SBLI
Insuring Lives.
Protecting Families.

Underwriting Guide



Everything You Need to Bring
the Right Solution to
Your Clients and Their Families

FOR PRODUCER USE ONLY
New guidelines effective as of October, 2020

Table of Contents

SBLI Underwriting Philosophy 3

SBLI Underwriting Advantages 4

Benefits of Partnering with SBLI 5

Submitting Applications and Forms 6

SBLI Healthy Credits Program 7

SBLI Accelerated Underwriting (AU) Process 8

Best Practices for SBLI AU Process 9

Age and Amount Underwriting Requirements 11

- Accelerated Underwriting (AU): Level Term and Whole Life to $750,000
- Traditional Underwriting: Level Term and Whole Life over $750,000

APS Ordering Guidelines 13

Underwriting Class Criteria 14

- Non-Nicotine
- Nicotine

Non-Nicotine and Nicotine Build Chart 17

Substandard Build Chart 18

SBLI Preferred Vendors 19

Financial Underwriting Guidelines and Tips 20

- Income Replacement
- Estate Conservation
- Personal Creditor Insurance/Loan Protection
- Personal Bankruptcy
- Juvenile Insurance
- Charitable Giving
- Business Continuity
- Buy/Sell
- Key Employee (Key Man)

Non-Medical Information 26

- Aviation Information
- SBLI Retention
- Foreign Nationals
- Military Personnel

Important Contact Information Back Cover

SBLI Underwriting Philosophy

At SBLI (The Savings Bank Mutual Life Insurance Company of Massachusetts), we have long prided ourselves in the longevity, competency and fairness of our underwriting staff.

With over 20 years of experience, our underwriting staff has earned a reputation for being accessible and deeply committed to working with agents and their clients.

Our underwriting staff believes in working closely with our partners, like you, to enhance each step of the process and enrich your entire experience.

Please do not hesitate to contact us any time we can help you. We thank you for choosing us to provide valuable life insurance coverage to your clients.



Brian O'Connell
Vice President, Chief Underwriter
781-994-5428
BOConnell@SBLI.com

SBLI Underwriting Advantages

Experience, expertise and commitment help set SBLI underwriting apart.

- 24-hour service level guarantee for quick quotes
- Accessibility to a live underwriter at our Underwriting Hotline, 8:00 AM-4:00 PM (ET), **1.888.224.7254**, option 4
- Expertise of our underwriting staff with an average of 20 years of experience
- A dedicated relationship team, committed to understanding your business and helping it succeed
- Highly competitive guidelines and programs
- Best classes for mild, chronic impairments
- Liberalized criteria for family history of cancer
  - Includes breast, colon, lymphoma, melanoma, ovarian, prostate and thyroid cancers only
  - Gender-specific cancers applicable to same-sex applicants only
- Non-Nicotine, Nicotine and Substandard build charts
- Preferred aviation criteria
- Automatic up-selling provided on favorable risks using existing requirements
- Healthy Credits Program (please see page 7)
- Unique Accelerated Underwriting (AU) process (please see page 8)
- Exceptional service with an average issue cycle time of 25 days
- E-policy delivery within 24 hours
- Easily access information at **www.SBLIAgent.com**, our secured site for agents
- Get actionable tools, resources and guides at www.sblibrokerage.com/agents

To respond to your evolving needs, and those of your clients, SBLI strives to meet, and also exceed, expectations.

Benefits of Partnering with SBLI

At SBLI, we're a little different from most life insurance companies and this has been at the heart of our company from the day we were founded by future Supreme Court Justice, Louis Brandeis. His innovative and inspiring vision was to:

- Make high quality life insurance accessible, affordable and reliable for all who need it
- Operate according to an uncompromising set of values and always act in the best interests of customers
- Commit to the values of the communities we serve and the places we live and work
- Be readily available to our customers and their insurance professionals

