



The Best Costs Less with I.T.S.

***Better Underwriting
For Faster Issue***

BETTER UNDERWRITING FOR FASTER ISSUE

I. GETTING ISSUED

A. WORKING WITH YOUR UNDERWRITER – BUILDING TRUST

1. Evaluating Underwriting Performance

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2. Pricing The Risk

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3. What makes for a Professional “Underwriter?”

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4. Getting Educated on Underwriting

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5. Choosing Good Risks

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B. LET'S PREPARE TO TAKE AN "APP"

1. Expect the worse ... hope for the best!

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2. Substandard and rated situations

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3. Call ahead if you can

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4. Conditional and Temporary Receipts

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5. Confidentiality and Medical Authorization

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6. Contestability Clauses and Compliance

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7. Cover it in a letter to your underwriter

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8. Understanding Re-insurance issues

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C. FILLING OUT THE APPLICATION

1994 Loma Study - 38% Missing Requirements, 26% Client Withdraws, 26% Declined, 10% postponed

1. Competing With your Underwriter

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2. Cooperating With Your Underwriter

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3. Agent's Statement

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4. Take Your Time

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5. Occupational Duties

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6. Ownership and Insurable Interest

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7. Existing Insurance

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8. Medical Information (Part II of the App)

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9. Writing Down The Medical History

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10. Tobacco Usage

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11. Special Risks, Avocations and Hobbies

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D. PARAMEDS AND DOCTORS

1. Getting The client Ready For Medical Testing

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2. Working With The Medical professionals

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3. Attending Physician Statements

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II. MEDICAL TESTING AND UNDERWRITING

A. Understanding The Terminology and The Tests

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1. Blood Tests

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2. HIV

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3. Blood Lipids

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4. Diabetes and Sugar in the Blood

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5. Kidney Function

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6. Serum Proteins

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7. Liver Function

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8. Alcohol

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9. Prostate Specific Antigen (P.S.A.)

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10. Urine Testing

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11. Cocaine

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12. Nicotine (Cotinine)

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13. Saliva Testing

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14. Wellness programs

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15. Electrocardiograms

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16. Chest X-Rays

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17. Stress Tests

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18. Echocardiogram

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19. Pulmonary Function

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20. Complete Blood count

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21. Hepatitis Panel

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B. UNDERSTANDING MEDICAL IMPAIRMENTS

1. Coronary Artery Disease

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2. Other Arterial Disease

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3. Heart Murmurs

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4. Diabetes Mellitus

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5. Cancer

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6. Psychiatric Impairment

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7. Substance Abuse

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8. AIDS

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9. Hepatitis

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10. Tobacco

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11. Genetics

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C. TRY ONE MORE TIME!

1. Re-testing and Rechecks

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2. Notification of Underwriting decisions

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3. Appeals and Reconsideration

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D. NEW TECHNOLOGY TO HELP THE UNDERWRITER

1. Expert Underwriting Systems

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2. "Paperless" Underwriting

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III. UNDERWRITING – "THE FINAL WORD"

A. INSPECTIONS AND INVESTIGATIONS

1. Getting Along With The Inspection Company

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2. Telephone Interviews

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3. D.M.V. Reports

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4. MIB Reports

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B. FINANCIAL UNDERWRITING – “ENOUGH IS ENOUGH!”

1. Documenting Potential Future Loss

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2. The Value of Insurable Interest v/s Value

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3. Estate Planning and Conservation

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4. Trusts in General

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5. Charitable Giving and C.R.T.'s

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6. Young and Old

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7. Key Person

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8. Business Continuation

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9. Covering a Loan

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10. Deferred Comp & Split Dollar

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11. Insurance Coverage on “New Ventures”

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C. EXTREME NON-MEDICAL RISKS

1. Aviation, Scuba, Boating, Parachute, Etc.

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2. Occupations

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D. UNDERWRITING FOR DISABILITY INCOME COVERAGE

1. It's A Different Ballgame

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2. Ratings and Exclusions

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3. Psychiatric Situations

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4. Manipulating the Variables

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5. “Financial” D.I. Underwriting

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E. SPECIAL SITUATIONS

1. Immigrants

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2. International Residents and Travelers

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3. Underwriting Older People

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4. Life Style Issues

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5. Long Term Care

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6. Dread or Catastrophic Disease Underwriting

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