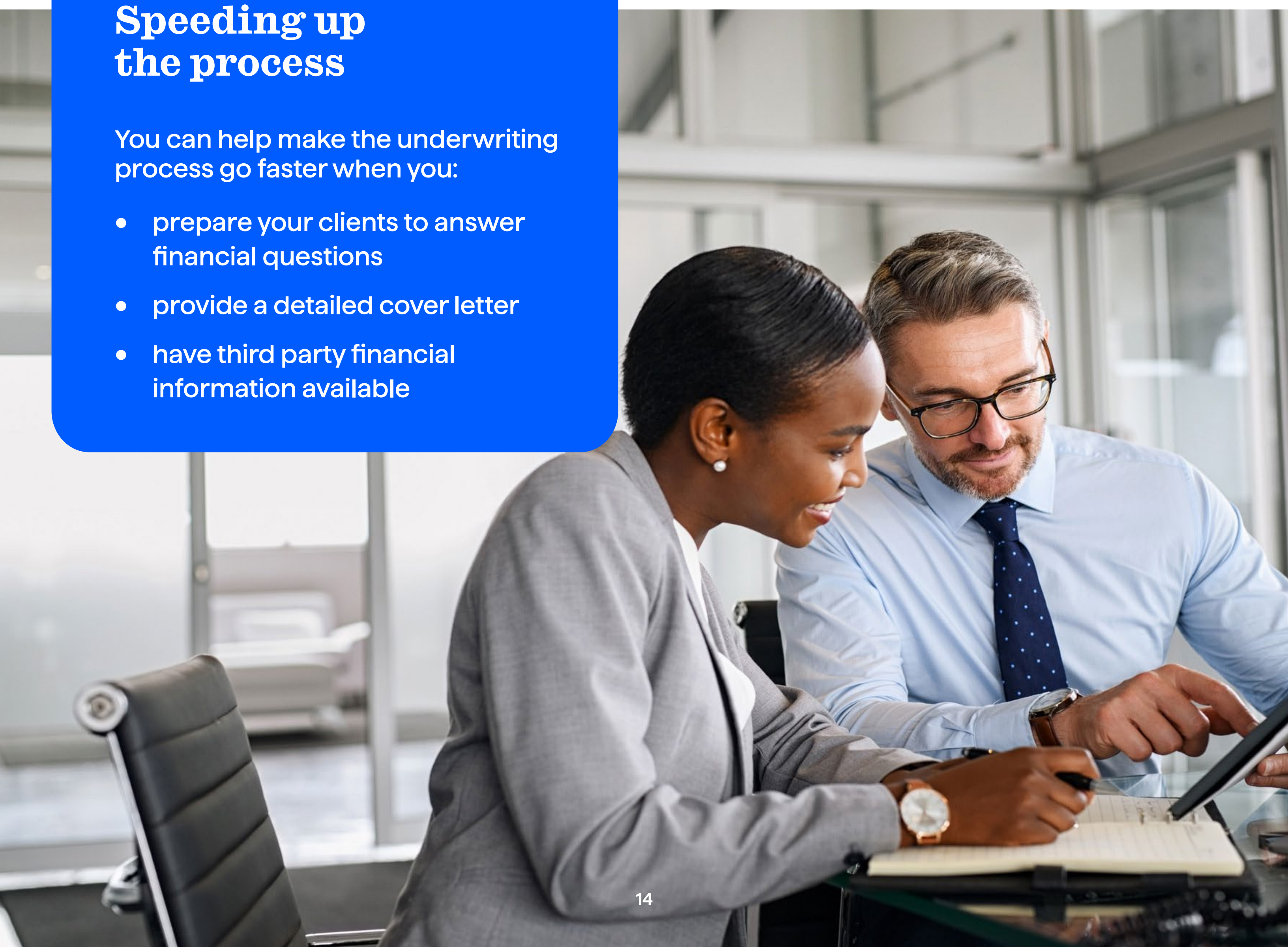
Our underwriting team makes every effort to obtain the necessary information with the published age/amount requirements.

Third party financial documentation (tax returns, itemized and signed financial statements from a CPA or attorney on letterhead, brokerage statements, etc.) may be required when we cannot adequately develop the necessary information with routine requirements.