Every day, we fulfill a century-old vision in large and small ways

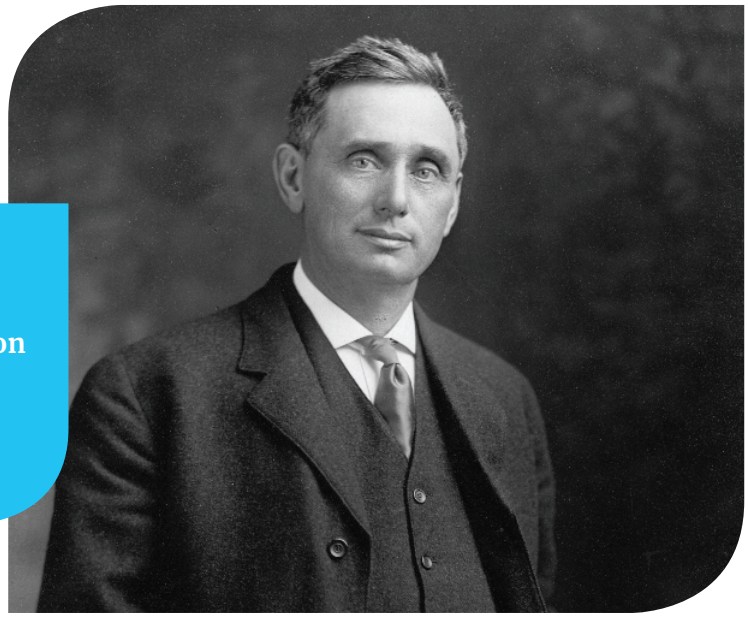
Though there have been many changes since our inception, our commitment to upholding Justice Brandeis's vision is consistent.

Today, we are determined as ever to set service standards in helping families and insurance professionals throughout the country. As we look ahead, we are dedicated to being a different kind of life insurance provider for the next 100 years.

Leverage our heritage, strength and values

To build on our legacy of service, we'll help you identify and deliver the best solutions to clients and help you do more in less time.

You can entrust your business to SBLI. You can be confident that we're as committed as ever to protecting your clients' wellbeing, your business and America's future.



Louis Brandeis
founded SBLI in 1907 and served on the Supreme Court of the United States from 1916 to 1939.



Your SBLI Advantage

We offer multiple ways to submit a new business application and forms, exceptional service with an average issue cycle time of 25 days and E-policy delivery within 24 hours.

Submitting Applications

Drop Ticket Submission

This streamlined approach enables agents to answer basic client and coverage questions in the drop ticket process and then hand off the completion of the paperwork to an approved SBLI fulfillment center.

Traditional Submission

This option allows agents to complete and submit **Part 1** only of our paper application to SBLI for processing. Part 2 is handled on your behalf by an approved SBLI fulfillment center.

Submitting Forms

Drop Ticket Submission

Our streamlined, online solution is available for Term and Whole Life insurance. It's easier than ever to quote and submit a ticket faster and there are no setup or submission costs.

Once the ticket is submitted, an SBLI fulfillment center will complete and submit the appropriate and signed new business forms to SBLI.

Traditional Applications

The forms may be sent to us via e-mail, mail or fax. We partner with multiple vendors and can accept forms electronically from ExamOne at www.examone.com, as well as other vendors. Please contact us for details.

Documentation Submission

Mail	E-Mail	Fax
SBLI Records One Linscott Road Woburn, MA 01801	Records@sbli.com	781.994.4240

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 2 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 for the Program, three out of the four following criteria need to meet our top two risk class (Preferred Plus Non Nicotine and Preferred Non Nicotine) requirements:

- Build
- Blood pressure
- Cholesterol
- Family history

  Sub-standard assessment (Table 2 through 5) and not included in exclusion criteria

Wellness evaluations include:

- 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.

Your 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 healthy wellness evaluations and favorable family history.

Your SBLI Advantage

Your clients gain a less intrusive underwriting process and we speed up the approval process with our AU. Cases can be approved within 24 hours and agents can get paid quicker. Best practices for the SBLI Accelerated Underwriting process are on the next page.

SBLI Accelerated Underwriting (AU) Process

Key Benefits:

Availability	**Issue Ages: 18–60**
Products	**Guaranteed Level Premium Term (10, 15, 20, 25, 30 year) and Whole Life**
Face Amounts	**$100,000 minimum to $750,000 maximum[1]**
Risk Classes	**All underwriting classes**
Approved States	**All states except New York and Montana**
Purpose	**Our AU process seeks to improve a client's experience and the efficiency of applying for life insurance by offering key benefits**

[1]Please note: the minimum face amount for SBLI Flex Whole Life is $25,000 for standard risk classes and.$100,000 for all other risk classes.

