



Protective 

# UNDERWRITING GUIDE

|  |                                     |                |
|--|-------------------------------------|----------------|
| Not FDIC/NCUA Insured                        | Not Bank or Credit Union Guaranteed | Not a Deposit  |
| Not Insured By Any Federal Government Agency |                                     | May Lose Value |

Protective refers to Protective Life Insurance Company.

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

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## Approved paramedical providers

### **APPS/Portamedic**

800-727-2101 • [appslive.com](http://appslive.com)

### **ExamOne**

877-933-9261 • [examone.com](http://examone.com)

Only approved paramedical providers should be used when ordering exams for prospective clients. Exams completed by unapproved providers are not eligible for reimbursement, and may require a repeat examination by an approved provider. The Company will not pay for tests or requirements that we do not request, or for any test or requirements where we do not have a signed, formal application.

## Physician information

Name, address, and phone number of personal physician(s) will expedite underwriting. Attending Physician Statement (APS) may be required.

## Approved Attending Physician Statement vendors:

### **Parameds**

718-575-2000 — [parameds.com](http://parameds.com)

### **Express Imaging Services**

888-846-8804 — [eiscallcenter.com](http://eiscallcenter.com)

### **Jetstream APS**

310-826-3759 — [jetstreamaps.com](http://jetstreamaps.com)

### **eNoah iSolutions**

254-242-8399 — [enoahisolution.com/medical-records-retrieval/](http://enoahisolution.com/medical-records-retrieval/)

## Underwriting requirements

Non-medical and medical requirements are determined by total “in-force” and “applied for” insurance with Protective Life, Protective Life and Annuity and any Protective subsidiary.

| Abbreviation           | Description<br>(all ordered from field unless otherwise noted)  |
|------------------------|---|
| BP                     | Blood profile   |
| EKG                    | Electrocardiogram   |
| eIR <sup>1</sup>       | Electronic inspection report  |
| UA                     | Urinalysis  |
| IR <sup>1</sup>        | Inspection report   |
| NMD                    | Non-Medical declaration—Requires completion of the Part 1A, supplemental application—medical declarations form ICC12-402. |
| PM                     | Paramedical exam  |
| AODL <sup>5</sup>      | Part II, supplemental underwriting application (Form ICC13-P226)  |
| LDCT                   | Landmark drawing copy test  |
| MCAS <sup>1,5</sup>    | Minnesota cognitive acuity screen   |
| NT-ProBNP <sup>1</sup> | N-Terminal pro-b type natriuretic peptide   |
| TPF                    | Third-party financials  |
| CFS                    | Confidential financial statement  |

## Rider underwriting requirement calculation

| Rider   | Percentage to multiply by rider benefit to determine requirements |
|---|---|
| Accidental death benefit rider  | n/a   |
| Children's term rider <sup>3</sup>                                    | 100%  |
| ExtendCare <sup>SM</sup> accelerated death benefit rider <sup>5</sup> | n/a   |
| Income provider option  | Total payout amount   |
| Lapse protection rider  | n/a   |
| Overloan protection rider   | n/a   |
| Protected insurability rider <sup>2,4</sup>                           | 50%   |
| Split option endorsement  | n/a   |
| Waiver of specified premium rider                                     | n/a   |

## ExtendCare underwriting requirements (ages 65 and above)

- Part II, supplemental underwriting application (Form ICC13-P226) to be completed by the insurance medical examiner. Please note this will not be completed automatically for ages 65–70 and must be added to the exam order.
- Minnesota Cognitive Acuity Screen (MCAS), administered by LTCG, will be ordered by the home office.

## NT-ProBNP testing parameters

Applicants ages 51–60      \$500,001+

Applicants ages 61+      All face amounts

## Attending physician's statement guideline

An APS should be ordered for physical exams within the timeframes indicated below.

| Age   | \$50,000 to \$250,000 | \$250,001 to \$1,000,000 | \$1,000,001 to \$3,000,000 | \$3,000,001 to \$5,000,000 | \$5,000,001 and up |
|-------|-----------------------|--------------------------|----------------------------|----------------------------|--------------------|
| 0-39  | None                  | None                     | 3 months*                  | 1 year*                    | Any                |
| 40-49 | None                  | None                     | 6 months*                  | 1 year*                    | Any                |
| 50-60 | 1 month*              | 3 months*                | 1 year                     | 2 years                    | Any                |
| 61+   | Any                   | Any                      | Any                        | Any                        | Any                |

\* Underwriting may not require an APS with sufficient digital health data (Rx, Medical Data, Clinical Labs)

For ages 60 and below, an APS is generally not required for the following routine exams (as long as they are noted to be normal): employment, FAA, OB/GYN check-ups, pregnancy/delivery, or school physicals.