Speeding up the process

You can help make the underwriting process go faster when you:

- prepare your clients to answer financial questions
- provide a detailed cover letter
- have third party financial information available



Financial Underwriting Guidelines and Tips

Income Replacement

Income replacement coverage establishes security against loss by providing funds to repay personal debt and continue an income stream for dependent family members.

Traditionally, this value is calculated using a multiple of earned income approach. Income includes:

- Salaries
- Wages
- Bonuses

Up to half of unearned income (investment income) can be considered, in addition to earned income in certain circumstances.

Lower multiplier formulas should be considered when reported income figures may be difficult to verify, sources may not be knowledgeable, the applicant is new to the occupation, makes frequent occupational changes or the occupation has low potential for growth.

Homemakers: coverage up to $2,000,000 if spouse has similar coverage. Higher amounts considered based on overall household financial profile/net worth.

Age	Multiple of income
To age 30	30
31-40	25
41-50	20
51-60	15
61-65	10
66-70	7
71 & over	IC

Supporting you every step of the way

Throughout the entire process, we're committed to helping you provide clients with the right amount of life insurance to maintain their existing lifestyles.

Financial Underwriting Guidelines and Tips

Estate Conservation

Life insurance proceeds are used to satisfy potentially significant costs associated with estate transfer, thereby avoiding a forced sale of assets at death.

In some instances, income replacement and estate conservation may be considered at the same time.

Estate growth is not always justified

SBLI will use the lesser of Life Expectancy or the chart below to calculate the projected future value of a client's current net worth.

Ages	40 % (tax rate) of projected net worth
To age 60	6% for lesser of 10 years or LE (multiply by 1.8)
61-65	6% for lesser of 8 years or LE (multiply by 1.6)
66-70	6% for lesser of 6 years or LE (multiply by 1.4)
71 & over	IC

*This is designed to provide general information on the subjects covered. Pursuant to IRS Circular 230, it is not intended to provide specific legal or tax advice and cannot be used to avoid tax penalties or to promote, market or recommend any tax plan or arrangement. The client should be encouraged to consult their personal tax advisor or attorney.

Addressing concurrent replacement and estate conservation needs

65-year-old female with
$7,000,000 current net worth

$7,000,000 x 1.6 = **$11,200,000**
(projected future value net worth at 6%)
- **$5,000,000** (approx. estate tax exemption) =

$6,200,000 x 40% (tax rate) =
$2,480,000 of life insurance

Estate protection need

Estate conservation

Estate conservation is often the key financial goal for clients seeking asset protection and estate tax planning. We are committed to helping your clients reach this goal.

Financial Underwriting Guidelines and Tips

Personal Creditor Insurance/ Loan Protection

- Provide the amount, purpose and terms of loan (should be a minimum of seven years)
- Generally, we will insure 80% of the loan
- Collateral assignment form is required

Personal Bankruptcy (Chapter 13 or 7)

- Generally, cases involving bankruptcies will not be considered until the bankruptcy has been resolved/ discharged for at least two years
- Underwriting may ask for copies of the bankruptcy petition and/or final discharge papers
- Clients with recent or multiple bankruptcy filings are generally not ideal candidates for our Accelerated Underwriting process

Juvenile Insurance

- We advocate a relationship between the amount applied for and the parent's insurance program
- Limit to 50% of the primary income earner's insurance amount; individual consideration for higher amounts
- Insurable interest is generally limited to parents and grandparents
- All juvenile siblings should have similar amounts of coverage

Charitable Giving

- Most often, the goal of using life insurance in charitable giving is to provide an uninterrupted continuation of an existing pattern of giving
- An average of the most recent three years of gifts to the charity, annual contribution x 10 years (or remaining life expectancy) = charitable amount of life insurance

Buy/Sell

- Business partners or owners may be insured in proportion to their percentage of ownership
- Identification of major owners and their respective ownership positions is required
- Valuation of the company generally equals 5–15 times net earnings, depending on the industry
- If a valuation other than a multiple of net earnings or ownership percentage of the value of the business was used, please provide details of the formula used in the needs analysis

Key Employee

- To determine a suitable value, we generally use a multiple of salary (10 times) based on skill, industry, experience and other relevant criteria
- The Key Employee should possess a special skill, serve as a source of business for the firm or hold a patent in his/her name
- The Key Employee's name and industry reputation should be of value to the company
- The Key Employee should hold partial ownership in the business and be highly paid
- Business Loan (Creditor) insurance must be in place
- Lenders may insist on coverage of owners to pay outstanding principal balance due to an owner's premature death
- Underwriting may ask for documentation of the loan (should be a minimum of seven years)
- Collateral assignment form is required

The SBLI Advantage

Our underwriting team is available to help you understand and evaluate products and options so you can present the appropriate solution to clients.