- A less invasive process for your client as there is no visit with a paramedical examiner
- The home office underwriter will use data-driven information, in combination with the traditional Part 1 and Part 2, to assess the following client information:
  - MIB
  - MVR
  - Prescription results
  - Data analytics from public Fair Credit Reporting Act (FCRA) protected information
- An SBLI authorized fulfillment center (see page 19) will obtain more detailed responses to support the Part 1 (non-medical information) and Part 2 (medical information), which will result in:
  - Better information for the underwriter to make a timelier assessment
  - A reduced need for the time-consuming APS(s) in many scenarios
  - A reduced need for post-submission requirements and amendments to questions that were left blank on the application
- Flexible Submission Choices:
  1. Drop Ticket utilizing our drop ticket process to place the completed Part 1 and Part 2 in an SBLI designated fulfillment center
  2. Paper Application: Part 1 is completed by the agent; Part 2 is completed by an SBLI designated fulfillment center
- An improved cycle time from application submission to policy issue
- Faster commission payment

Best Practices for SBLI AU Process

Ideal Target Market

Clients with the following characteristics are well suited for our AU process:

- Information provided by clients who are good historians of their overall medical history
- Not a highly sub-standard medical risk
- No indication of heavy shopping activity with poor disclosure
- Not recently declined by another carrier without knowledge of details
- No history of criminal activity
- No indication of adverse financial profiles, such as:
  - Bankruptcy history
  - Heavy lien, judgement, heavy collection or bad debt activity
  - Unemployed clients (with exception of homemakers and retired)
  - Clients with minimal household earnings

Examples of Accepted Conditions

- Asthma
- Anxiety/Depression, with first line treatment medication
- BPH/Benign Prostate Disorder
- Cholesterol treatment
- Crohn's Disease
- Diabetes/Type 2/adult onset/diet controlled
- GERD/Reflux Disease
- Hepatitis A and B, acute
- High Blood Pressure treatment
- Obstructive Sleep Apnea, mild, with confirmation of CPAP use
- Skin Disorders, other than Melanoma or Squamous Cell Carcinoma
- Thyroid Disorder
- Ulcerative Colitis

Examples of Uninsurable Medical Scenarios

Clients with the following characteristics are not suited for our AU process and are likely to be declined:

- Clients age 50 and over who do not have routine wellness care
- AIDS/HIV+ status
- ALS (Amyotrophic Lateral Sclerosis)
- Alzheimer's Disease, Dementia or significant Cognitive Impairments related to functionality
- Cancer diagnosis within the last 2 years
- Chronic Pain treatment, severe, receiving disability, 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 the last year
- Suicide attempt within the last 5 years
- Depression, severe, recurrent or with multiple in-patient 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 2 years or any past history with current nicotine use
- Muscular Dystrophy
- Multiple Sclerosis, if symptoms progressing
- Organ Transplants, in most scenarios
- Quadriplegia
- Pulmonary Hypertension
- Renal Failure, Renal Insufficiency, severe
- Surgical repair of Heart Valves, aneurysms, intracranial tumors or major organs within the last 6 months, including gastric bypass

Best Practices for SBLI AU Process

Examples of Uninsurable Non-Medical Scenarios

Clients with the following characteristics <u>are not suited</u> for our AU process and are likely to be declined:

- Marijuana use, 4 or more times weekly
- Substance abuse/misuse within the last 5 years
- Criminal activity:
  - Any history within the last 10 years
  - Criminal history with no ongoing wellness care
  - Any history of fraud, drug dealing or crimes of a sexual nature
- DUI, more than 2, or under age 25, within the last year
- Unemployed (other than homemakers or retired) with minimal household income or dependent on SSI/disability benefits
- Bankruptcy filing within the last 2 years or past multiple filings
- Liens/judgements, outstanding activity that exceeds $50,000
- Heavy collection activity or significant bad debt/ repossession activity



Age and Amount Underwriting Requirements

Accelerated Underwriting: Level Term and Whole Life to $750,000[1]

AMOUNTS	0–15[2] YEARS	16–17[2] YEARS	18–30 YEARS	31–40 YEARS	41–50 YEARS	51–60 YEARS
UP TO $250,000	Non-Medical	Non-Medical MVR	AU[1]	AU[1]	AU[1]	AU[1]
$250,001 $750,000	Non-Medical	Non-Medical MVR	AU[1]	AU[1]	AU[1]	AU[1]

Existing SBLI inforce coverage is included in the total SBLI risk amount for Accelerated Underwriting requirements if the coverage inforce was issued within the prior 24 months

Your SBLI Advantage

Because qualifying applicants for all risk classes do not require a medical exam, your clients will benefit from a much simpler and more convenient process.



