



An Agent's Guide to

# Simplified Issue

for Pre-Approved Employer Groups



Market to small worksite groups with American National's **Simplified Issue** program for pre-approved employer groups

Simplified Issue<sup>1</sup> is designed for employer groups of **TEN OR MORE INDIVIDUALS** where it is important to be able to complete applications for many individuals in a short period of time.



## How Does an Employer Group become pre-approved?

Complete the pre-approval form (Form 10372) and submit it to your American National Sales Manager for approval. The approval process normally takes 5-7 business days to complete.

Call 888-501-4043 for your National Sales Manager's contact information.

# How is Simplified Issue **different** from Underwriting Express?

	Simplified Issue for Pre-Approved Employer Groups	ANICO Underwriting Express
Who Can Apply?	An Approved Employer Group with a minimum of 10 employees. <i>Policies are individually underwritten, however each applicant must be a full time employee of an approved employer group.</i>	Individual Cases
Issue Ages	18-65 (64 for Term)	0-65
Face Amounts	Up to \$250,000	Up to \$250,000
Application	Short Form Application	Full Application
e-App Available?	Yes (may not be available in all states)	Yes (may not be available in all states)
Underwriting Classes	Classes are issued on an Accept/Decline basis (tables 1-4 issued as standard)	Standard & All Substandard Classes
Rider Availability	Rider Availability is Limited (see page 6)	All Riders are Available

# Products and Riders Available in for Simplified Issue:

	Product Features	Available Riders & Benefits
<b>ANICO Executive SI Universal life</b>	<ul style="list-style-type: none"> <li>• Cash Accumulation Universal Life product</li> <li>• Flexible premium options</li> <li>• Ten year Safety Net Guarantee</li> <li>• Tables 1-4 issued as Standard</li> </ul>	<ul style="list-style-type: none"> <li>• Overloan Protection Benefit</li> <li>• Coverage Continuation Rider</li> <li>• Children’s Term Rider</li> <li>• Accelerated Benefit Riders</li> </ul>
<b>Affinity 7 Whole Life</b>	<ul style="list-style-type: none"> <li>• Participating Whole Life product</li> <li>• Premiums paid for the life of the contract</li> <li>• Level Death Benefit to age 121<sup>1</sup></li> <li>• Guaranteed Cash Values</li> <li>• Not Available in New York</li> </ul>	<ul style="list-style-type: none"> <li>• Children’s Term Rider</li> <li>• Accelerated Benefit Riders</li> </ul>
<b>ANICO Signature Term SI Life</b>	<ul style="list-style-type: none"> <li>• Tables 1-4 issued as Standard</li> <li>• Conversion Period is 5 years or attained age of 65</li> <li>• Three Level Premium Term Options: 10, 20, 30 years</li> </ul>	<ul style="list-style-type: none"> <li>• Accelerated Benefit Rider for Terminal Illness</li> </ul>

<sup>1</sup>Death Benefit paid at 121 assuming all premiums are paid timely.

Policy Form Series: EXEC-UL, ART12, PWL-CSO, PWLU-CSO

Exec UL Riders Form Series: CCVR; ULCTR91; ABR14-TM; ABR14-CH; ABR14-CT • WL Rider Forms: ABR14-TM; ABR14-CH; ABR14-CT; CTR88 • NY Riders Forms: CCVR10(NY); ULCTR10(NY); ADB11(NY) • Term Rider Forms: ABR14-TM • **Forms may vary by state**

**ALL RIDERS WILL NOT BE AVAILABLE IN ALL STATES. SOME RIDERS MAY REQUIRE ADDITIONAL PREMIUM.**



## Benefits to Employees

- Portable life insurance to protect their family
- Benefits that meet personal needs such as education and supplemental retirement via loans on permanent insurance plans
- Simplified Issue Underwriting
- Purchase through payroll deduction

## Benefits to Employer

- Provide employees an additional benefit
- Offers a benefit without a corresponding expense
- Additional benefit retains and attracts employees



# Simplified Issue Underwriting

Worksite Marketing has the benefit of underwriting your approved group's employees on a Simplified Underwriting basis. Not only is it simple, but the underwriting and issue process is also designed to be expedient. This guide will provide you with useful tips on completing the Simplified Issue application.

<b>Available Products</b>	<ul style="list-style-type: none"> <li>• Affinity 7 Whole Life (not available in New York)</li> <li>• ANICO Executive SI Universal Life</li> <li>• ANICO Signature Term SI Life</li> </ul>
<b>Issue Ages</b>	<ul style="list-style-type: none"> <li>• 18 to 65: Affinity 7 Whole Life</li> <li>• 18 to 65: ANICO Executive SI Universal Life</li> <li>• 18 to 64: ANICO Signature Term SI 10-Year Level Premium</li> <li>• 18 to 60: ANICO Signature Term SI 20-Year Level Premium</li> <li>• 18 to 50: ANICO Signature Term SI 30-Year Level Premium</li> </ul>
<b>Face Amounts for Simplified Issue</b>	<ul style="list-style-type: none"> <li>• \$50,000 - \$250,000 ANICO Signature Term SI</li> <li>• \$25,000 - \$250,000 ANICO Executive SI Universal Life</li> <li>• \$10,000 - \$250,000 Affinity 7 Whole Life</li> </ul>
<b>Children's Term Rider Maximum</b>	<ul style="list-style-type: none"> <li>• \$10,000</li> </ul>
<b>Short Form Application</b>	Front side of Simplified Issue Application (Form 10525)
<b>Simplified Issue Rate Classes and Tables</b>	<ul style="list-style-type: none"> <li>• Standard Rates available only through Table 4</li> <li>• If the applicant is ratable higher than table 4, SI will be declined</li> <li>• Your client may want to consider our Underwriting Express to seek coverage as this will allow over table 4 ratings</li> </ul>
<b>Medical Exams</b>	<ul style="list-style-type: none"> <li>• Exams are not required at the time of application</li> <li>• Based on the outcome of our underwriting inquiry, additional requirements or phone interviews may be required</li> </ul>

