



The Baltimore Life[®]
COMPANIES

iProvide[™] Whole Life Insurance

Advantages

- eApplication with embedded pre-application process
- Simplified Underwriting – eligibility decisions in 3-5 minutes
- 100% point-of-sale automated underwriting decision
- Shorter, easier to understand health questions
- A few reflexive health questions for better underwriting decisions
- Preferred and Standard options for issue ages 45-89
- Modified Return-of-Premium option for issue ages 45-80
- \$50,000 maximum face amount
- Social Security billing
- Multiple payment options: Life-Pay, 20-Pay, Single-Pay

Market

- Pre-Retirees
- Retirees
- Pre-Retiree Spouses
- Established families

Product Details

- Non-participating whole life
- Gender based, non-tobacco/tobacco rates
- Underwriting classes
 - Preferred
 - Standard
 - Modified Return-of-Premium

- Issue Ages

	Premium Class		
	Preferred	Standard	Modified
Minimum Issue Age	45	45	45
Maximum Issue Age	89*	89*	80*
*Exceptions	<i>Single Pay: Age 85 max 20 Pay: Age 80 max</i>	<i>Single Pay: Age 80 max 20 Pay: Age 80 max</i>	<i>Male Tobacco: 75 max age</i>

Face Amount Limits per Underwriting Class

	Underwriting Class		
	Preferred	Standard	Modified
Minimum Face Amount <i>(subject to \$240 min annualized premium)</i>	\$2,500	\$2,500	\$2,500
Maximum Issue Face Amount	Ages 45-50: \$35,000 Ages 51-70: \$50,000 Ages 71-80: \$35,000 Ages Over 80: \$15,000	Ages 45-80: \$25,000 Ages Over 80: \$15,000	All Ages: \$15,000

Riders

- Accidental Death Benefit (life-pay and 20-pay)
- Accelerated Death Benefit

Accidental Death Benefit Rider

- Only available on the Preferred and Standard classes
- Level Premiums for Life-Pay and 20-Pay Options
- Issue Ages 45-65
- Expiry Age 70
- Face amount equals the base policy face amount

Accelerated Death Benefit Rider Detail

- For Terminal Illness Only
- Available: Preferred, Standard, and Modified ROP
- Accelerate up to 75% of the policy
- Minimum acceleration amount: \$2,500
- Accelerated amount becomes a lien on the policy death benefit
- Upon final death claim, the lien plus interest is netted against the death benefit for a net death benefit payout

Underwriting Criteria

- Tobacco Use
- Height / Weight (or BMI)
- Medical History
 - Application questions
 - Prescription history check
 - Lab history check

Underwriting – Health Questions

- Part A - Knock-Out Questions
 - If any question in Part A is answered “Yes”, not eligible
- Part B - Supplemental Questions
 - If any question is answered “Yes”, some reflexive questions asked specifically to medical history
 - Answers to those questions determine the final underwriting outcome
- Part C - Age 70+ Section
 - Only required for applicant’s age 70+
 - Any “Yes” answer in this section, not eligible for coverage

Underwriting – Health Questions

- Questions are much shorter, easier to understand than typical final expense apps
- Any ‘yes’ responses pivot to brief question(s) focused on only that condition
- COPD Example:
 - In the last 5 years has the proposed insured been diagnosed, treated, tested positive for...any of the following:
 - b. Diabetes, COPD or Sleep Apnea? Yes No
 - COPD?
 - Have you ever been required to use supplemental oxygen? Yes No
 - Have you been hospitalized for COPD withing the last 12 months? Yes No

eApp Overview

- In the agent portal, open eApp link
- Enter the applicant's personal info, and height/weight
 - If outside the min/max height/weight range, stop here
- Applicant electronically signs the HIPAA Authorization
 - Rx and Lab data initiated
- Eligibility results (within 3-5 minutes)
 - Applicant is eligible for Preferred, Standard, or Modified, **or**
 - Declined (can stop here)

eApp Overview *(continued)*

- Applicant answers health questions
- Coverage, riders, and premium calculation
- Owner, Beneficiary, Payor information
- Payment and replacement information
- Agent responses
- Electronic signatures
 - All parties, including the agent (DocuSign: agent device or email)

Note: Paper replacement forms will be required with eApps in: Arkansas, Florida, Nevada, and Washington.

Product and Process Details

- iProvide WL Agent Underwriting and Product Guide, Form 9055
 - Product Features
 - Underwriting
 - Height / Weight / BMI Charts
 - List of medications likely to result in declination
 - eApp Process Overview
 - Premium Rates

Agent Portal Support

- Link to eApp
- Link to iProvide WL Rate Calculator
- Marketing Materials
 - Agent: Product Guide, Features Flyer, Quick Quote guide
 - Client brochures
- Printable forms – App, Supplemental App, Disclosures



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For more information contact:

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