[1]Accelerated Underwriting process only applies to issue ages 18–60 and requirements include: MIB, MVR, Prescription database results, FCRA public data analytics score, Application Part 1, Application Part 2 with tele-underwriting completed through an SBLI approved fulfillment vendor. For clients ages 50 and over, regular routine wellness care disclosed by the client is required in order to be considered for the Accelerated Underwriting process. Please note: applicants ages 61 and over will be traditionally underwritten. For details on Traditional Underwriting Age and Amount Requirements, please see page 12.

[2]These ages only apply to SBLI Whole Life products.

Age and Amount Underwriting Requirements

Traditional Underwriting: Level Term and Whole Life over $750,000

AMOUNTS	0–17[1] YEARS	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	Para BP/ HOS EKG MVR
$250,001–$750,000	Non-Medical	AU[2]	AU[2]	AU[2]	AU[2]	Para BP/ HOS MVR	Para BP/ HOS EKG MVR
$750,001–1,000,000	Underwriter Discretion	Para BP/ HOS MVR	Para BP/ HOS MVR	Para BP/ HOS MVR	Para BP/ HOS MVR	Para BP/ HOS EKG MVR	Para BP/ HOS EKG MVR
$1,000,001–2,000,000	Underwriter Discretion	Para BP/ HOS MVR	Para BP/ HOS MVR	Para BP/ HOS MVR	Para BP/ HOS MVR	Para BP/ HOS EKG MVR	Para BP/ HOS NT-Pro BNP EKG MVR
$2,000,001–5,000,000	Underwriter Discretion	Para BP/ HOS MVR	Para BP/ HOS MVR	Para BP/ HOS EKG MVR	Para BP/ HOS EKG MVR	Para BP/ HOS EKG MVR	Para BP/HOS NT-Pro BNP EKG MVR
$5,000,001–$10,000,000	Underwriter Discretion	Para BP/ HOS MVR	Para BP/ HOS MVR	Para BP/ HOS EKG MVR	Para BP/ HOS EKG MVR NT-Pro BNP	Para BP/ HOS NT-Pro BNP EKG MVR	Para BP/ HOS NT-Pro BNP EKG MVR
$10,000,001 and over	Underwriter Discretion	Para BP/ HOS MVR	Para BP/ HOS MVR	Para BP/ HOS EKG MVR	Para BP/ HOS EKG MVR NT-Pro BNP	Para BP/HOS NT-Pro BNP EKG MVR	Para BP/ HOS NT-Pro BNP EKG MVR

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

[2]Accelerated Underwriting process only applies to issue ages 18–60 and requirements include: MIB, MVR, Prescription database results, FCRA public data analytics score, Application Part 1, Application Part 2 with tele-underwriting completed through an SBLI approved fulfillment vendor. For clients ages 50 and over, regular routine wellness care disclosed by the client is required in order to be considered for the Accelerated Underwriting process. Please note: applicants ages 61 and over will be traditionally underwritten.

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

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

APS Ordering Guidelines

When an APS is Required:

Order an Attending Physician Statement if the proposed insured has been seen by a health care professional within the time frame indicated below.

Age[1]	$0 to $750,000	$750,001 to $1,000,000	$1,000,001 to $2,000,000	$2,000,001 and up
18-40	No routine Age and Amount APS required		1 Year	2 Years
41-50			1 Year	2 Years
51-60[1]		2 Years	2 Years	All Cases
61+	All Cases	All Cases	All Cases	All Cases

[1]For ages 0-50, no routine Age and Amount APS is required for face amounts up to $1,000,000 and for ages 0-60, no routine Age and Amount APS is required for face amounts up to $750,000. Underwriters may order based on medical history or at their discretion.

