

## We've made some changes to our age and amount requirements

Great news, we have revised our age and amount requirements!

- We have increased our non-med underwriting for certain age groups up to \$750,000
- We replaced Paramedical with a Telephone Interview

[Please review the new chart in its entirety to see all the changes.](#)

## Supporting your business

With the current situation with COVID-19, we are continuously looking for ways to support your business. In addition to our new age and amount chart, we will be implementing the following interim changes until the challenges being faced with COVID-19 subside.

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For pending applications that were signed on or **before March 13** where:

- A. Applications with a face amount up to and including \$1,000,000 for ages up to and including 50**
- B. Applications with a face amount up to and including 500,000 for ages up to and including 55**

We may waive requirements if there is no medical condition such as heart, cancer, stroke, diabetes or significant respiratory disease.

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For **New Business** applications **signed after March 13:**

Our new age and amount requirements chart will apply and only for this interim period (COVID-19) these additional exceptions will apply:

- A. **Applications with a face amount up to and including \$750,000 for ages 0 and including 50, will be handled as non-med underwriting.**
  - B. **All applications being handled as non-med must be signed by the client**
  - C. **For the balance of the age groups and face amounts our new age and amount chart will apply and if we can, we may be able to waive requirements depending on the the medical condition, age, and face amount**
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✓ If requirements cannot be waived due to age, amount, or a medical condition, the underwriter may ask for an APS (Attending Physician Statement) or request questionnaires to be completed instead.

✓ A rating offer may not be available, and those cases could be postponed or remain in pending status until the required underwriting evidence is available.

✓ If requirements are waived, a signed Delivery Receipt/Declaration of Good Health statement will be needed.

✓ In the Delivery Receipt/Declaration of Good Health statement there is a statement, “No one insured under this Policy has had any change in their health, occupation, finances, lifestyles....”.

If the client experiences job loss on a temporary basis due to COVID-19, the policy can still be delivered.

Any other change in the insured's health means the policy cannot be delivered.

After the COVID-19 crisis is over we will revert to our normal age and amount chart without the exception.