UNDERWRITING GUIDE

SBLI®

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

NEW GUIDELINES EFFECTIVE AS OF AUGUST 14, 2023

FOR PRODUCER USE ONLY

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SBLI Underwriting Philosophy

At SBLI (The Savings Bank Mutual Life Insurance Company of Massachusetts), we have long prided ourselves on 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.

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Submitting Applications

DROP TICKET SUBMISSION
Our streamlined, online solution is available for Term and Whole Life insurance. It is 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 application to SBLI. Drop ticket submission is available via iPipeline, ApplicInt and the IXN mobile app.[1]

ACCELERATED UNDERWRITING APPLICATIONS	TRADITIONAL UNDERWRITING APPLICATIONS
To take advantage of the real-time decision process, all eligible Accelerated Underwriting (AU) cases need to be submitted digitally. These include: ◦ Cases ages 18-50 and face amounts $1,000,000 or less Please note, some eligible AU applicants will not qualify for accelerated underwriting and will be transferred to traditional underwriting.	Any case that falls within the traditionally underwritten parameters will be able to be submitted as either a paper application or digitally. These include: ◦ Cases age 51 and above and/or for face amounts over $1,000,000 ◦ Juvenile cases The forms may be sent to us via e-mail at customerservice@sbli.com.

Application Completion Options

Applications can be completed by a telephone interview via an SBLI fulfillment center as highlighted below.

- **Telephone Interview**

  For clients who prefer a phone interview, agents can schedule a date and time during the drop ticket process. Appointment information is emailed to the client and the interview takes about 30 minutes to complete.

When the interview concludes the client will be told in real time that they are either:

1	2	3
APPROVED	**NEED TO SCHEDULE LABS/VITALS** and the opportunity to schedule the time and date will be provided immediately	**REFERRED TO UNDERWRITING** for additional consideration

[1]Whole Life drop ticket submissions are only available via the ApplicInt platform.

The AcceleRate Program

An accelerated experience you can count on.

SBLI's AcceleRate Program streamlines the life insurance application process for both you and your clients. It provides a quicker and more efficient underwriting process with:

- **One Seamless Process:**
  a single-track submission process for all applications with a real-time decision for all cases.
- **Flexible Submission Options:**
  submit applications through your preferred drop ticket platform.[1]
- **Fast Automated Underwriting:**
  real-time digital ordering & gathering of underwriting evidence.
- **Instant Real-Time Decision:**
  all applicants will get either an approval, a scheduled labs/vitals, or a referral to underwriting decision, following the completion of the application.
- **Automated Case Management:**
  comprehensive case management support with 24/7 online access to up-to-date case status.
- **Express E-Policy Delivery:** policy issued with upsell options and once paid delivered digitally within 24 hours.

[1]iPipeline IGO, ApplicInt, and IXN are currently supported.

Our Accelerated Underwriting Process

Our accelerated underwriting (AU) process provides real-time decisions and streamlines the life insurance application process for both you and your clients. Clients eligible for this process are as follows:

Availability	Issue Ages: 18-50
Products	Guaranteed Level Premium Term (10, 15, 20, 25, 30 year) and Whole Life
Face Amounts	$100,000 Minimum to $1,000,000 Maximum[1]
Risk Classes	All Risk Classes (up to Table 2)
Approved States	All states except New York

[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.

It provides a quicker and more efficient accelerated underwriting process with:

- A real-time “approval” decision or the case pivots to traditional underwriting.
- No examination or APS required, for approved cases.
- Minimal time required on application paperwork, which means more time to sell.
- Easier, faster, more predictable way to do business.