## Application Hints

**Question:** Has any proposed insured ever been advised by a member of the medical profession that he/she had an immune deficiency disorder, Acquired Immune Deficiency Syndrome (AIDS), AIDS Related Complex (ARC), or had test results indicating exposure to the AIDS virus?

**If Answered:** Yes, the person is not eligible for Simplified Issue.

**Question:** In the past 5 Years, has any Proposed insured been diagnosed, treated, tested positive for, or been given medical advice by a member of the medical profession for any of the following: Heart attack, heart failure, or hospitalization for heart disease, diabetes requiring insulin, psychiatric impairment requiring hospitalization, cerebral vascular accident (stroke), aneurysm or TIA (transient ischemic attack or a "mini-stroke"), emphysema or Chronic obstructive Pulmonary Disease (COPD), kidney failure, chronic kidney disease, dialysis or organ transplant, liver disease, cirrhosis or hepatitis B or C, Alcoholism or drug abuse. Cancer or malignant tumor (excluding basal cell carcinoma), leukemia, or lymphoma?

**If Answered:** Yes to any such condition, the person is not eligible for simplified issue. These conditions will likely be greater than a T4 risk and will not qualify for simplified underwriting. Applicant should consider Underwriting Express as an option.

**Question:** In the last 6 months has the proposed insured been advised by a member of the medical profession to have any diagnostic testing, treatment or surgery that has not been completed, except those tests related to the Human Immunodeficiency Virus (AIDS Virus)?

**If Answered:** Yes, gather details and underwriting will consider whether to proceed, postpone or decline issuance depending on the results from such testing.

If the Proposed insured exceeds the illustrated weight chart for their height, stop the SI application process as this will exceed a table 4 rating and be denied. The proposed insured should consider Underwriting Express as an option.

### Illustrated Weight Chart For Height

4'8"	189	5'3"	239	5'10"	296	6'5"	358
4'9"	196	5'4"	247	5'11"	304	6'6"	367
4'10"	203	5'5"	255	6'0"	313	6'7"	377
4'11"	210	5'6"	263	6'1"	322	6'8"	386
5'0"	217	5'7"	271	6'2"	331	6'9"	396
5'1"	224	5'8"	279	6'3"	340		
5'2"	232	5'9"	287	6'4"	349		

# Frequently Asked Questions

**Question:** Is this group insurance?

**Answer:** No, this is a program designed for approved employer groups, however each policy is individually underwritten.

**Question:** Who can apply for Simplified Issue?

**Answer:** Applicant must be an approved employer group with a minimum of 10 employees. Policies are individually underwritten, however each applicant must be a full time employee of the approved employer group. A full time employee is defined as someone who works 28+ hours per week.

**Question:** Is this program available for non-profits?

**Answer:** Yes, as long as an employer - employee relationship exists. An employee must receive a W-2 and work full-time to qualify. In other words, they must be on payroll.

**Question:** Is this program available for Associations and Unions?

**Answer:** Associations and Unions will not qualify for this program. There must be an employer- employee relationship to qualify.

**Question:** Can the spouse of an Approved Employer Group employee also be eligible for the SI program?

**Answer:** No, only the employee of the approved employer group is eligible to apply under the Simplified Issue program.

**Question:** Can the employer pay the premium on behalf of their employees?

**Answer:** Yes, the employer can pay the premium on behalf of the employees. If the employer chooses to pay the premium, the unisex version of Affinity 7 Whole Life Insurance must be used.

**Question:** Does the employer own the policy?

**Answer:** No, the employee is the owner of the insurance policy and selects their desired beneficiary.

**Question:** Can premiums be paid via salary deduction?

**Answer:** Yes, if a salary deduction arrangement is desired. A Deduction Agreement (Form 969) must be completed by the employer, American National will assign a franchise list bill number to the business, and the employee will need to complete a Request for Deduction (Form 971) to set up deductions from their paycheck.

**Question:** What is a franchise list bill number?

**Answer:** A franchise list bill number is assigned by American National to the approved employer group that is used for billing purposes. This number allows the employer group to receive one bill for all policies associated with that franchise list bill number. The company then deducts the amount of premiums from each covered employee's pay check and submits one payment for all policies. Additional applications can later be set up on the same list bill for that existing franchise by indicating the franchise number on the application.

**Question:** Why do I need to send a pre-approval request to my National Sales Manager before writing an application?

**Answer:** The National Sales Manager needs to obtain pre-approval from American National to ensure the employer group qualifies for the program.

**Question:** Can you convert an ANICO Signature Term Simplified Issue Policy to a ANICO Signature Term product?

**Answer:** No, the ANICO Signature Term Simplified Issue Policy can only be converted to an available Simplified Issue permanent plan.

For More Information Contact:

**American National Insurance Company: 888-501-4043, Opt. 1**

**American National Life Insurance Company of New York: 877-755-2667**

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