



Protective 

## Accelerated Underwriting

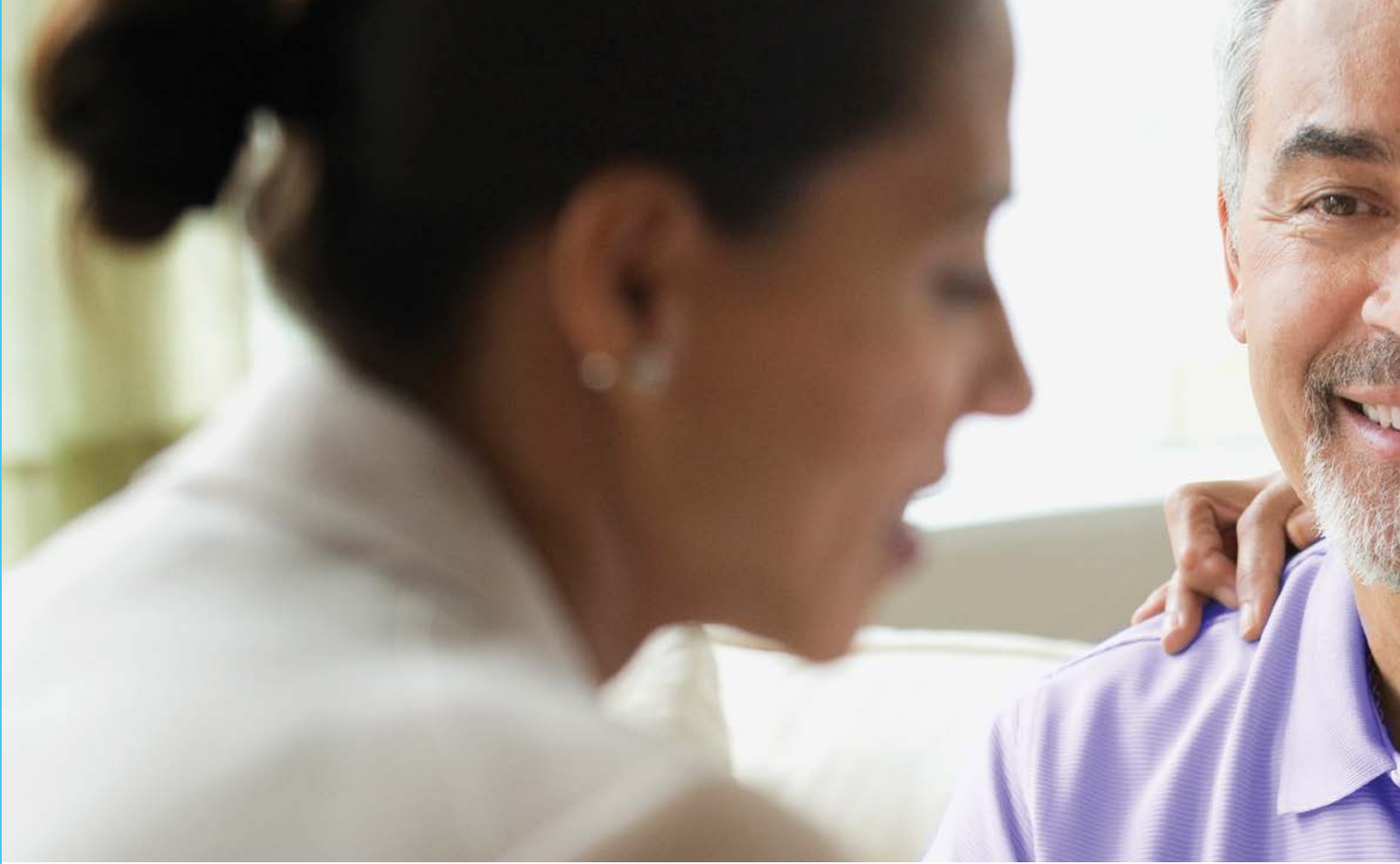
### Eligibility Checklist

Investment  
and insurance  
products are:

- Not FDIC insured
- Not insured by any federal government agency
- Not a deposit or other obligation of, or guaranteed by, the bank or any of its affiliates
- Subject to investment risks, including possible loss of the principal amount invested

Protective refers to Protective Life Insurance Company.

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



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

Using advanced analytics, we can streamline the underwriting experience for eligible applicants based on their individual circumstances.





Applicants who apply for fully-underwritten term, universal life, and variable universal life products may qualify for accelerated underwriting. Contact your Protective representative for a complete list of eligible products.



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## Key benefits of accelerated underwriting:

-  Fluids and APSs may not be required
-  Application Part II can be completed online 24/7 or by phone with a Protective representative during business hours
-  Some decisions available with Instant Issue
-  All cases facilitated via Protective's automated underwriting platform to optimize speed to issue



## How our process works:

- To process the application for accelerated underwriting consideration, a completed Protective application Part II is required. Applicants can complete this online or elect to complete the interview over the phone.
- We'll gather the required data and review the application disclosures that will be used to determine the underwriting requirements and the best available class for the applicant.
- Application package sent out for signature.
- At the end of the application process, you can expect your applicant to follow one of these two paths:

**Accelerated underwriting:** The need for an exam and labs is eliminated; however, medical records may be required for certain medical history to ensure accurate underwriting.