SBLI will require documentation of routine wellness care for all clients over the age of 60 in order to consider participation. For the Accelerated Underwriting process, disclosure of routine wellness care is required of all clients age 50 and over.

AN APS IS TYPICALLY REQUIRED FOR THE FOLLOWING CONDITIONS[2]:

- Alcohol or Drug History
- Aneurysm
- Arrhythmia
- Barrett's Esophagus
- Blood Disorders
- Cancer, Tumors or Biopsies
- Cerebral Vascular Disease/Stroke/Hemorrhage
- Colitis/Proctitis
- Chronic Obstructive Pulmonary Disease
- Coronary Artery Disease/Angina
- Crohn's
- Diabetes
- Eating Disorders
- Embolism
- Emphysema/Pulmonary Disorders
- Enteritis/Ileitis
- Epilepsy/Seizure/TIA
- GI Disorders
- Heart Disorders
- Heart Murmurs
- Hepatitis
- Kidney Disorders
- Liver Disorders
- Mental/Psychiatric Disorders
- Multiple Sclerosis
- Muscular Dystrophy
- Obesity
- Pancreatic Disorders
- Paralysis
- Parkinson's Disease
- Prostate/PSA Abnormalities
- Respiratory Disorders
- Rheumatoid Arthritis
- Syncope/Dizziness/Vertigo
- Vascular Disease

[2]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.

Underwriting Class Criteria

Non-Nicotine

CRITERIA	PREFERRED PLUS NON- NICOTINE	PREFERRED NON-NICOTINE
Nicotine	No nicotine products in the last 5 years	No nicotine products in the last 3 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	
Blood Pressure	◦ 135/85 up to age 60 ◦ 140/85 age 61 and over (treated or untreated)	◦ 135/85 up to age 60 ◦ 140/90 age 61 and over (treated or untreated)
Cholesterol	120 minimum/300 maximum (treated or untreated)	120 minimum/300 maximum (treated or untreated)
Cholesterol/HDL Ratio	◦ Maximum 5.0 males ◦ Maximum 4.5 females ◦ Treated or untreated	◦ Maximum 5.5 males ◦ Maximum 5.0 females ◦ Treated or untreated
Family History	◦ No diagnosis of parent or sibling, prior to age 60, of cardiovascular disease or familial cancer* ◦ 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 *Breast, ovarian, prostate, melanoma, thyroid, lymphoma, colon. (Gender specific cancers applicable to same-sex applicants only.)	◦ No death of parent, prior to age 60, of cardiovascular or familial cancer ◦ Breast, ovarian, prostate, melanoma, thyroid, lymphoma, colon ◦ Gender specific cancers applicable to same-sex applicants only ◦ Waived if insured is 65 or older and meets all other preferred criteria
Driving Record	◦ No more than 1 DUI violation ◦ No DUI or Reckless in the last 5 years ◦ No more than 2 moving violations in the last 3 years ◦ No license suspension in the last 3 years, individual consideration	◦ No more than 1 DUI violation ◦ No DUI or Reckless in the last 5 years ◦ No more than 2 moving violations in the last 3 years ◦ No license suspension in the last 3 years, individual consideration
Alcohol/Substance Abuse	No history of or treatment for alcohol/drugs	No history of or treatment for alcohol/drugs in the last 10 years
Personal History	No personal history of cancer, cardiovascular or diabetes mellitus	No personal history of cancer, cardiovascular or diabetes mellitus
Foreign Nationals	U.S. resident for the last 2 years: please see page 27	U.S. resident for the last 2 year: please see page 27
Occupation/Avocation	◦ No hazardous occupations/avocations ◦ No active military duties ◦ Scuba diving < 75 feet ◦ Aviation: please see page 26	◦ No hazardous occupations/avocations ◦ Active military considered if stationed in U.S.and non-hazardous occupation ◦ Scuba diving <100 feet ◦ Aviation: please see page 26