Age and Amount Underwriting Requirements

Accelerated and Traditional Underwriting: Level Term and Whole Life

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]	Para BP/ HOS MVR Rx	Para BP/ HOS MVR Rx	Para BP/ HOS EKG MVR Rx
$250,001 – $750,000	Non-Medical	AU[2]	AU[2]	AU[2]	Para BP/ HOS MVR Rx	Para BP/ HOS MVR Rx	Para BP/ HOS EKG MVR Rx
$750,001 – 1,000,000	Underwriter Discretion	AU[2]	AU[2]	AU[2]	Para BP/ HOS MVR Rx	Para BP/ HOS NT-Pro BNP MVR Rx	Para BP/ HOS EKG MVR Rx
$1,000,001 – 2,000,000	Underwriter Discretion	Para BP/ HOS MVR Rx	Para BP/ HOS MVR Rx	Para BP/ HOS MVR Rx	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 and face amounts $100,000 - $1,000,000 and requirements include: MIB, MVR, Prescription database results and Medical Claims diagnosis codes, LabPiQture, FCRA public data analytics score, Application Part 1, Application Part 2 with tele-underwriting completed through an SBLI-approved fulfillment vendor. Please note applicants ages 51 and over will be traditionally underwritten and will require a laboratory 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 5 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 diagnosis 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 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
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
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 2 years
Build	◦ BMI of 28 or less (see page 15 for build chart)
Other 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 ◦ Acute Bronchitis ◦ Acute pancreatitis ◦ 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 (continued)

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

CRITERIA	PREFERRED
Nicotine Use	◦ 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
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 10 years
Family History	◦ No death of parent, prior to age 60, of cardiovascular 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
Driving History	◦ 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
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
Occupation/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 21 for details)
Foreign Nationals	◦ U.S. resident for the last 2 years
Build	◦ BMI of 30 or less (see page 15 for build chart)
Other Qualifying Conditions	◦ Anxiety – Diagnosed >1 year, controlled on no more than 1 medication ◦ Sleep Apnea (diagnosed >1 year, controlled on CPAP) ◦ Mild rheumatoid arthritis (treated w/ NSAID/Analgesic/Aspirin)

Underwriting Class Guidelines (continued)

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

CRITERIA	SELECT
Nicotine Use	◦ No nicotine products in the last 2 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
Drug & Alcohol History	◦ No history of, or treatment for, drugs or alcohol in the last 10 years
Family History	◦ No more than 1 death of parent, prior to age 60, of cardiovascular 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 5 years ◦ No more than 3 moving violations in the last 3 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 ft.
Foreign Nationals	◦ U.S. resident for the last 2 years
Build	◦ BMI of 32.5 or less (see page 15 for build chart)
Other Qualifying Conditions	◦ Depression (diagnosed >1 year, controlled on no more than 1 medication) ◦ Gastric bypass/banding/sleeve (greater than 5 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 7 years
Family History	◦ More than 1 cardiovascular death in parents, individual consideration
Driving History	◦ No DUI violation in the last 2 years ◦ No more than 3 moving violations in the last 3 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 Ft. ◦ Review Aviation section on page 21
Foreign Nationals	◦ U.S. resident for the last 2 years
Build	◦ Refer to build chart on page 15

Underwriting Class Guidelines (continued)

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 10 years
Family History	◦ No death of parent, prior to age 60, of cardiovascular 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 5 years ◦ No more than 2 moving violations in the last 3 years ◦ No license suspension in the last 3 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 2 years
Build	◦ BMI of 29.5 or less (see page 15 for build chart)

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 7 years
Family History	◦ More than 1 cardiovascular death in parents, individual consideration
Driving History	◦ No DUI violation in the last 2 years ◦ No more than 3 moving violations in the last 3 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 2 years
Build	◦ Refer to build chart on page 15

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

Straight Through Accelerated Underwriting Requirements Guidelines

Medical conditions that are likely to be acceptable for accelerated underwriting

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

- Acute Bronchitis
- Acute pancreatitis
- Attention Deficit Hyperactivity disorder controlled on one medication
- Basal/Squamous Cell (<3 total lesions removed, last one greater than 6 months ago).
- Benign Heart Murmur
- BMI up to 38
- Depression (diagnosed >1 year, controlled on no more than 1 medication)
- Gastric bypass/banding/sleeve (greater than 5 years)
- Hypercholesterolemia treated with maximum total cholesterol not exceeding 300
- Hyperthyroidism/hypothyroidism
- Hypertension controlled (on treatment)
- Iron deficiency anemia (most causes)
- Marijuana – occasional use < 11 a month
- Mild or exercised-induced Asthma not treated with steroids
- Polycystic ovarian syndrome
- Sleep Apnea- mild and CPAP compliant diagnosed over 1 year
- Treated Anxiety on no more than one medication and diagnosed over 1 year ago
- Specific aviation criteria (see page 21 for details)

Medical conditions that prompt the need for labs/vitals

This list is not all-inclusive. Due to the complexity of individual medical histories, multiple medical conditions could prompt the need for labs/vitals, even if not listed below. In addition, some applications may require an APS for cause.

