



Field Underwriting Guide

Term & Whole Life
with Accelerated Underwriting

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At Plum Life, we're all about making it easy and simpler for everyone involved. And part of that is having the information you need at your fingertips. Not only does our one-of-a-kind digital platform take selling life insurance to the next level, but it also makes the process more efficient. At Plum Life, we are also committed to keeping you in the know. Whether it's knowing where a case is in the process or having access to the best information possible, we strive for transparency in the things we do.

That's why we partnered with SBLI and Centrian Life Insurance to offer Term and Whole Life products with accelerated underwriting. This field underwriting guide will give you details on the process, ideal target market and the many considerations on how your clients will be underwritten.

We firmly believe, the more you know, the easier it is to sell and serve your clients.



Term with Plum Life at a Glance

Term with Accelerated Underwriting						
Product Design		Guaranteed Level Premium Term (10, 15, 20, 25 and 30 years)				
Min. / Max. Face Amounts		Minimum: \$100,000 Maximum: \$10M ¹				
Issue Ages		10 Year	15 Year	20 Year	25 Year	30 Year
	Non-Nicotine	18-74	18-65	18-60	18-55	18-50
	Nicotine	18-70	18-60	18-55	18-50	18-45
	Renewability	To age 85				
Banding		Band 1: \$100,000 – \$249,999 Band 2: \$250,000 – \$499,999 Band 3: \$500,000 – \$750,000			Band 4: \$750,001 – \$999,999 Band 5: \$1,000,000 +	
Underwriting Process		<u>Accelerated Underwriting</u> : Face amounts \$100K-\$750K, ages 18-60, require no medical exam ²			<u>Traditional Underwriting</u> : Face amounts above \$750K, all ages, are underwritten with a traditional paramedical exam	
Policy Fee		Annual policy fee \$72 (bands 1, 2, 3) Modalized for premiums not paid annually. ³			Annual policy fee \$60 (bands 4, 5) Modalized for premiums not paid annually. ³	
Payment Modal Factors		Premiums may be paid annually, semi-annually, quarterly or monthly ⁴ . For premiums paid other than annually the following modal factors apply: Monthly – Annual premium x 0.08333; Quarterly – Annual premium x 0.260; Semi-Annual – Annual premium x 0.510				
Risk Classes	Non-Nicotine	Preferred Plus, Preferred, Select, Standard				
	Nicotine	Preferred, Standard				
Available Rider		Accelerated Death Benefit Rider Automatically included at no additional cost, providing early access to a portion of the death benefit if the insured is diagnosed with a terminal illness. ⁵				
Conversion Options		Conversion to either a whole life policy or a universal life policy at any point prior to the earlier of attained age 70 or the end of the level term period. Conversion to universal life is only allowed on face amounts greater than or equal to \$100,000 and is not available in the state of CA.				

1. Home Office approval is required for face amounts over \$10M for issue ages 70-74. Maximum face amount is \$50M. 2. Ages 61-74 will be traditionally underwritten. 3. Policy fee is not commissionable. 4. Premiums paid monthly via electronic funds transfer only. 5. While attached to the policy at no additional cost, it is subject to an administrative expense charge if used.