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

Underwriting Class Criteria

Non-Nicotine

CRITERIA	SELECT NON-NICOTINE	STANDARD NON-NICOTINE
Nicotine	No nicotine products in the last 2 years	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 to on the application and current nicotine test is negative	
Blood Pressure	◦ 140/90 up to age 60 ◦ 145/90 age 61 and over	Insurability and ratings depend on actual B/P and other medical conditions
Cholesterol	120 minimum/300 maximum (treated or untreated)	120 minimum/300 maximum (treated or untreated)
Cholesterol/HDL Ratio	◦ Maximum 6.5 males ◦ Maximum 6.0 females	◦ Maximum 7.0
Family History	Not more than 1 death of parent, prior to age 60, of cardiovascular or familial cancer* *Breast, ovarian, prostate, melanoma, thyroid, lymphoma, colon. (Gender specific cancers applicable to same-sex applicants only.)	More than 1 cardiovascular death in parents, individual consideration
Driving Record	◦ No DUI in the last 5 years ◦ No more than 3 moving violations in the last 3 years	◦ No DUI in the last 2 years ◦ No more than 3 moving violations in the last 3 years
Alcohol/Substance Abuse	No history or treatment for alcohol/drugs in the last 10 years	No history or treatment for alcohol/drugs in the last 7 years
Personal History	No personal history of cancer or cardiovascular or diabetes	
Foreign Nationals	U.S. resident for the last 2 years: please see page 27	U.S. resident for the last 2 year: please see page 27

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

Underwriting Class Criteria

Nicotine

CRITERIA	PREFERRED NICOTINE	STANDARD NICOTINE
Nicotine	Not exceeding 1 pack per day and no use of any other nicotine products	Tobacco use exceeding 1 pack per day or use of any other nicotine products
Blood Pressure	◦ 135/85 up to age 49 ◦ 140/90 age 50 and over	Insurability and ratings depend on actual B/P and other medical conditions
Cholesterol	120 minimum/300 maximum (treated or untreated)	120 minimum/300 maximum (treated or untreated)
Cholesterol/HDL Ratio	Maximum 5.5	Maximum 7.5
Family History	No death of parent or sibling, prior to age 60, of cardiovascular or familial cancer* *Breast, ovarian, prostate, melanoma, thyroid, lymphoma, colon. (Gender specific cancers applicable to same-sex applicants only.)	More than 1 cardiovascular death in parents, individual consideration
Driving Record	◦ No more than 1 DUI violation ◦ No DUI or Reckless in the last 5 years ◦ No more than 2 moving violations in the last 3 years ◦ No license suspension in the last 3 years	◦ No DUI in the last 2 years ◦ No more than 3 moving violations in the last 3 years
Alcohol/Substance Abuse	No history or treatment for alcohol/drugs in the last 10 years	No history or treatment for alcohol/drugs in the last 7 years
Personal History	No personal history of cancer or cardiovascular or diabetes mellitus	
Foreign Nationals	U.S. resident for the last 2 years: please see page 27	U.S. resident for the last 2 year: please see page 27
Occupation/Avocation	◦ No hazardous occupations/avocations ◦ Active military considered if stationed in U.S. and non-hazardous occupation ◦ Scuba diving <75 feet ◦ Aviation: please see page 26	◦ Hazardous occupations/avocations, individual consideration ◦ Active military considered if stationed in U.S. and non-hazardous occupation ◦ Scuba diving <100 feet ◦ Aviation: please see page 26

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

Non-Nicotine and Nicotine Build Chart

HT	PREFERRED + NON-NICOTINE UP TO	PREFERRED NON-NICOTINE	SELECT NON-NICOTINE	STANDARD NON-NICOTINE	PREFERRED NICOTINE UP TO	STANDARD NICOTINE
4'8"	126	127-135	136-147	148-164	131	132-164
4'9"	131	132-140	141-152	153-170	136	137-170
4'10"	135	136-145	146-157	158-176	141	142-176
4'11"	140	141-150	151-162	163-182	146	147-182
5'0"	145	146-155	156-168	169-188	151	152-188
5'1"	149	150-160	161-173	174-194	156	157-194
5'2"	154	155-165	166-179	180-200	161	162-200
5'3"	159	160-170	171-185	186-207	166	167-207
5'4"	164	165-176	177-190	191-213	172	173-213
5'5"	169	170-181	182-196	197-220	177	178-220
5'6"	174	175-187	188-202	203-226	183	184-226
5'7"	179	180-192	193-208	209-234	188	189-234
5'8"	185	186-198	199-214	215-241	194	195-241
5'9"	190	191-204	205-221	222-248	200	201-248
5'10"	196	197-209	210-227	228-255	205	206-255
5'11"	201	202-215	216-233	234-263	211	212-263
6'0"	207	208-221	222-240	241-271	217	218-271
6'1"	212	213-227	228-247	248-279	223	224-279
6'2"	218	219-234	235-253	254-286	230	231-286
6'3"	224	225-240	241-260	261-294	236	237-294
6'4"	230	231-246	247-267	268-302	242	243-302
6'5"	236	237-253	254-274	275-309	249	250-309
6'6"	242	243-259	260-281	282-318	255	256-318
6'7"	248	249-266	267-288	289-326	262	263-326
6'8"	254	255-273	274-295	296-334	269	270-334
6'9"	260	261-279	280-303	304-343	275	276-343
6'10"	267	268-286	287-310	311-351	282	283-351
6'11"	273	274-293	294-318	319-360	289	290-360

