



**The Standard is pleased to announce**

## **Old Fashioned Underwriting for The Protector+<sup>SM</sup> and The Protector<sup>SM</sup>**

### **Less is more**

- No income documentation.
- No medical exams or testing
- No attending physician statements.
- No personal history interview.

### **What is included**

- Up to \$3000 monthly benefit.
- Noncancelable and Residual Disability Riders for everyone.
- Catastrophic Disability Rider available if there is a 1:1 benefit ratio.
- Own Occupation Riders available to those who would normally qualify.
- Available to ages 18-60.
- Available to all occupation classes.
- All waiting and benefit periods available.
- Discounts for associations and multi-life cases.

### **The key to Old Fashioned Underwriting is a fully completed, accurate application**

Disability insurance underwriting can be a simple process when broken down to these basic components:

- Fill out the application completely, including the financial questions.
- Keep a realistic goal for the result.

## Guidelines

- In order to initiate the Old Fashioned Underwriting process, *Old Fashioned Underwriting* must be indicated on the producer page of the application.
- Old Fashioned Underwriting is available only with Traditional Applications (written). No TeleApps.
- Available for new IDI business only (no contract changes).
- \$3,000 benefit limit is subject to other in force and applied-for coverage, and The Standard's current published issue and participation limits.
- If an applicant is offered modified, rated, postponed or declined coverage under this program, the applicant may elect to have The Standard obtain additional requirements to allow for the possibility of a better offer for coverage. In this event, the original offer for coverage will no longer be available regardless of the outcome of additional underwriting.
- Material MIB findings may require further underwriting.
- Business owners must be in business for a minimum of one year. Business Owner Upgrade or Earned Income Enhancer are not available.
- Future Purchase Option or Indexed Cost of Living Riders are not included in Old Fashioned Underwriting. (FPO is available to those under age 45. The sum of the benefit and FPO cannot exceed \$3,000.) FPO issued in conjunction with Old Fashioned Underwriting is subject to financial verification at the time the exercise is requested.
- Guarantee issue plans are not included.
- This program is not available to those who have been rated, modified, postponed, declined or issued non-medical individual disability coverage (including guarantee standard issue) by The Standard, or any other company, in the past ten years.

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## The art of disability underwriting

Disability insurance underwriting is the most challenging of all insurance to underwrite. One common comment The Standard hears is "I don't understand. The life insurance was issued without modifications and they have the same information that we provided to you." Here is the difference between the two types of insurance.

A life insurance underwriter deals with mortality and is only concerned with life threatening pre-existing conditions. A disability insurance underwriter deals with morbidity and is concerned with the millions of possible disability claims that could stem from a pre-existing condition. The most common modifications are related to spinal injuries, mental disorder/substance abuse or lab work. Disability underwriters must be capable of blending art, science and humanity into making sound offers that will stand the test of time.

The more details you provide the underwriter up front, the less discovery the underwriter will have to do. The goal is to make your underwriter feel at ease issuing the coverage. Give your underwriter that warm, fuzzy feeling by taking all the guess work out of the case they are underwriting for you. Not only will you reap the benefits of giving your client peace of mind should a disability arise, but you will also build a strong, trusting relationship with your underwriter.