*This is designed to provide general information on the subjects covered. Pursuant to IRS Circular 230, it is not intended to provide specific legal or tax advice and cannot be used to avoid tax penalties or to promote, market or recommend any tax plan or arrangement. The client should be encouraged to consult their personal tax advisor or attorney.

Non-Medical Information Guidelines

Aviation Information

Medically standard or better risk class: ages 27–60	Best rate class available: ages 27–60
Paid Aviation/Commercial Pilots (flying in U.S. or Canada for major airlines)	Preferred Plus Non-Nicotine/Preferred Nicotine
Paid Aviation/Other	Standard with possible flat extra[1]
Instructors	Standard with a flat extra[1]
Private Aviation • Minimum of 1,000 solo hours • Maximum of 300 flying hours annually • No Aviation sport activities • Clear MVR in the past five years • No FAA violations	Instrument Rating certification—Preferred Non-Nicotine/ Preferred Nicotine Without Instrument Rating certification—Select Non-Nicotine/ Select Nicotine
Student Pilots	Standard with a flat extra[1]

[1]Flat extra amounts depend on details regarding type of aviation activity, experience, hours of flight activity per year, locations of flight activity and overall aviation risk profile.

Foreign Nationals

SBLI's position to accept applications from foreign nationals/non-U.S. citizens living in the U.S., who intend to remain permanently, is on an individual consideration basis. It includes the following:

- Minimum of two years permanent U.S. residency
- U.S.-issued visa, other than a student visa, or one allowing temporary visitation only
- U.S.-issued Social Security number
- U.S.-based assets (other than bank accounts) with documentation available upon request
- Healthcare established and performed only in the U.S.
- Details of occupation and source of premium to support a U.S.-based product sale
- Details of annual foreign travel activity

Military Personnel

Applicants in the military service can be considered for coverage with certain specifications:

- Amounts should bear a reasonable relationship to the risk from a financial standpoint, taking age, rank, family status and military duty assignments into consideration; no amount limitations for pay grades have been specified; each set of circumstances will receive individual consideration

Applicants involved in the following military special forces will not be considered for insurance:

- Army Rangers
- Delta Force
- U.S. Army Special Forces (e.g. Green Berets)
- Navy SEALs or Navy Special Warfare Development Group
- Air Force Special Forces

It is suggested that for all military applicants, a questionnaire be completed and submitted to the home office for consideration.

The Military Sales Disclosure Form A-77.1 (DA-77.1 in CT) is required for all applicants for life insurance policies and annuity contracts if they are active military personnel (or military dependents in ND, OH and WA) regardless of the sales location.

We ask you to direct the applicant to sign the disclosure form and return the original with their signed applications.

SBLI Healthy Credits Program

This program is designed to improve cases with mild to moderate substandard mortality assessments.

Availability

- Improvement available up to Select Class
- Possible two-table improvement
- Ages 18–70[1]
- Through $10,000,000[1]
- Through Table 5[1]
- All products

Exclusions

- Any history of cardiovascular disease
- Diabetes with any complication other than mild neuropathy
- Any history of substance abuse
- If rated for driving record, avocation, aviation or foreign travel activity
- Any cognitive impairment
- Any cancer/malignancy history
- Any psychiatric impairment of more than mild severity
- Not available against permanent or temporary flat extras

Criteria

To qualify:

- Three out of the four following criteria need to meet our top two risk class requirements (Preferred Plus Non-Nicotine and Preferred Non-Nicotine):
  - Build
  - Blood pressure
  - Cholesterol
  - Family history
- Regular annual wellness exam in the last 24 months with all favorable findings.
  - A wellness exam includes an examination with a full history, a review of symptoms and a discussion of screening tests and medications.
- Age/Gender-related evaluations completed and favorable in the last 24 months.
  - Colonoscopy, mammogram, pap test, prostate evaluations and various cardiovascular tests for clients age 40 and over.[1]

Automatic/Facultative treaty retention rules are still applicable .

The SBLI Advantage

This program enables us to take a personalized approach in helping your clients qualify for an improved rate class based on objective healthy living criteria.

Your client may be able to qualify for an improved assessment with evidence of favorable wellness evaluations and family history.

