
Give yourself an edge in the business insurance market.

Your guide to underwriting and submitting multi-life cases

Nationwide® Business Solutions Group



**For help underwriting your multi-life case,
call Nationwide Business Solutions Group
at 1-877-351-8808.**

• Not a deposit • Not FDIC or NCUSIF insured • Not guaranteed by the institution
• Not insured by any federal government agency • May lose value

Rely on our business life insurance specialists

When you're competing for a multi-life case, it's important to work with a team that can match your pace and provide critical support when you need it. That's just what you get with our Nationwide® Business Solutions Group:

- A leader in the business insurance market for 13 years
- Already chosen by over 500 corporations — many in the Fortune 1000
- More than 36,000 corporate- and bank-owned policies in force¹
- Over \$9.1 billion in assets under management¹

So, take advantage of the support we can provide you, beginning with this guide to our multi-life underwriting requirements and streamlined process.

1. Nationwide's Policy Administrative Reporting System as of March 31, 2011.

Underwriting made easier

You have much more to manage with a business insurance case. That's why we keep things simple and limit our underwriting process to just two steps for you:

1. Send us your underwriting request.

- Complete our Nonqualified Executive Benefits Client Questionnaire (Form # CLM-0491AO) with your Nationwide Business Solutions Group wholesaler; tell us about your client, the plan, replacement information, the type of underwriting needed and the insurance product you'll use
- Include a census of the executives the plan will cover; for each one, list name, date of birth, age, sex, smoking status, death benefit amount and premium amount
- Email both documents to your Nationwide Business Solutions Group wholesaler or fax them to 1-855-677-2357.

2. Watch for our offer letter.

- We'll send you an offer letter for all Guaranteed Issue and Simplified Issue cases; it will summarize your case and highlight the initial face amounts available, the illustration features to note and any qualifying conditions for eligible participants
- Our underwriting offer will remain valid for 90 days; if you decide to submit the case to another carrier for consideration, we reserve the right to reconsider our position

Please remember:

- The general guidelines on the following pages are there to help you design and prepare your case; please contact one of our wholesalers to discuss the specifics of your case, even if it falls outside of these guidelines
- The limits you'll see are for reference only; the actual offer we extend will depend on the specifics of your case and the availability of reinsurance, and we'll outline all of that in the offer letter we send you

Choosing the underwriting you need.

When you complete the underwriting questionnaire for your case, you'll indicate what type of underwriting you need. Depending on the case design, size of the insured group and amount of premium, a number of options are available. To help you select from among them, we've included the following guidelines.

Guaranteed Issue (GI)

In many cases, we can offer your business client Guaranteed Issue underwriting, where a consent form — without medical questions — is all that we need

Minimum number of lives	Maximum face amount		Insurability	Eligibility	Rate classes	Additional underwriting details
	Number of lives	Potential death benefit per life				
10	10-19 20-49 50+	\$40,000 - \$50,000 per insured \$50,000 - \$60,000 per insured \$60,000 - \$70,000 per insured Note: The maximum total specified amount is \$5 million.	Ages 21-70 Working at least 30 hours per week Not hospitalized (90 days) Not absent four or more days (90 days) U.S. citizen or permanent resident of U.S.	Employee/ employer-sponsored relationship Clearly defined group of employees consistent with IRC Sec. 101(j) requirements 60% participation	Nontobacco Standard Tobacco Standard	Premium or death benefit must be formula based

Modified Guaranteed Issue (MGI)

Modified Guaranteed Issue is an option for certain cases that qualify for Guaranteed Issue consideration but are outside the Guaranteed Issue guidelines. It is generally only available for corporate-owned arrangements.

Minimum number of lives	Maximum face amount		Insurability	Eligibility	Rate classes	Additional underwriting details
	Number of lives	Potential death benefit per life				
5	5-9	\$50,000 per insured	Ages 21-70	Employee/ employer- sponsored relationship Clearly defined group of employees consistent with IRC Sec. 101(j) requirements 60% participation	Nontobacco Standard Tobacco Standard	Premium or death benefit must be formula based
	10-19	\$65,000 per insured	Working at least 30 hours per week			
	20+	\$80,000 per insured Note: The maximum total specified amount is \$5 million.	Not hospitalized (90 days) Not absent four or more days (90 days) U.S. citizen or permanent resident of U.S.			

Simplified Issue

Simplified Issue is an option for cases that don't meet the criteria for either Guaranteed Issue or Modified Guaranteed Issue underwriting. We review plan participants individually based on limited underwriting requirements and approve them on a standard or rated basis, or, in some cases, we may need to either pivot to Regular Issue or deny coverage.