Please note that an APS will be required for all proposed insureds over the age of 60, regardless of the face amount and the proposed insured must receive age-appropriate routine health care in order to be considered for coverage.

For all TeleLife<sup>®</sup> cases, the home office will order the APS.

<sup>1</sup> Requirement ordered by home office.

<sup>2</sup> If the rider insured is on the base insured, the adjusted rider benefit is added to the base face amount to determine the requirements.

<sup>3</sup> If the rider insured is another individual (spouse or child), the adjusted rider benefit is used for the requirements table.

<sup>4</sup> PIR benefit amount is the total for all option dates.

<sup>5</sup> ExtendCare riders require AODL and MCAS at ages 65 and above, all amounts. AODL will not be completed automatically for ages 65-70 and must be added to the exam order.

# Medical and financial underwriting requirements<sup>1</sup>

| Face amount                 | Age nearest birthday |  |  |  |   |  |  |
|-----------------------------|----------------------|--|--|--|---|--|--|
|                             | Ages 0-15            | Ages 16-35   | Ages 36-40   | Ages 41-50   | Ages 51-60  | Ages 61-70 <sup>2</sup>                                      | Ages 71 and up   |
| \$0 to \$49,999             | NMD                  | PM MVR <sup>3</sup> UA                                   | PM MVR <sup>3</sup> UA                                   | PM MVR <sup>3</sup> UA                                   | PM MVR <sup>3</sup> UA                                      | PM MVR <sup>3</sup> UA                                       | PM BP UA<br>MVR <sup>3</sup> eIR <sup>3</sup> AODL<br>LDCT MCAS <sup>3</sup>               |
| \$50,000 to \$99,999        | NMD                  | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                                | PM BP UA<br>MVR <sup>3</sup>                                 | PM BP UA<br>MVR <sup>3</sup> eIR <sup>3</sup> AODL<br>LDCT MCAS <sup>3</sup>               |
| \$100,000 to \$150,000      | NMD                  | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                                | PM BP UA<br>MVR <sup>3</sup>                                 | PM BP UA<br>MVR <sup>3</sup> eIR <sup>3</sup> AODL<br>LDCT MCAS <sup>3</sup>               |
| \$150,001 to \$250,000      | NMD                  | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                                | PM BP UA<br>MVR <sup>3</sup>                                 | PM BP UA<br>EKG MVR <sup>3</sup> eIR <sup>3</sup><br>AODL LDCT MCAS <sup>3</sup>           |
| \$250,001 to \$500,000      | NMD<br>APS           | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                                | PM BP UA<br>MVR <sup>3</sup>                                 | PM BP UA<br>EKG MVR <sup>3</sup> eIR <sup>3</sup><br>AODL LDCT MCAS <sup>3</sup>           |
| \$500,001 to \$1,000,000    | NMD<br>APS           | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                                | PM BP UA<br>MVR <sup>3</sup>                                 | PM BP UA<br>EKG MVR <sup>3</sup> eIR <sup>3</sup><br>AODL LDCT MCAS <sup>3</sup>           |
| \$1,000,001 to \$2,000,000  | NMD<br>APS           | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                                | PM UA BP<br>eIR <sup>3</sup> MVR <sup>3</sup>                | PM BP UA<br>EKG MVR <sup>3</sup> IR <sup>3</sup><br>AODL LDCT MCAS                         |
| \$2,000,001 to \$3,000,000  | NMD<br>APS           | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                             | PM BP UA<br>MVR <sup>3</sup>                                | PM UA BP<br>eIR <sup>3</sup> MVR <sup>3</sup>                | PM BP UA<br>EKG MVR <sup>3</sup> IR <sup>3</sup><br>AODL LDCT MCAS                         |
| \$3,000,001 to \$5,000,000  | NMD<br>APS           | PM BP UA<br>eIR <sup>3</sup> MVR <sup>3</sup>            | PM BP UA<br>eIR <sup>3</sup> MVR <sup>3</sup>            | PM BP UA<br>eIR <sup>3</sup> MVR <sup>3</sup>            | PM BP UA<br>eIR <sup>3</sup> MVR <sup>3</sup>               | PM UA BP<br>eIR <sup>3</sup> MVR <sup>3</sup>                | PM BP UA<br>EKG MVR <sup>3</sup> CFS<br>IR AODL LDCT<br>MCAS <sup>3</sup>                  |
| \$5,000,001 to \$10,000,000 | NMD<br>CFS           | PM BP UA<br>MVR <sup>3</sup> CFS TPF<br>eIR <sup>3</sup> | PM BP UA<br>MVR <sup>3</sup> CFS TPF<br>eIR <sup>3</sup> | PM BP UA<br>MVR <sup>3</sup> CFS TPF<br>eIR <sup>3</sup> | PM BP UA<br>MVR <sup>3</sup> CFS TPF<br>eIR <sup>3</sup>    | PM BP UA<br>EKG MVR <sup>3</sup> CFS<br>TPF eIR <sup>3</sup> | PM BP UA<br>EKG MVR <sup>3</sup> AODL<br>LDCT MCAS <sup>3</sup> CFS<br>IR <sup>3</sup> TPF |
| \$10,000,001 and up         | NMD<br>CFS           | PM BP UA<br>MVR <sup>3</sup> CFS TPF<br>IR <sup>3</sup>  | PM BP UA<br>MVR <sup>3</sup> CFS TPF<br>IR <sup>3</sup>  | PM BP UA<br>MVR <sup>3</sup> CFS TPF<br>IR <sup>3</sup>  | PM BP UA<br>EKG MVR <sup>3</sup> CFS<br>TPF IR <sup>3</sup> | PM BP UA<br>EKG MVR <sup>3</sup> CFS<br>TPF IR <sup>3</sup>  | PM BP UA<br>EKG MVR <sup>3</sup> AODL<br>LDCT MCAS <sup>3</sup> CFS<br>IR <sup>3</sup> TPF |