- Alcohol abuse and/or treatment
- Atrial fibrillation
- Bipolar disorder
- Cancer history including melanoma (not including Basal or Squamous cell skin cancers)
- Cerebral Vascular Disease/Stroke/TIA
- Elevated cholesterol without treatment
- Chronic obstructive pulmonary disease (COPD/emphysema)
- Crohn's disease/ulcerative colitis
- Diabetes
- Drug abuse and/or treatment
- Chronic prescription narcotic use
- Emphysema
- Epilepsy/seizure
- Gastric bypass/lap band
- Heart disease/surgery (all types)
- Hepatitis B or C
- Kidney disease
- MIB and prescription database results that indicate adverse medical history
- Multiple sclerosis (MS)
- Peripheral artery disease (PAD)/peripheral vascular disease (PVD)

Declined Situations and Impairments

This list is not all-inclusive, but the following impairments will likely be declined.

- 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 2 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 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
- Huntington's Disease
- Muscular Dystrophy
- Multiple Sclerosis if symptoms progressing
- Organ Transplants, in most recent scenarios
- Quadriplegia
- Pulmonary Hypertension
- Renal Failure, Renal Insufficiency, severe
- Substance abuse within 5 years
- Surgical repair of heart valves, aneurysms, intracranial tumors, or major organs within the last 6 months
- Criminal Activity
  - Any history 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 2, 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 2 years or past multiple filings
- Liens/Judgements, outstanding activity that exceeds $50,000
- Heavy Collection activity or significant bad debt/ repossession activity

APS Ordering Guidelines

An Attending Physician Statement (APS) 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	1 Year	2 Years
41-50	N/A	N/A	1 Year	2 Years
51-60[1]	N/A	2 Years	2 Years	All Cases
61+	All Cases	All Cases	All Cases	All Cases

[1]Ages 18-50, no APSs will be ordered for any approved accelerated underwriting case. In all other cases Underwriters may require an APS depending on age and amount criteria or for cause.

An APS is always 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

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

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.