Optimizing your Clients' Coverage

Additional coverage options are for all eligible customers with no additional underwriting requirements.

How it works

Step 1: Policy Approval

- When a case is approved for issue, it will determine if the client qualifies for an increased coverage amount.
  - **Eligible:** the underwriter determines the max coverage amount and initiates the quote/letter.
  - **Not Eligible:** the case proceeds to issue at the applied-for amount.

Step 2: Communication of Offer

- At policy issue, the owner will receive optimized coverage options either by letter in the policy package or on **my.sbli.com** for policies on e-delivery.
- If your agency has previously opted-in to our automated policy approval notification process known as Enhanced Communications, your agency will receive an automatic email that a revised offer has been sent, and it will be posted to the **sbliagent.com** portal.
- If your agency has not opted-in, the notification is automatically sent to the **sbliagent.com** portal as a 'requirement.'

Step 3: Policy Issue

- The owner may select one of the new coverage options, pay the premium and then the policy will be issued. For EFTS, the premium difference will automatically be drafted or:
- The agent contacts the New Business Case Coordinator with requested coverage amount.
- The policy service requirement will be updated to "Reviewed & Accepted" when the policy is issued on the **sbliagent.com** portal.
- If no response to the optimization option is received within five days, the applied-for policy is issued at the original face amount.

Coverage Amounts

The increased coverage increments are based on the difference between the face amount that the client had applied for and the face amount maximum for the optimized opportunity. The client can choose any amount that does not exceed the maximum specified in his/her communication. It will include up to four coverage amounts and quotes depending on the unique circumstances of each case.

Maximum optimization amounts:

- Accelerated Underwriting cases = $1MM
- Traditional Underwriting cases originally received < $2MM in coverage = $2MM
- Traditional Underwriting cases originally received > $2MM in coverage = $4.5MM

Coverage increase breakpoints:

- Accelerated Underwriting = $100K increases
- Traditional Underwriting < $2MM = $250K increases
- Traditional Underwriting > $2MM = $500K increases

SBLI Retention

Term Products and Permanent Products

Age	Max Auto Binding Limit			Maximum Internal Retention	Jumbo Limit
	Through Standard	Table 2-5 or up to a $5.00 Flat Extra	Table 6-8		
To age 60	$15,000,000	$5,000,000	$1,000,000	$500,000	$50,000,000
Over age 60	$15,000,000	$5,000,000	$500,000	$500,000	$50,000,000

Limits are cumulative and apply to all insurance intended to be placed with SBLI. Capacity may be reduced or require facultative reinsurance review and acceptance for certain foreign risks, professional athletes and high-profile clients.

SBLI Preferred Vendors

Our preferred vendors provide two key advantages:

- industry leading service and recognition
- widest geographic coverage.

We expect to receive a formal application for most of the services invoiced to us. We monitor this process and reserve the right to exclude agents from the direct bill program if we see significant discrepancies between submitted applications and services billed.

If a non-preferred vendor is used, the agent is responsible to pay the vendor directly and submit a reimbursement request, a copy of the invoice and proof of payment.

Please note:

- We will reimburse only if a formal application is submitted to SBLI
- If we are sharing an application with another carrier, please send the bill to the carrier
- SBLI is not responsible for excessive fees and will reimburse fees up to our contracted prices

The SBLI Advantage

Our preferred vendors offer the highest quality service and widest geographic coverage.

Paramed	Phone	Website
APPS	516.822.6230	www.appslive.com
ExamOne	800.768.2056	www.examone.com
Fulfillment		
APPS	516.822.6230	www.appslive.com
Laboratory		
ExamOne	800.768.2056	www.examone.com
APS		
Express Imaging Services, Inc.	888.846.8804	www.eiscallcenter.com
eNoah iSolutions	855.955.4217	www.enoahisolution.com
J&H Copy Service	714.991.0102	www.jhcopyservice.com
Parameds .com	718.575.2000	www.parameds.com

We're ready to help you and your clients every step of the way

Thank you for choosing SBLI to provide personalized attention to you and valuable life insurance coverage to your clients.

Contact information for additional support

Documentation submission

email: **customerservice@sbli.com**
Fax: 781.994.4240

Mail: SBLI of Massachusetts-Records
1 Linscott Road, Woburn, MA 01801

Agent portal for case status and commissions:
www.sbliagent.com

26-4313