<sup>1</sup>Additional underwriting requirements may be requested by the home office. This may include an Rx database check, credit report, criminal record check or other information necessary to underwrite the risk.

<sup>2</sup>For clients aged 65-70 who add the ExtendCare Rider, the supplemental underwriting application (Form ICC13-P226) must be added to the exam order. Please see page 3 for more details.

<sup>3</sup>Requirement ordered by the home office.

# Underwriting criteria through age 70

## Select preferred guidelines

|                    |   |
|--------------------|---|
| Nicotine           | No nicotine use for the past 5 years (urine nicotine negative). Will allow up to 12 celebratory cigars over the past 12 months if usage is admitted on the application and/or medical examination and the current urine specimen is negative for nicotine.                                      |
| Driving            | No more than one moving violation in the last three years. No DUI or reckless driving in the last five years.   |
| Family history     | No death from cancer <sup>1</sup> , heart disease, or any cardiac-related condition, of either natural parent or sibling prior to age 60. Waived if the applicant is actual age 60 or older unless both natural parents died from one of the same preceding impairments prior to age 60.        |
| Basic insurability | Standard risk medically and no ratable occupational hazard. No other adverse underwriting considerations per underwriting judgment, to include; cancer, heart disease, stroke, diabetes, or alcohol/substance abuse.  |
| Blood pressure     | Average from current medical exam and history readings within the last year do not exceed 135/85 through age 60 or 140/85 for ages 61-70. Treated blood pressure must be controlled and stable on treatment based on exam readings and Rx records.  |
| Cholesterol        | Total Cholesterol not greater than 275 including treated cholesterol and Cholesterol/HDL Ratio is 4.5 or less.  |
| Hazardous sports   | No hazardous sports or avocations, such as hang gliding, ballooning, motorized racing, parachuting, or SCUBA diving within the last three years. Recreational SCUBA diving up to depths of 100 feet is acceptable. Exclusions will be permitted for qualification, where jurisdiction approved. |
| Aviation           | Not a private pilot or participant in aviation activities. Pilot and crew members on regularly scheduled passenger flights on major airlines are acceptable if not engaged in any other flying activities. Exclusions will be permitted for qualification, where jurisdiction approved.         |
| Residence          | Citizen of U.S. (including Puerto Rico) or Canada or proof of permanent residence.  |