Substandard Build Chart

	RATING								
HT	**50 DEBITS**	**75 DEBITS**	**100 DEBITS**	**125 DEBITS**	**150 DEBITS**	**175 DEBITS**	**200 DEBITS**	**250 DEBITS**	**300 DEBITS**
4'8"	165-170	171-178	179-185	186-192	193-199	200-206	207-210	211-216	217+
4'9"	171-176	177-185	186-191	192-199	200-206	207-214	215-218	219-224	225+
4'10"	177-182	183-191	192-198	199-206	207-213	214-221	222-225	226-232	233+
4'11"	183-189	190-198	199-205	206-213	214-221	222-229	230-233	234-240	241+
5'0"	189-195	196-205	206-212	213-220	221-228	229-236	237-241	242-248	249+
5'1"	195-201	202-211	212-219	220-228	229-236	237-244	245-250	251-256	257+
5'2"	201-208	209-218	219-227	228-235	236-244	245-252	253-258	259-265	266+
5'3"	208-215	216-226	227-234	235-243	244-252	253-261	262-266	267-274	275+
5'4"	214-222	223-233	234-242	243-250	251-259	260-269	270-275	276-282	283+
5'5"	221-229	230-240	241-249	250-258	259-268	269-277	278-283	284-291	292+
5'6"	227-236	237-247	248-256	257-266	267-276	277-286	287-292	293-300	301+
5'7"	235-243	244-255	256-264	265-274	275-284	285-295	296-301	302-310	311+
5'8"	242-250	251-263	264-272	273-282	283-293	294-303	304-310	311-319	320+
5'9"	249-258	259-270	271-280	281-291	292-302	303-313	314-319	320-328	329+
5'10"	256-266	267-278	279-288	289-299	300-310	311-322	323-329	330-338	339+
5'11"	264-273	274-286	287-296	297-308	309-319	320-331	332-338	339-347	348+
6'0"	272-280	281-294	295-305	306-317	318-329	330-341	342-348	349-357	358+
6'1"	280-289	290-304	305-314	315-326	327-338	339-350	351-358	359-367	368+
6'2"	287-297	298-311	312-322	323-335	336-347	348-360	361-367	368-377	378+
6'3"	295-305	306-320	321-331	332–343	344-357	358-370	371-377	378-388	389+
6'4"	303-313	314-329	330-340	341-353	354-365	366-379	380-387	388-398	399+
6'5"	310-321	322-337	338-349	350-363	364-376	377-390	391-397	398-409	410+
6'6"	319-330	331-346	347-358	359-372	373-386	387-400	401-408	409-420	421+
6'7"	327-338	339-355	356-368	369-382	383-396	397-410	411-418	419-431	432+
6'8"	335-347	348-364	365-377	378-391	392-406	407-421	422-429	430-442	443+
6'9"	344-356	357-373	374-386	387-401	402-416	417-431	432-440	441-453	454+
6'10"	352-356	365-383	384-396	397-411	412-427	428-442	443-450	451-464	465+
6'11"	361-373	374-392	393-406	407-421	422-437	438-453	454-462	463-475	476+

SBLI Preferred Vendors

PARAMED	PHONE	WEBSITE
APPS	516-822-6230	www.appslive.com
ExamOne	800-768-2056	www.examone.com
DROP TICKET 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
J & H Copy Service	714-991-0102	www.jhcopyservice.com
Parameds.com	718-575-2000	www.parameds.com
INSPECTION REPORTS		
Exam One	800-768-2056	www.examone.com

SBLI Preferred Vendors

We encourage you to use our preferred vendors for medical requirements because they provide two key advantages:

- Best possible service in the industry
- 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 utilized, 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 with whom you placed the case
- We cannot be responsible for excessive fees so we will reimburse up to our contracted prices; any expense exceeding these rates will not be our responsibility

Your SBLI Advantage

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

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 on:

- 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 $2,000,000 (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 by:

1. **Providing a detailed cover letter**
2. **Preparing your clients for the type of financial questions to anticipate at the time of sale**

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 little potential for growth.