Whole Life with Plum Life at a Glance

Features		Continuous Pay	Limited Pay 10	Limited Pay 15	Limited Pay 20	Limited Pay Paid Up at 65	Single Premium
Product Design		Permanent protection with lowest premiums of our whole life plans	Shortest limited premium duration Offers permanent protection while building cash value	Mid-range limited premium duration Offers permanent protection while building cash value	Mid-range limited premium duration Offers permanent protection while building cash value	Premium duration for working years Offers permanent protection while building cash value	Single premium payment best suited for wealth transfer strategies
Premium Flexibility		Level Term Rider with up to two times the base face amount available	Level Term Rider with up to two times the base face amount available	Level Term Rider with up to two times the base face amount available	Level Term Rider with up to two times the base face amount available	Level Term Rider with up to two times the base face amount available	Not Available
Premium Payment Duration		To age 121	10 Years	15 Years	20 Years	To age 65	Single
Minimum Face Amount	Standard Risk Class ¹	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
	All Other Risk Classes	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Issue Ages		15 days to 80 years	15 days to 80 years	15 days to 80 years	15 days to 80 years	15 days to 80 years	15 days to 80 years
Underwriting Process²		<ul style="list-style-type: none"> • Accelerated Underwriting: Face amounts \$25k-\$750k, ages 18-60, no medical exams • Traditional Underwriting: Face amounts above \$750k, all ages are underwritten with a traditional paramed exam 					
Policy Fee		Annual policy fee for Continuous and Limited Pay is \$50; and Single Premium is \$150. Modalized for premiums not paid annually. ³					
Carrier		The Savings Bank Mutual Life Insurance Company of Massachusetts					
Available Riders		<p>Accelerated Death Benefit: Provided with no premium charge. Allows the client to accelerate a portion of his or her death benefit, if he or she is terminally ill, to help pay for medical expenses, end of life care, or anything the policy owner deems appropriate.⁴</p> <p>Children's Level Term: Convertible to permanent insurance and can thus guarantee future insurability for the covered children, as well as provide valuable death benefit protection for them today.</p> <p>Guaranteed Purchase Option: Provides the primary insured up to six options to purchase eligible individual permanent life insurance policies without evidence of insurability at the same risk class as the base policy. Use this rider to make sure that the providers in a household are able to add the coverage they need to meet their increasing financial responsibilities.</p> <p>Single-Pay Paid-Up Additions Rider: Funded at the time of the base policy issue. Use this rider to enhance the policy's cash surrender values and death benefit.</p> <p>Waiver of Premium: Ensure that policy premiums will continue to be paid while the insured is totally disabled. We always recommend presenting Waiver of Premium to your clients with your insurance proposals.</p> <p>Accidental Death Benefit: Add this rider to cover the primary insured in case of accidental death.</p> <p>Guaranteed Level Premium Term: Provides inexpensive additional death benefit protection to your client's base policy to cover temporary needs.</p>					Accelerated Death Benefit

¹ Applies to Standard Non-Nicotine and Standard Nicotine. ² Some applications may necessitate additional underwriting requirements. Ages 61-74 will be traditionally underwritten. ³ Policy fee is not commissionable. ⁴ While attached to the policy at no additional cost, it is subject to an administrative expense charge if used.



Accelerated Underwriting (AU) Process

Key Benefits	
Availability	Issue Ages: 18-60 ¹
Products	Guaranteed Level Premium Term (10, 15, 20, 25, 30 year) and Whole Life
Face Amounts	\$100,000 minimum to \$750,000 maximum ²
Risk Classes	All underwriting classes
Approved States	All states except New York and Montana

¹ Ages 61-74 will be traditionally underwritten. ² 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
 - Motor Vehicle Reports
 - Medical Claims billing information
 - Clinical Laboratory database results
 - Prescription results
 - Data analytics from public Fair Credit Reporting Act (FCRA) protected information
- An improved cycle time from application submission to policy issue
- Faster commission payment

Traditional Underwriting Process, Not Quite!

Key Benefits	
Availability	Issue Ages: 18-74 for face amounts over \$750,000 and for issue ages 61+, all face amounts are traditionally underwritten ¹
Products	Guaranteed Level Premium Term (10, 15, 20, 25, 30 year)
Face Amounts	\$750,001+ (ages 18-80) and \$100,000+ (ages 61+)
Risk Classes	All risk classes and table ratings
Approved States	All states except New York and Montana

We also use a more traditional UW approach for all coverage amounts above \$750,000 or clients over the age of 60. But we have made that process very easy. During the application, your client will be able to schedule an appointment that fits their schedule. We integrate right into our lab providers so we can provide real-time availability. We'll even send your clients reminders of their upcoming appointment.

¹ Whole life is available up to age 80.



Sweet Spots for Accelerated Underwriting

Examples of Accepted Conditions for Accelerated Underwriting:

- Asthma
- Anxiety/Depression (with first line treatment Medication)
- BPH/Benign Prostate Disorder
- Cholesterol treatment
- Crohn's Disease and Ulcerative Colitis
- Diabetes/Type 2/Adult Onset/Diet Controlled
- GERD/Reflux Disease
- Hepatitis A, acute
- High Blood Pressure treatment
- Obstructive Sleep Apnea, mild with confirmation of CPAP use
- Skin Disorders (other than Melanoma, Squamous Cell Carcinoma)
- Thyroid Disorder
- Ulcerative Colitis

The Following Family History of Cancers are Considered:*

- Breast
- Colon
- Lymphoma
- Melanoma
- Ovarian
- Prostate
- Thyroid

* Gender-specific cancers applicable to same-sex applicants only.