Weight in pounds does not exceed limit shown on the chart below (male or female):

|       | Height/Weight |        | Height/Weight |        | Height/Weight |        |
|-------|---------------|--------|---------------|--------|---------------|--------|
|       | Height        | Weight | Height        | Weight | Height        | Weight |
| Build | 4'7"          | 120    | 5'5"          | 168    | 6'3"          | 224    |
|       | 4'8"          | 125    | 5'6"          | 173    | 6'4"          | 230    |
|       | 4'9"          | 129    | 5'7"          | 179    | 6'5"          | 236    |
|       | 4'10"         | 134    | 5'8"          | 184    | 6'6"          | 242    |
|       | 4'11"         | 139    | 5'9"          | 190    | 6'7"          | 249    |
|       | 5'0"          | 143    | 5'10"         | 195    | 6'8"          | 255    |
|       | 5'1"          | 148    | 5'11"         | 201    | 6'9"          | 261    |
|       | 5'2"          | 153    | 6'0"          | 206    | 6'10"         | 268    |
|       | 5'3"          | 158    | 6'1"          | 212    | 6'11"         | 274    |
|       | 5'4"          | 163    | 6'2"          | 218    |               |        |

## Preferred guidelines

|                    |   |
|--------------------|---|
| Nicotine           | No nicotine use of any kind during the last 24 months (urine specimen negative). Will allow up to 24 celebratory cigars over the past 12 months if usage is admitted on the application and/or medical examination and the current urine specimen is negative for nicotine.   |
| Driving            | No more than two moving violations in the last three years. No DUI or reckless driving in the last five years.  |
| Family history     | No death from cancer, heart disease, or any cardiac-related condition, of either natural parent or sibling prior to age 60. Waived if the applicant is actual age 60 or older unless both natural parents died from one of the same preceding impairments prior to age 60. Family history cancers are limited to those types that clearly demonstrate a genetic predisposition, i.e. breast, colon, prostate, ovarian, melanoma, lung cancer.   |
| Basic insurability | Standard risk medically and no ratable occupational hazard. No other adverse underwriting considerations per underwriting judgment, to include; cancer, heart disease, stroke, diabetes, or alcohol/substance abuse.  |
| Blood pressure     | Average from current medical exam and history readings within the last year do not exceed 140/90 through age 60 or 150/90 for ages 61-70. Treated blood pressure must be controlled and stable on treatment based on exam readings and Rx records.  |
| Cholesterol        | Total Cholesterol not greater than 275 including treated cholesterol and Cholesterol/HDL Ratio is 5.5 or less.  |
| Hazardous sports   | No hazardous sports or avocations, such as hang gliding, ballooning, motorized racing, parachuting, or SCUBA diving within the last three years. Recreational SCUBA diving up to depths of 100 feet is acceptable. Exclusions will be permitted for qualification, where jurisdiction approved.   |
| Aviation           | Pilot and crew-members on regularly scheduled passenger flights on major airlines are acceptable if not engaged in any other flying activities. Private pilots acceptable if the following requirements are met: <ul style="list-style-type: none"> <li>• Ages 27-65</li> <li>• 26-200 hours annually</li> <li>• Possesses IFR or ATR</li> <li>• No abnormal liver function tests</li> <li>• 400 solo hours</li> <li>• Flying in the US and Canada only</li> <li>• Clean MVR</li> </ul> |
| Residence          | Exclusions will be permitted for qualification, where jurisdiction approved.  |

Citizen of U.S. (including Puerto Rico) or Canada or proof of permanent residence.

Weight in pounds does not exceed limit shown on the chart below (male or female):

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

<sup>1</sup>Family history cancers are limited to those types that clearly demonstrate a genetic predisposition, i.e. breast, colon, prostate, ovarian, melanoma, lung cancer.

# Underwriting criteria over age 70

## Select preferred guidelines

|                    |  |
|--------------------|--|
| Nicotine           | No nicotine for 5 years (urine negative). Will allow up to 12 celebratory cigars over the past 12 months if usage is admitted on the application and/or medical examination and the current urine specimen is negative for nicotine. |
| Driving            | No more than one moving violation in the last three years.<br>No DUI or reckless driving in the last five years.   |
| Basic insurability | Must have regular, preventive medical care and no other adverse underwriting considerations per underwriting judgment, to include; cancer, heart disease, stroke, diabetes, or alcohol/substance abuse.                              |
| Blood pressure     | Average from exam and readings within the last year may not exceed 150/90. Treated blood pressure must be controlled and stable on treatment based on exam readings and Rx records or the APS.                                       |
| Cholesterol        | Total Cholesterol may not be lower than 130 untreated and may not exceed 275 with or without treatment.<br>Cholesterol/HDL Ratio may not exceed 4.5.   |
| Aviation           | Exclusions will be permitted for qualification, where jurisdiction approved.   |
| Residence          | Citizen of U.S. (including Puerto Rico) or Canada or proof of permanent residence.   |