**Traditional underwriting:** Exam, fluids, labs and/or medical records are required to ensure accurate underwriting.



Some applicants may appear to be eligible for an accelerated underwriting offer, but still will be required to complete the exam and labs. The need for 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 applicant does not get an accelerated underwriting offer, they could still qualify for the best class through 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 applicant if we discover any material differences.

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

## General accelerated underwriting guidelines

### Ages and face amounts

- ☐ Ages 18-45: Maximum face amount \$2,000,000, subject to product availability.
- ☐ Ages 46-60: Maximum face amount \$1,000,000, subject to product availability.
- ☐ Available risk classes: Select Preferred, Preferred, Standard Non-Tobacco for all ages and face amounts.

### Current health

- ☐ Height and weight within the recommended weight 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 tobacco use within the past 60 months for Select Preferred.
- ☐ No tobacco use within the past 24 months for Preferred.

### Healthy build chart

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

Height	Weight	Height	Weight	Height	Weight	Height	Weight
4'7"	145	5'3"	191	5'11"	243	6'7"	301
4'8"	151	5'4"	197	6'0"	250	6'8"	309
4'9"	156	5'5"	203	6'1"	257	6'9"	317
4'10"	162	5'6"	210	6'2"	264	6'10"	325
4'11"	167	5'7"	216	6'3"	271	6'11"	333
5'0"	173	5'8"	223	6'4"	279		
5'1"	179	5'9"	229	6'5"	286		
5'2"	185	5'10"	236	6'6"	294		

### Insurance history

- ☐ 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 DUIs or reckless driving within five years.
- ☐ Not charged with, awaiting a trial for, or convicted of a felony.

## Major medical conditions

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

- Aneurysm
- Pacemaker
- Alcohol abuse and/or treatment
- Drug abuse and/or treatment
- AIDS (Acquired Immune Deficiency Syndrome)
- Disorder of the immune system
- SLE/Lupus
- Disorder of the muscles including muscular dystrophy, ALS (amyotrophic lateral sclerosis), multiple sclerosis, motor neuron disease
- Parkinson's Disease
- Bipolar Disorder
- Suicidal thoughts
- Anorexia/Bulimia
- Weight Loss Surgery such as Gastric Bypass or Sleeve or Lap Band Surgery
- Coronary artery disease, carotid disease, heart attack, stroke, heart or other circulatory system surgery
- Chronic Atrial Fibrillation
- Peripheral Artery Disease (PAD) Peripheral Vascular Disease (PVD)
- Stroke/Transient Ischemic Attack (TIA)
- Cancer or malignant tumor including lymphoma or leukemia (exceptions: Basal Cell and Squamous Cell Carcinomas)
- Chronic Obstructive Pulmonary Disease (COPD/Emphysema)
- Crohn's disease, Ulcerative Colitis (UC), intestinal bleeding, hepatitis, or disorder of the liver
- Diabetes/Gestational Diabetes or other endocrine disorder
- Kidney disease or disorder of the kidney

# Enhanced underwriting guidelines for lower face amounts and younger ages.

Different accelerated underwriting guidelines may apply for policies with a face amount of \$1 million and under for applicants age 18-50.

These underwriting guidelines are designed to promote greater throughput and Instant Issue rates for this population. Assessments for specific medical impairments may differ from those under fully underwritten guidelines, reflecting the distinct approach and criteria applied to these applicants.

Available risk classes: Select Preferred, Preferred, Standard Non-Tobacco, Table 2 Non-Tobacco, or up to \$5 Flat Extra.

## Healthy build

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

Height	Weight	Height	Weight	Height	Weight	Height	Weight
4'7"	152	5'3"	200	5'11"	254	6'7"	315
4'8"	158	5'4"	206	6'0"	261	6'8"	323
4'9"	164	5'5"	213	6'1"	269	6'9"	331
4'10"	169	5'6"	219	6'2"	276	6'10"	339
4'11"	175	5'7"	226	6'3"	284	6'11"	347
5'0"	181	5'8"	233	6'4"	291		
5'1"	187	5'9"	240	6'5"	299		
5'2"	194	5'10"	247	6'6"	307		

Let’s work together for better protection and simpler solutions.





## We're Protective

Protective provides protection that fits your life, because we believe everyone deserves a sense of security and protection. We've been protecting people for over 115 years, delivering on our promises and pushing to do more for more people.

**Because we're all protectors.**

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

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Protective and Protective Life refer to Protective Life Insurance Company (PLICO) and its affiliates, including Protective Life and Annuity Insurance Company (PLAIC). PLICO, founded in 1907, is located in Omaha, NE, and is licensed in all states excluding New York. PLAIC is located in Birmingham, AL, and is licensed in New York. Product availability and features may vary by state. Each company is solely responsible for the financial obligations accruing under the products it issues. Product guarantees are backed by the financial strength and claims-paying ability of the issuing company. 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.

Investment and insurance products are:	<ul style="list-style-type: none"><li>• Not FDIC insured</li><li>• Not insured by any federal government agency</li><li>• Not a deposit or other obligation of, or guaranteed by, the bank or any of its affiliates</li><li>• Subject to investment risks, including possible loss of the principal amount invested</li></ul>
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