

Simplified Issue Underwriting Guidelines and Requirements

Lincoln Benefit Life is now offering a simplified issue underwriting program to assist in the sale of employer-sponsored non-qualified benefit programs. Any permanent single life product offered by LBL is eligible.

Target markets include, but are not limited to:

- Bank Owned Life Insurance (BOLI)
- Corporate Owned Life Insurance (COLI)
- Salary Continuation
- Executive Group Term Carve Out Programs
- Deferred Compensation
- Executive Bonus

We will consider multiple life cases with the following characteristics:

- Eligible employees must be actively at work on a full time basis and enrolled in employee benefit plans. *Actively at work* means working full time at a rate of at least 30 hours per week with no hospitalization and no absence due to illness or accident of more than 5 days during the preceding 3 months.
- Employee groups are comprised of executive, managerial and professional occupations only. (*No hazardous occupations or avocations permitted.*)
- Evidence of eligibility is provided and coverage amounts must be formula driven (*provide copy*).
- There are a minimum of 5 lives and the maximum issue age is age 65 (*ages 66-70 require full underwriting*).
- Cases under 10 lives have 100% participation required.

LBL will be offering list bill on group cases.

Case Approval

To obtain approval for a simplified issue case, the MBA should submit the case to LBL's Underwriting Department prior to taking any applications. The following needs to be obtained and submitted:

- Employee census, including: age, sex, salary, smoking status, face amount, occupations, avocations and any significant medical conditions.

- Name of the corporation, nature of the business, number of employees and expected participation level.
- Purpose of the insurance, any similar simplified plans already in-force (including face amount) and if replacement is intended.

Underwriting Requirements

- The Home Office will supply the appropriate simplified issue application upon pre-approval of the case
- State required forms and consent forms
- MIB will be checked
- Foreign nationals not residing in the U.S. are excluded
- Tier 1 (less than \$1 million)
 - Agent collected oral fluid
 - APS for cause, as needed
 - Rx check (by home office)
- Tier II (\$1 - \$2 million)
 - Agent collected oral fluid
 - APS required
 - Rx check (by home office)

Additional Guidelines

- The simplified program offers two rate classes, Standard Non-Tobacco and Standard Smoker. Preferred is not available due to the significantly abbreviated underwriting.
- LBL reserves the right to rate, modify or decline individuals based on information obtained.
- If an employee of the group declines the initial offer, but later requests to participate, regular underwriting rules apply (*no simplified underwriting*).
- New entrants or new employees can be included under the original simplified rules (*proof of employment may be required*).
- If an employee chooses a lower face amount, future increases require complete and full underwriting.
- LBL reserves the right to terminate any group. A 30 day written notification will be provided.
- Please note, **this is not a guarantee to issue or guarantee issue program.**

For additional information on the simplified issue underwriting program, please contact the Home Office.

Guarantees are based on the claims-paying ability of Lincoln Benefit Life. Universal life insurance policies are issued by Lincoln Benefit Life Company, Lincoln, NE. Lincoln Benefit Life Company is a wholly owned subsidiary of Allstate Life Insurance Company, Home Office, Northbrook, IL.

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