Weight in pounds may not be less than the minimum or exceed the maximum, based on the chart below:

| Height | Weight |      | Height | Weight |      |
|--------|--------|------|--------|--------|------|
|        | Min.   | Max. |        | Min.   | Max. |
| 4'7"   | 95     | 125  | 5'10"  | 153    | 202  |
| 4'8"   | 98     | 129  | 5'11"  | 158    | 208  |
| 4'9"   | 102    | 134  | 6'0"   | 162    | 214  |
| 4'10"  | 105    | 139  | 6'1"   | 167    | 220  |
| 4'11"  | 109    | 143  | 6'2"   | 171    | 226  |
| 5'0"   | 113    | 148  | 6'3"   | 176    | 232  |
| 5'1"   | 116    | 153  | 6'4"   | 181    | 238  |
| 5'2"   | 120    | 158  | 6'5"   | 186    | 245  |
| 5'3"   | 124    | 163  | 6'6"   | 190    | 251  |
| 5'4"   | 128    | 169  | 6'7"   | 195    | 257  |
| 5'5"   | 132    | 174  | 6'8"   | 200    | 264  |
| 5'6"   | 136    | 180  | 6'9"   | 205    | 271  |
| 5'7"   | 140    | 185  | 6'10"  | 210    | 277  |
| 5'8"   | 145    | 191  | 6'11"  | 216    | 284  |
| 5'9"   | 149    | 196  |        |        |      |

Build

## Preferred guidelines

|                    |   |
|--------------------|---|
| Nicotine           | No nicotine use of any kind during the last 24 months (urine specimen negative). Will allow up to 24 celebratory cigars over the past 12 months if usage is admitted on the application and/or medical examination and the current urine specimen is negative for nicotine. |
| Driving            | No more than two moving violations in the last three years.<br>No DUI or reckless driving in the last five years.   |
| Basic insurability | Must have regular, preventive medical care and no other adverse underwriting considerations per underwriting judgment, to include; cancer, heart disease, stroke, diabetes, or alcohol/substance abuse.   |
| Blood pressure     | Average from exam and readings within the last year may not exceed 160/95. Treated blood pressure must be controlled and stable on treatment based on exam readings and Rx records or the APS.  |
| Cholesterol        | Total Cholesterol may not be lower than 130 untreated and may not exceed 275 with or without treatment. Cholesterol/HDL Ratio may not exceed 5.5.   |
| Aviation           | Exclusions will be permitted for qualification, where jurisdiction approved.  |
| Residence          | Citizen of U.S. (including Puerto Rico) or Canada or proof of permanent residence.  |

Weight in pounds may not be less than the minimum or exceed the maximum, based on the chart below:

| Height | Weight |      | Height | Weight |      |
|--------|--------|------|--------|--------|------|
|        | Min.   | Max. |        | Min.   | Max. |
| 4'7"   | 86     | 133  | 5'10"  | 139    | 216  |
| 4'8"   | 89     | 138  | 5'11"  | 143    | 222  |
| 4'9"   | 92     | 143  | 6'0"   | 147    | 228  |
| 4'10"  | 96     | 148  | 6'1"   | 152    | 235  |
| 4'11"  | 99     | 153  | 6'2"   | 156    | 241  |
| 5'0"   | 102    | 159  | 6'3"   | 160    | 248  |
| 5'1"   | 106    | 164  | 6'4"   | 164    | 255  |
| 5'2"   | 109    | 169  | 6'5"   | 169    | 261  |
| 5'3"   | 113    | 175  | 6'6"   | 173    | 268  |
| 5'4"   | 117    | 180  | 6'7"   | 178    | 275  |
| 5'5"   | 120    | 186  | 6'8"   | 182    | 282  |
| 5'6"   | 124    | 192  | 6'9"   | 187    | 289  |
| 5'7"   | 128    | 198  | 6'10"  | 191    | 296  |
| 5'8"   | 132    | 204  | 6'11"  | 196    | 304  |
| 5'9"   | 135    | 210  |        |        |      |

Build

# Financial underwriting

The purpose of the coverage should be included in a cover memo or stated in the remarks section of the application.