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.

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

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 needs 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

ADDRESSING INCOME REPLACEMENT AND ESTATE CONSERVATION NEEDS CONCURRENTLY



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
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.

*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.

Financial Underwriting Guidelines and Tips

Personal Creditor Insurance/ Loan Protection

- Provide the amount, purpose and terms of loan (should be a minimum of 7 years)
- Generally, we will insure 80% of the loan
- Collateral assignment form is required

Personal Bankruptcy (Chapter 13 or Chapter 7)

- Generally, cases involving bankruptcies will not be considered until the bankruptcy has been resolved/ discharged for at least 2 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 this amount to the lesser of 50% of the breadwinner'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
- Generally, an average of the most recent 3 years of gifts to the charity, annual contribution x 10 years (or remaining life expectancy) = charitable amount of life insurance



Your SBLI Advantage

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

Financial Underwriting Guidelines and Tips

Business Continuity

Among the forms business insurance covers, the more common are:

- Buy/Sell: Designed to indemnify surviving owners against financial loss due to the shifting of control at the time of an owner's death
- Key Employee (a.k.a. Key Man): Designed to indemnify the business against loss of particular employees who make significant contributions to the profitability of a business and cannot be easily replaced; provides capital and/or cash flow in the event of a premature death; there is no benefit to the insured's heirs with this design
- Business loan (creditor) insurance

Business continuity
is designed to help maintain a client's financial position that existed prior to the loss and not enhance the organization's financial position. We're committed to helping you reach these critical goals for your clients.



Financial Underwriting Guidelines and Tips

Buy/Sell

- Business partners or owners may be insured in proportion to their percentage ownership
- Identification of major owners and their respective ownership positions are required
- Valuation of the company generally equals 5–15 times of 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 (Key Man)

- To determine a suitable value, we generally use a multiple of salary (5–10 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 principle balance due to an owner's premature death
- Underwriting may ask for documentation of the loan (should be a minimum of 7 years)
- Collateral assignment form is required

Your SBLI Advantage

Your dedicated relationship team is committed to understanding your business, helping it succeed and enriching your entire experience.

Non-Medical Information

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 5 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.

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	$500,000	$2,000,000	$50,000,000
Over age 60	$15,000,000	$5,000,000	$500,000	$100,000	$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.

Non-Medical Information

Foreign Nationals

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

- A minimum of 2 years permanent U.S. residency
- A U.S. issued visa, other than a student visa, or one allowing temporary visitation only
- A U.S. issued social security number
- U.S. based assets (other than bank accounts) with documentation available upon request
- Health care 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 (a.k.a. The 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 of 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

Important Contact Information

SBLI UNDERWRITING HOTLINE

1.888.224.7254, option 4
Speak to a live underwriter

DOCUMENTATION SUBMISSION

E-Mail: **Records@sbli.com**
Fax: 781-994-4240
Mail: SBLI of Massachusetts-Records
One Linscott Road, Woburn, MA 01801
www.SBLIAgent.com
Easily access information at our secured site for agents

www.sblibrokerage.com/agents
Learn more about our suite of product solutions and resources and leverage our many actionable tools and guides

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.

Our underwriting staff will help you leverage the experience, expertise and commitment that has distinguished us for over a century.

Your SBLI Advantage

Our highly competitive guidelines and programs include best classes for mild, chronic impairments, liberalized criteria for a family history of cancer and automatic up-selling on favorable risks using existing requirements.

For the education of producers/brokersonly. Not for use with the public. Products and features may not be available in all states. The Savings Bank Mutual Life Insurance Company of Massachusetts, Woburn, MA. © 2022 All rights reserved.
NAIC #70435 22-4221 10/22