Best Practices for our Accelerated Underwriting Process

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



Ideal Target Market

Ages **30-60**

Coverage up to **\$750K**

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, 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:

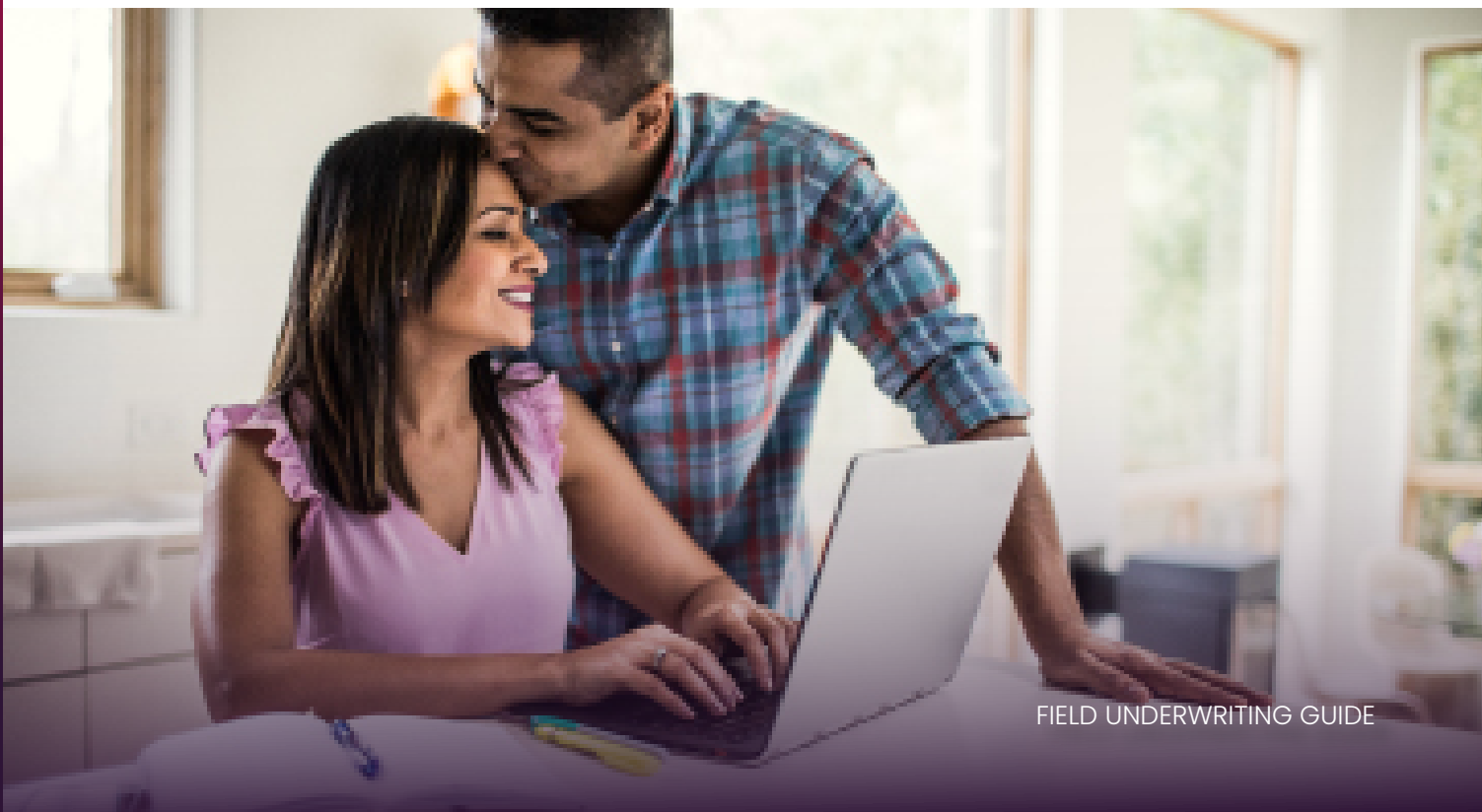
- Clients age 50 and over who do not have routine wellness care
- AIDS/HIV+ status
- ALS (Amyotrophic Lateral Sclerosis)
- Alzheimer's Disease, Dementia or significant Cognitive Impairments related to functionality
- Cancer diagnosis within the last 2 years
- Chronic Pain treatment, severe, receiving 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



Examples of Uninsurable Non-Medical Scenarios

Clients with the following characteristics *are not suited* 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 Stay at home spouse 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

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	\$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	No routine Age and Amount APS required		1 Year	2 Years
51-60 ¹	No routine Age and Amount APS required	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.