APS = Attending physician statement
 BCP = Blood chemistry profile
 HOS = Home office urine specimen
 MIB = Medical Information Bureau
 MVR = Motor vehicle report

Minimum number of lives	Maximum face amount		Insurability	Eligibility	Rate classes	Additional underwriting details
	Number of lives	Potential death benefit per life				
3	3+	\$100,000 - \$200,000 per insured	Ages 21-70 Working at least 30 hours per week Not hospitalized (90 days) Not absent four or more days (90 days) U.S. citizen or permanent resident of U.S.	Employee/employer-sponsored relationship Clearly defined group of employees consistent with IRC Sec. 101(j) requirements 85% participation	Nontobacco Standard Tobacco Standard	Premium or death benefit must be formula based Up to \$1,000,000, we require: - MIB, MVR - Intelliscript/Script check - APS for cause Over \$1,000,000, we also require: - BCP/HOS

Regular Issue

There's still another option. Regular Issue is available for business cases that don't meet the criteria for our other underwriting options. In that instance:

- We review the potential insureds individually based on Nationwide's full underwriting requirements
- We also have the ability to offer Preferred and Preferred Plus rates (not available for all products)

We've outlined those requirements in our Life Underwriting Requirements Guide (Form #NFM-8789AO), so please refer to it. But remember, you would still be working with our business life insurance specialists on your case.

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**Call our Nationwide Business Solutions Group at
 1-877-351-8808 with your Regular Issue underwriting
 questions, too.**

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A streamlined new business process

Once you sell a case, there's still a lot of work to do. But you can count on us to help you get it done much more easily. We provide you with a new business coordinator, who will guide you through the following six-step process that we developed based on our years of experience working with advisors like you.

1. We confirm licensing and appointments.

After our underwriter sends you the offer letter, your dedicated new business coordinator will contact you to confirm:

- The state(s) where the business could be written (For a Rabbi Trust, this may be different from the corporation's state.)
- All brokers who will be listed on the case
- All brokers are licensed and appointed in all the states where the business could be sold

Note: Licensing and appointments with Nationwide must be in place before you complete applications and related paperwork.

2. We send the new business paperwork.

After confirming the licensing and appointments, your new business coordinator will email the new business paperwork to you.

3. You complete and return the paperwork.

- Throughout this part of the process, your new business coordinator will maintain contact with you to offer guidance and answer questions
- When you're ready, you should email or fax all materials directly back to your new business coordinator's attention; again, our fax number is 1-855-677-2357
- If you would like to, you may also mail the materials to us at:

Nationwide Business Solutions Group
 Attn: New Business
 One Nationwide Plaza, 1-11-401
 Columbus, OH 43215

New business submission and good order requirements	
Guaranteed Issue	Simplified or Regular Issue
Master application*	Full application* with appropriate requirements as determined by underwriting
COLI Best Practices form (if applicable)	COLI Best Practices form (if applicable)
Variable supplement* (if applicable)	Variable supplement* (if applicable)
Commission election form (if applicable)	Commission election form (if applicable)
Consent forms* — signed within 90 days of case submission	Medical authorization form*
1035 exchange forms and replacement forms* — if applicable	1035 exchange forms and replacement forms* — if applicable
Illustration	Illustration
Insurance schedule	

* State specific form

4. We make sure we have everything we need.

- Your new business coordinator will review the paperwork and verify that it's in good order; he or she will let you know if anything is missing
- After that, your new business coordinator will confirm that we're ready to receive the premium at Nationwide

5. You submit the premium.

- Include a roster with each payment to show us how much premium we should apply for each insured
- Send the premium via check or wire; wiring instructions are available upon request

Note: It's best not to send us the premium until after we have received and accepted all good order requirements.

6. We issue and deliver the policies.

- Your new business coordinator will issue the policies and assemble them into policy binders
- He or she then sends them to you for delivery and works with you until we receive all delivery requirements

Good order date

The good order date is when we determine that we have all requirements, including premium payments, needed to accept and issue insurance policies. For variable products, it also establishes when we move premium from the money market fund to the investment options you selected on the Variable Supplement.

The date we move the premium depends on the state where the policy is issued and its requirement for a refund in the event of an owner's cancellation during the short-term right to cancel period:

- If the state requires a cash value refund, we invest the money into the chosen funds as of the good order date
- If the state requires a full return of premium, we define the good order date as Day 1, and then we invest the premium into the chosen funds on the next business day that is three business days and 10 calendar days after the good order date

This guide should help as you move forward with your business case, but nothing beats talking to a business insurance specialist. So, call our Nationwide Business Solutions Group now at 1-877-351-8808.

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