

# PLUS: Protective Life Underwriting Solution

## Eligibility Checklist

Not a Deposit	Not Insured By Any Federal Government Agency
No Bank or Credit Union Guarantee	Not FDIC/NCUA Insured   May Lose Value

For Financial Professional Use Only. Not for Use With Consumers.



# One size doesn't fit all when it comes to underwriting.

PLUS is designed to underwrite Protective Advantage Choice UL, Protective Classic Choice Term, Protective Custom Choice UL, Protective Indexed Choice UL, Protective Lifetime Assurance UL and ProClassic II UL applicants using a faster and less invasive process. Using advanced analytics, our flexible solution can streamline the experience for each applicant based on their individual circumstances.

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## **KEY BENEFITS OF PLUS:**

- Fluids and APSs may not be required
  - Underwriting interview conducted by Protective employees
  - Application cycle time reduced by 14 days
  - All cases facilitated via Protective's automated underwriting platform to optimize speed to issue
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## How our process works:

- Within 24 hours of the application being submitted, your client will receive a call to complete their TeleLife® interview. At the beginning of the interview, your client will be prompted to provide HIPAA and CRA authorization.
- During the TeleLife interview, PLUS gathers the required data. Along with the application disclosures, PLUS uses the data to determine the underwriting requirements and the best available class for the applicant.
- Application package sent out for signature.
- At the end of the TeleLife interview, you can expect your client to follow one of these paths:
  - **Accelerated underwriting:** The need for an exam and labs is eliminated, and the policy is ready to be issued.
  - **Traditional underwriting:** Exam, fluids, labs and/or medical records are required to ensure accurate underwriting.

Some clients may appear to be eligible for an accelerated underwriting offer, but will still be required to complete the exam and labs. The need for an exam and labs could be from the underwriting data gathered (for example, prescription drug reports), a disclosure by the applicant, or a combination of factors. Even if your client does not get an accelerated underwriting offer, they could still qualify for the best class through the exam and labs underwriting.

Accelerated underwriting cases will be monitored post-issue to confirm the disclosures provided by the applicant. Information gathered via accelerated underwriting cases may be reviewed and addressed with your client if we discover any material differences.

The checklist below will help you determine if your client may qualify for PLUS, possibly eliminating the need for fluids and APSs.

### AGES AND FACE AMOUNTS

- Ages 18 – 45: \$100,000 – \$1,000,000
- Ages 46 – 60: \$100,000 – \$500,000

### CURRENT HEALTH

- Height and weight within the recommended limits.
- No major medical condition(s). See list on following page.
- Blood pressure less than 140/90.
- Total cholesterol less than 275; cholesterol/HDL ratio is less than 5.5.

### HEALTH/FAMILY HISTORY

- No natural parent or sibling death prior to age 60 from coronary artery disease or cancer including breast, colon, lung, melanoma, ovarian or prostate.
- No tobacco use within the past 60 months for Select Preferred.
- No tobacco use within the past 24 months for Preferred.

### INSURANCE HISTORY

- Approved at Preferred or Select Preferred if previously underwritten by Protective.
- No prior informal request to Protective within the last 24 months.
- No life, health or disability insurance has been rated, declined or postponed.

### PERSONAL AND LIFESTYLE HISTORY

- U.S. citizen or permanent resident with no travel to hazardous locations.
- Not currently receiving a pension or payment because of injury, sickness or disability.
- No bankruptcy in the past ten years.
- No DUIs or reckless driving within five years, or more than two moving violations in the past three years.
- Not charged with, awaiting a trial for, or convicted of a felony.
- Have not engaged in any of the following activities in the past two years or do not plan to engage in them in the next two years: hang gliding, mountain climbing, sky diving, parachuting or private aviation.

### HEALTHY BUILD CHART

Eligible applicants must fall within the following height/weight limits.

Height/Weight		Height/Weight		Height/Weight		Height/Weight	
4'7"	129	5'3"	169	5'11"	215	6'7"	266
4'8"	134	5'4"	175	6'0"	221	6'8"	273
4'9"	139	5'5"	180	6'1"	227	6'9"	280
4'10"	144	5'6"	186	6'2"	234	6'10"	287
4'11"	149	5'7"	192	6'3"	240	6'11"	294
5'0"	154	5'8"	197	6'4"	246		
5'1"	159	5'9"	203	6'5"	253		
5'2"	164	5'10"	209	6'6"	260		

## Major Medical Conditions

(the following conditions can make an applicant ineligible for the accelerated underwriting path in PLUS)

- Alcohol abuse and/or treatment
- Drug abuse and/or treatment
- AIDS (Acquired Immune Deficiency Syndrome)
- Disorder of the immune system
- Rheumatoid Arthritis (RA)
- SLE/Lupus
- Epilepsy, seizures, paralysis, or mental or nervous disorder or depression
- Disorder of the muscles including muscular dystrophy, ALS (amyotrophic lateral sclerosis), multiple sclerosis, motor neuron disease
- Parkinson's Disease
- Bipolar Disorder
- Suicidal thoughts
- ADD/ADHD
- Anorexia/Bulimia
- Weight Loss Surgery such as Gastric Bypass, Sleeve or Lap Band Surgery
- Coronary artery disease, carotid disease, heart attack, stroke, heart or other circulatory system surgery
- Atrial Fibrillation
- Peripheral Artery Disease (PAD/Peripheral Vascular Disease (PVD))
- Stroke/Transient Ischemic Attack (TIA)
- Hypertension (diagnosed within past year)
- Melanoma
- Cancer or malignant tumor including lymphoma or leukemia (exceptions: Basal Cell and Squamous Cell Carcinomas)
- Chronic Obstructive Pulmonary Disease (COPD/Emphysema)
- Asthma
- Sarcoidosis
- Sleep Apnea
- Barrett's Esophagus, Hepatitis, Crohn's Disease, intestinal bleeding, chronic diarrhea, Ulcerative Colitis (UC) or other disorder of the liver
- Diabetes/Gestational Diabetes or hyper-thyroid or other endocrine disorder
- Kidney disease or disorder of the kidney

Let's deliver on our promises. Together.

# The Protective Way

## Delivering what's promised. 100 years and counting.

Other companies talk about values. But with us it's more than a slogan. In fact, our core principles — value, integrity, strength and stability — inform everything we do, from our business model to the design of our products.

Simply put, we believe in doing the right thing in every action and decision, large and small. We're careful about the promises we make — and make sure we deliver on them. It's how we continue to build trust and relationships that last.

Clients who do not fit all eligibility requirements may need to submit additional information like a paramedical exam, or other labs or medical records.

Protective Classic Choice Term (TL21), and state variations thereof, is a level death benefit term life insurance policy to age 90 and Protective Custom Choice UL (UL-22), Protective Advantage Choice UL (UL-20), ProClassic II UL (UL-25), Protective Indexed Choice UL (UL-27), and Lifetime Assurance UL (UL-22) are universal life insurance policies are issued by Protective Life Insurance Company, Brentwood, TN. Policy form numbers, product features and availability may vary by state. Consult policies for benefits, riders, limitations and exclusions. Subject to underwriting. Up to a two-year contestable and suicide period. Benefits adjusted for misstatements of age or sex. In Montana, unisex rates apply.

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