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

AN APS IS TYPICALLY REQUIRED FOR THE FOLLOWING CONDITIONS²:

- 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 Underwriting Department from ordering medical records for those impairments that are deemed necessary.



Age and Amount Underwriting Requirements

Accelerated Underwriting¹ for Term and Whole Life: Level Term to \$750,000

Amounts	18–30 Years	31–40 Years	41–50 Years	51–60 Years
Up to \$250,000	AU	AU	AU	AU
\$250,000–\$750,000	AU	AU	AU	AU

Existing SBLI/Centrian 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.

Whole Life to \$750,000

Amounts	0–15 Years	16–17 Years	18–30 Years	31–40 Years	41–50 Years	51–60 Years
Up to \$250,000	Non-medical	Non-medical MVR	AU	AU	AU	AU
\$250,000–\$750,000	Non-medical	Non-medical MVR	AU	AU	AU	AU

Existing SBLI/Centrian 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.



Because qualifying applicants for all risk classes do not require a medical exam, your clients will benefit from a much simpler 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, and Application Part 2. 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 61–74 will be traditionally underwritten. .

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

Amounts	18–30 Years	31–40 Years	41–50 Years	51–60 Years	61–69 Years	70–80 Years
Up to \$250,000	AU	AU	AU	AU	Para BP/ HOS MVR	Para BP/ HOS EKG MVR
\$250,001–\$750,000	AU	AU	AU	AU	Para BP/ HOS MVR	Para BP/ HOS EKG MVR
\$750,001–\$1,000,000	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	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	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	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	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

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

Underwriting Class Criteria

Non-Nicotine

Criteria	Preferred Plus Non- Nicotine	Preferred Non-Nicotine
Nicotine	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	No nicotine products in the last 3 years
Blood Pressure	<ul style="list-style-type: none"> • 135/85 up to age 60 • 140/85 age 61 and over (treated or untreated) 	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • Maximum 5.0 males • Maximum 4.5 females • Treated or untreated 	<ul style="list-style-type: none"> • Maximum 5.5 males • Maximum 5.0 females • Treated or untreated
Family History	<ul style="list-style-type: none"> • 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 <p><small>* Breast, ovarian, prostate, melanoma, thyroid, lymphoma, colon. (Gender specific cancers applicable to same-sex applicants only.)</small></p>	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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	U.S. resident for the last 2 years
Occupation/Avocation	<ul style="list-style-type: none"> • No hazardous occupations/avocations • No active military duties • Scuba diving < 75 feet • Aviation 	<ul style="list-style-type: none"> • No hazardous occupations/avocations • Active military considered if stationed in U.S. and non-hazardous occupation • Scuba diving <100 feet • Aviation

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

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	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • Maximum 6.5 males • Maximum 6.0 females 	<ul style="list-style-type: none"> • Maximum 7.0
Family History	<p>Not more than 1 death of parent, prior to age 60, of cardiovascular or familial cancer*</p> <p><small>* Breast, ovarian, prostate, melanoma, thyroid, lymphoma, colon. (Gender specific cancers applicable to same-sex applicants only.)</small></p>	More than 1 cardiovascular death in parents, individual consideration
Driving Record	<ul style="list-style-type: none"> • No DUI in the last 5 years • No more than 3 moving violations in the last 3 years 	<ul style="list-style-type: none"> • 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	U.S. resident for the last 2 years

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



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	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• Maximum 6.5 males• Maximum 6.0 females	<ul style="list-style-type: none">• Maximum 7.0
Family History	No death of parent or sibling, prior to age 60, of cardiovascular or familial cancer* <small>* Breast, ovarian, prostate, melanoma, thyroid, lymphoma, colon. (Gender specific cancers applicable to same-sex applicants only.)</small>	More than 1 cardiovascular death in parents, individual consideration
Driving Record	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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	U.S. resident for the last 2 years

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

Height	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**

Height	Ratings								
	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+



Financial Underwriting Guidelines

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.

Client 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.





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.

INCOME MULTIPLE CHART

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	1C

Non-working spouse can get up to \$2,000,000 in coverage if the working spouse has similar coverage. A higher amount may be considered based on overall household financial profile/net worth.



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

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

Age	40% (Tax Rate) Of Projected Net Worth
To age 60	6% for lesser of 10 years of LE (multiply by 1.8)
61-65	6% for lesser of 8 years of LE (multiply by 1.6)
66-70	6% for lesser of 6 years of 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.



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

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

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

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**



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.



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 <ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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

Our 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.

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 / brokers only. Not for use with the public.

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