## Personal coverage

- **Income replacement**—use the income multiples below to determine maximum face amount.
  - Verification of income may be required if the amount appears excessive in relationship to the overall financial picture.
  - Spouse/homemaker face amount is generally limited to 50% of working spouse coverage up to a maximum of \$1 million.
  - An equal amount of coverage up to \$1 million can be considered for mortgage protection, young families or other needs.

| Ages        | Income multiples |
|-------------|------------------|
| To age 40   | 30x              |
| 41-50       | 20x              |
| 51-60       | 15x              |
| 61-65       | 10x              |
| 66 and over | 6x               |

- **Estate tax/liquidity**—traditional estate tax and liquidity planning sales
  - Third-party verification of assets and income required.
- **Asset maximization**—IRA maximization/legacy/asset and wealth transfer sales
  - The maximum total line with all companies is based on only the value of the investment assets (mutual funds, stock, bonds, IRA, cash, etc.) and value of equity in the personal residence. See underwriting guideline below.
  - The last quarterly statements for all investment assets should be included with the application along with a cover letter outlining the sales concept and purpose for the coverage.
- **Maximum face amount guidelines**
  - Asset value = investment assets + market value of personal residence
  - Asset value x 50% - in-force coverage = maximum face amount for asset maximization sales
- **Charitable sales**—the amount of coverage is generally based on a documented pattern of giving, but when there are significant investment assets, the asset maximization guidelines may apply as well.

## Business coverage

- **Key-Man coverage**—the face amount allowed is based on the income of the key person being insured and is generally limited to 5x-10x salary.
  - Verification of income may be required.
- **Buy-Sell coverage**—the face amount should reflect the insured's percentage ownership in the business and be in line with the market value of the business.
- **Business Loan Coverage**—the percentage of the loan that will be covered may be limited to 70% of the loan amount for corporate coverage.
  - Coverage up to 100% of the loan amount may be allowed if business owner is the sole proprietor or a personal coverage need exists. A personal beneficiary should be named and the policy should be collaterally assigned to the lender.
  - SBA backed loans are generally limited to the loan amount up to a maximum face amount of \$500,000.
  - A copy of the loan agreement may be requested on a case by case basis.

## Confidential financial statement (CFS)

|           |                           |
|-----------|---------------------------|
| Ages 0-70 | Face amounts \$5,000,001+ |
| Ages 61+  | Face amounts \$3,000,001+ |

- A CFS should be submitted for all estate tax/liquidity, asset maximization and charitable giving cases.
- Any bankruptcy in the last 3 years.

## Third-party verification of assets

- Third-party verification of assets is required for all face amounts over \$5 million and may be required for face amounts under \$5 million depending on the purpose of the coverage. Asset verification may include CPA statements, quarterly investment statements, tax returns, public record checks, etc.

## Bankruptcy

- **Chapter 7**—Applicants can be considered at one year from the date the bankruptcy is discharged if salaried employee or two years if self-employed.
- **Chapter 11**—Applicants can be considered one year from the date of discharge.
- **Chapter 13**—Applicants can be considered one year from the date the reorganization is approved for salaried applicants, or two years if self-employed.
- Confidential Financial Statement (CFS) and verification of income (tax returns or pay-stub) will be required for any bankruptcy within the last 3 years. In addition, the home office will order a credit report.

## Additional information

### Expiration of underwriting requirements

Applications and underwriting requirements are valid for a limited period of time. Below are guidelines for the validity/expiration of underwriting requirements:

| Document/test     | Age 0-70 | Age 71+  |
|-------------------|----------|----------|
| Application       | 1 year   | 6 months |
| Exam              | 1 year   | 6 months |
| Labs              | 1 year   | 6 months |
| MCAS/LDCT         | 1 year   | 6 months |
| EKG               | 1 year   | 1 year   |
| Inspection report | 1 year   | 1 year   |

We will use exam, lab and EKG requirements completed for another company as long as they are provided to us and do not fall outside of expiration of underwriting requirements guidelines above. A completed Protective part 1A will be required.

## Underwriting programs

### Pro credit standard-to-preferred underwriting program

(applies to all fully underwritten products)

This crediting program allows consideration for a preferred non-tobacco rate classification when an applicant is disqualified due solely to only one of the following cardiovascular risk factors:

- Blood pressure
- Build
- Total cholesterol
- Cholesterol/HDL ratio
- Family history (heart disease)

Eligibility for this upgrade will depend on the extent of the single deviation as well as the remaining cardiovascular risk factors.