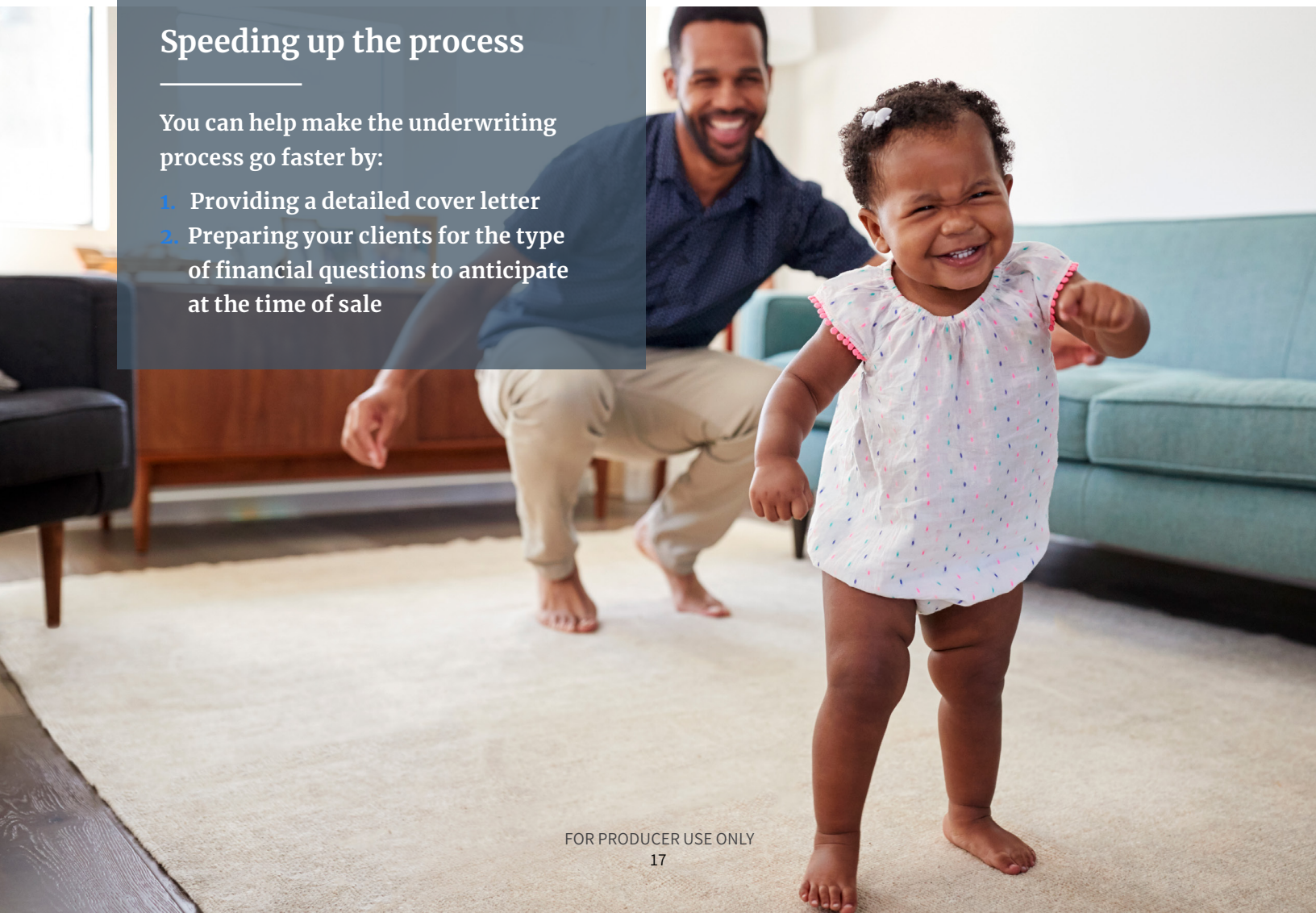
Our underwriting team makes every effort to obtain the necessary information with the published age/amount requirements.

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 (continued)

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:

