

# WHAT UNDERWRITING CLASS WILL I GET?

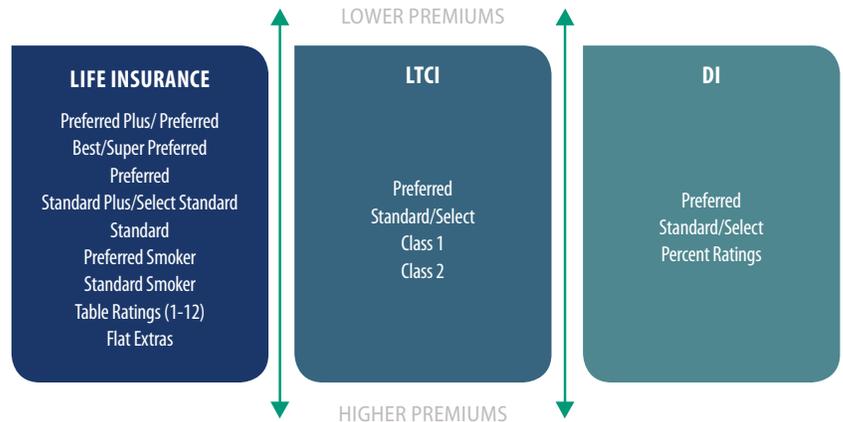


## WE'RE OFTEN ASKED THAT QUESTION.

The answer is: "It depends."

Underwriting is an insurance company's process of assessing risk. Your underwriting classification (and premium amount) depends on a number of factors and the type of insurance you're applying for. Annuities do not have underwriting classifications. Life insurance, long term care insurance (LTCi), and disability insurance (DI) have classifications specific to each solution and, often, specific to each insurance company.

Here are the most common classifications:



## No one likes surprises.

"I got a quote from a website I heard on the radio and the annual premium on my policy turned out to be three times what my original quote was." Surprise!

We do our own preliminary underwriting before ever sending you a quote so you're not surprised at the end of your application process. The responses you provide in your quote request and application interview will directly affect your underwriting class and the insurance company we recommend.

## The more we know, the more we can help.

Underwriting criteria differs among insurance companies, and we know each company's sweet spots. For life insurance, they all look at your health but the company most lenient with family cardiac history may be toughest on height/weight ratio. And if you tell us you don't smoke but even a trace of nicotine shows in your labs, your approval will probably be for higher smoker rates or we may have to withdraw the application and begin again with a different insurance company.

We have specialists in all solutions who stay plugged in to current underwriting guidelines and maintain direct contact with insurance company underwriters. LLIS is committed to matching you with the best underwriting class you qualify for and the company that best fits your individual situation.

## Underwriting Differences.

**Life insurance.** It's all about mortality: how long are you expected to live. Among the underwriting issues: family history, build, nicotine, foreign travel, medications.

**LTCi.** Focuses on morbidity, intellectual capacity, lifestyle, and mobility. Among the underwriting issues: diagnoses and treatments, medications, ability to perform activities of daily living like bathing, dressing, toileting.

**DI.** In addition to health, your occupation and income are major considerations. Among the underwriting issues: job duties, travel, earned vs. unearned income, diagnoses and treatments. DI underwriting is flexible. Instead of declining applicants, companies are able to offer modified coverage: exclusions (for a particular condition, temporary or permanent) and limited benefit periods (5-year vs. to age 65).

**Annuities.** Little to no underwriting.

**Hybrid Life/LTCi & Hybrid Annuity/LTCi.** Similar to traditional LTCi underwriting.

So if you are applying for life, LTCi, and DI at the same time, factors like severe arthritis and major depression will be underwritten and classified differently.



The advisor's insurance advisor.®

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LTCi | Hybrid Life/LTCi | Hybrid Annuity/LTCi | Policy Reviews | Life Settlements

(we recommend low-load permanent life insurance and annuities when possible)

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