This program applies only to new business cases.

The Protected Insurability Rider is not allowed with this program.

### Protective Life Underwriting Solution (PLUS)

One size doesn't fit all when it comes to underwriting. PLUS is designed to underwrite 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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Ages 18–45      \$100,000-\$1,000,000

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Ages 46–60      \$100,000-\$500,000

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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



# Foreign travel & foreign national guidelines

## Foreign travel guidelines

These guidelines address the country(ies) being visited, as well as other risk factors such as the specific region with the country, purpose of the travel, occupation, frequency and total duration. After consideration of all risk factors, short duration travel may be eligible for more favorable rate classes. In addition to the information provided on the application, a foreign travel questionnaire may also be required.

Additional considerations include:

- Purpose for and specific location of the travel.
- Short term travel is defined as 8 weeks or less annually. Durations of up to 6 months annually will be considered as “travel” under these guidelines. For our purposes, travel durations of more than 6 months annually will be considered as foreign “residence.”
- All benefits and riders will be individually underwritten.

## Foreign national guidelines

### Category 1

Non-U.S. citizen with a permanent Visa (green card) who is legally residing in the U.S. on a permanent basis.

| Requirements   | Insured | Owner |
|--|---------|-------|
| Applications, medical exams, labs and tests must be completed in the U.S.  | ●       |       |
| Must comprehend the English language (Spanish speaking applicants must go through the TeleLife interview process.) | ●       | ●     |
| Tax ID: SSN  | ●       | ●     |
| Tax ID: Required for business ownership and U.S. trust ownership   |         | ●     |
| Copy of green card   | ●       | ●     |

### Category 2

Non-U.S. citizen in the U.S. on an acceptable temporary visa.

| Requirements  | Insured | Owner |
|---|---------|-------|
| Issue ages: 18-70   | ●       |       |
| All solicitation & delivery must occur in the U.S.  | ●       | ●     |
| Foreign national questionnaire  | ●       | ●     |
| Must be legally residing in the U.S. for a continuous period of 1 year  | ●       | ●     |
| Applications, medical exams, labs and tests must be completed in the U.S.   | ●       |       |
| Required APS—Medical records must be available in English. (Protective will not pay for translation)  | ●       |       |
| Tax ID: SSN <sup>1</sup>  | ●       | ●     |
| Tax ID: Required for business ownership and U.S. trust ownership  |         | ●     |
| Cover letter from writing agent explaining need and purpose of coverage   |         | ●     |
| Premiums must be paid in U.S. dollars and billed to a U.S. bank (bank account must be opened for more than 6 months)  |         | ●     |
| Must have significant, legitimate interests in the U.S., including property or business ownership as well as an established U.S. bank account   |         | ●     |
| Must comprehend the English language (Spanish speaking applicant must go through the TeleLife interview process)  | ●       | ●     |
| Must hold a visa from the specified list of visa types:<br>E – Treaty/traders/investors<br>H1 (B or C) – Temporary workers with special merit/ability<br>I – Information media representative<br>K – Family member or fiancé of U.S. citizen<br>L – Intra-company transfer<br>O – Worker with extraordinary ability<br>TN – Mexican professionals under NAFTA<br>TD – Mexican professionals under NAFTA | ●       | ●     |
| Copy of visa  | ●       | ●     |
| Copy of passport  | ●       | ●     |
| Complete copy of U.S. Trust (if applicable)   |         | ●     |

<sup>1</sup> For VISA types: K, L2 and O2, an ITIN may be acceptable

# Foreign travel & foreign national guidelines (continued)

Must be a citizen of a country in the list below:

|                        |                              |                              |
|------------------------|------------------------------|------------------------------|
| Antilles, Netherlands  | French Antilles              | Norway                       |
| Argentina              | French Polynesia             | Qatar                        |
| Aruba                  | Germany                      | Panama                       |
| Australia              | Gibraltar                    | Paraguay                     |
| Austria                | Greece                       | Peru                         |
| Azores Islands         | Greenland                    | Philippines (Manila only)    |
| Bahamas                | Grenada                      | Poland                       |
| Bahrain                | Grenadines                   | Portugal                     |
| Barbados               | Guadeloupe                   | Samoa                        |
| Barbuda                | Guatemala                    | San Marino                   |
| Belgium                | Guernsey Island              | Sardinia                     |
| Belize                 | Holland                      | Scotland                     |
| Bermuda                | Honduras                     | Sicily                       |
| Bonaire                | Hong Kong                    | Singapore                    |
| Brazil                 | Hungary                      | Slovakia                     |
| Britain                | Iceland                      | Slovenia                     |
| British Virgin Islands | India (Major cities)         | South Korea                  |
| Brunei                 | Ireland                      | Spain                        |
| Bulgaria               | Italy                        | St. Christopher              |
| Canary Islands         | Jamaica                      | St. Kitts and Nevis          |
| Canada                 | Japan                        | St. Lucia                    |
| Cayman Islands         | Jersey Island                | St. Maarten                  |
| Channel Islands        | Luxembourg                   | St. Martin                   |
| Chile                  | Macau                        | St. Pierre and Miquelon      |
| China (Major cities)   | Madeira                      | St. Vincent & the Grenadines |
| China (Taiwan)         | Malaysia (Kuala Lumpur only) | Sweden                       |
| Corsica                | Malta                        | Switzerland                  |
| Costa Rica             | Martinique                   | Taiwan                       |
| Croatia                | Mexico                       | Tasmania                     |
| Curacao                | Miquelon                     | Thailand (Bangkok)           |
| Cyprus (Greek part)    | Monaco                       | Trinidad and Tobago          |
| Czech Republic         | Montserrat                   | Turkey (Major cities)        |
| Dutch Antilles         | Netherlands                  | Turks and Caicos Islands     |
| Ecuador                | Netherlands Antilles         | United Arab Emirates         |
| El Salvador            | Nevis                        | United Kingdom               |
| England                | New Caledonia                | Uruguay                      |
| Estonia                | New Zealand                  | Vatican City                 |
| Falklands Islands      | Nicaragua                    | Virgin Islands UK            |
| Finland                | Northern Ireland             | Wales                        |
| France                 | Northern Mariana Islands     |                              |

## Category 3

Canadian citizens who do not have temporary or permanent U.S. visas and reside permanently in Canada\*.

| Requirements  | Insured | Owner |
|---|---------|-------|
| All solicitation & delivery must occur in the U.S.  | ●       | ●     |
| Foreign national questionnaire  | ●       | ●     |
| Issue ages 18-70  | ●       |       |
| Minimum face amount—\$500,000   | ●       | ●     |
| Applications, medical exams, labs and tests must be completed in the U.S.   | ●       |       |
| Inspection report and motor vehicle report through First Financial will be required (Note: Canadian public record checks are not currently available) | ●       |       |
| Required APS—Medical records must be available in English (Protective will not pay for translation)   | ●       |       |
| Tax ID: Canadian SSN  | ●       | ●     |
| Tax ID: Required for business ownership and U.S. trust ownership  |         | ●     |
| Cover letter from writing agent explaining the need and purpose of coverage required  |         | ●     |
| Premiums must be paid in U.S. dollars and billed to a U.S. bank (bank account must be opened for more than 6 months)                                  |         | ●     |
| Must have significant, legitimate interests in the U.S. including property or business ownership as well as an established U.S. bank account          |         | ●     |
| Must comprehend English language (Spanish speaking applicants must go through the TeleLife interview process)   | ●       | ●     |
| Must be a citizen of Canada and currently reside in Canada  | ●       | ●     |
| Copy of passport  | ●       | ●     |
| Copy of driver's license  | ●       |       |
| Complete copy of U.S. Trust (if applicable)   |         | ●     |

\* Permissible Provinces: Alberta, British Columbia, Manitoba, Ontario, Saskatchewan, Quebec, Nova Scotia.

\* With underwriting & compliance prior approval: Prince Edward Island, Newfoundland, Nunavut, Northwest Territories, Yukon.

\* Non-permissible Province: New Brunswick.



[protective.com](https://protective.com)

For underwriting status requests contact:

Resource center

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Phone: 800-366-9378

Mailing address

P. O. Box 830619

Birmingham, AL 35283-0619

Protective refers to Protective Life Insurance Company (PLICO), Nashville, TN.

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|  |                                     |                |
|--|-------------------------------------|----------------|
| Not FDIC/NCUA Insured                        | Not Bank or Credit Union Guaranteed | Not a Deposit  |
| Not Insured By Any Federal Government Agency |                                     | May Lose Value |

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