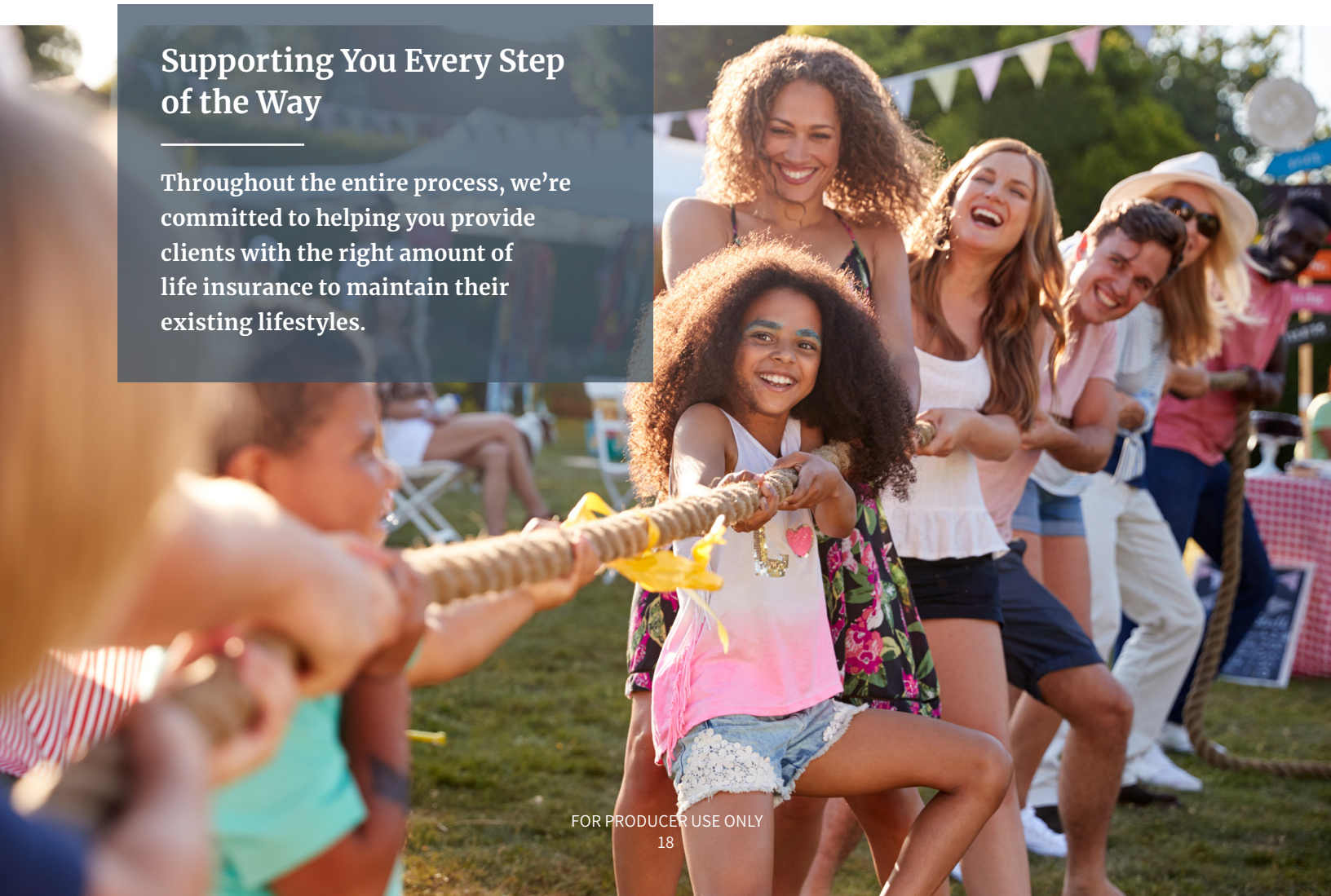
- Salaries
- Wages
- Bonuses

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

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



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 (continued)

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

*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.

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 (continued)

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 (continued)

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.

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:

- 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 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 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	$2,000,000	$50,000,000
Over age 60	$15,000,000	$5,000,000	$1,000,000	$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.

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

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.

The Upsell Program

Our Upsell Program provides increased coverage options 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 upsell quote / letter.
  - **Not Eligible:** the case proceeds to issue at the applied-for amount.

Step 2: Communication Offer

- At policy issue, the owner will receive upsell 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 an upsell offer has been sent, and it will be posted to the SBLIAgent.com portal.
- If your agency has not opted-in, the upsell 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 NB Case Coordinator with requested coverage amount.
- The policy service upsell requirement will be updated to "Reviewed & Accepted" when the policy is issued on the SBLIAgent.com portal.
- If no response to the upsell option is received within 5 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 customer had applied for and the face amount maximum for the upsell opportunity.

The customer can choose any amount that does not exceed the maximum specified in his/her communication. It will include up to four (4) coverage amounts and quotes depending on the unique circumstances of each case.

MAX UPSELL AMOUNTS:

- AU cases = $1MM
- FU cases originally received < $2MM in coverage = $2MM
- FU cases originally received > $2MM in coverage = $4.5MM

COVERAGE INCREASE BREAKPOINTS:

- AU = $100K increases
- FU < $2MM = $250K increases
- FU > $2MM = $500K increases

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 are not responsible for excessive fees so we will reimburse up to our contracted prices; any expense exceeding these rates will not be our responsibility.

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
ENOAH Solutions	855.955.4217	www.enoahisolution.com
J & H Copy Service	714.991.0102	www.jhcopyservice.com
Parameds.com	718.575.2000	www.parameds.com

Your SBLI Advantage

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

Important Contact Information

SBLI UNDERWRITING HOTLINE

1.888.224.7254, option 4
Speak to a live underwriter

DOCUMENTATION SUBMISSION

E-Mail: Customerservice@sbli.com
Fax: 1.781.994.4240
Mail: SBLI of Massachusetts-Records
One Linscott Road, Woburn, MA 01801
Agent Portal: **www.SBLIAgent.com**
Easily access information at our secured site for agents

Agent Website:

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

SBLI®

SBLI 888.224.7254 One Linscott Road, Woburn MA 01801

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