

Life Underwriting

Mutual of Omaha appreciates your business and is committed to providing you with the tools that improve the underwriting process. You will find that in this easy to use reference guide, we have included valuable information including our requirements grid, build chart, paramed vendors and much more.

Underwriting Teams

Here at Mutual of Omaha, we have a very experienced and knowledgeable underwriting team. We review each case carefully to give your clients the best offer and look to see if any of our Fit underwriting credits apply. We also offer trial and quick quotes processes to give you an idea of our position on certain cases. Our team is here to help you place business. Give us a call directly with any questions you may have at 1-800-775-7896 or contact your underwriting team.

Underwriting Strengths

Non Medical

- Commercial pilots for regularly scheduled passenger airlines can qualify for all Preferred classes and private pilots can qualify for Preferred Plus, Preferred or Standard Plus classes with Aviation Exclusion Rider (AER)
- Certain private pilots may qualify for Preferred and Standard Plus risk classes: Ages 30-70, minimum 1,000 total hours of piloting experience and flying between 50-250 hours annually, IFR/ATP rating, no FAA violations within the past 5 years and must be a Standard aviation risk
- All Preferred classes may be available for occasional scuba diving if proposed insured is certified and dives less than 100 feet
- Age Last Birthday Advantage

Completing Simplified Applications

One base policy per application.

- Select the product name and write in the amount of the insurance applied for
- If applying for any rider offering Disability Benefits, complete the supplemental application
- If applying for the Children's Rider, complete the Supplemental application
- Complete the Monthly Bank Withdrawal form if applicable
- Attach cover letter or additional information, as needed
- All changes should be initialed by the Applicant/Owner
- Always submit the Producer Statement and always provide client with MIB Group Inc. Pre-Notice, Notice of Information Practices, and Life Insurance Buyers Guide
- Submit a signed Accelerated Death Benefit Form
- Complete Conditional Receipt Form. **If a check or electronic transaction authorization for the initial premium was not collected** at the time of application, do not complete this form
- **Have client sign state replacement forms (if applicable) and provide a copy to the client**
- If a Financial Institution would receive compensation for a sale, the Financial Institution Consumer Disclosure must be signed by the client

For additional information, please refer to the appropriate Application Submission Checklist.

Completing the Living Promise Application

- Complete the Proposed Insured and Owner (if applicable) sections
- Part One of the Underwriting section – If proposed insured answers “YES” to any questions in Part One, that person may not be eligible for any coverage under this application
- Part Two of the Underwriting section – If proposed insured answers “YES” to any questions in Part Two, that person is eligible only for the Graded Benefit Product
- If the proposed insured answers all underwriting questions “NO,” that person is eligible for the Level Benefit Product
- Plan Info – Select Plan, Accidental Death Benefit Rider (if applicable), Payment Mode and Amount
- Complete Conditional Receipt Form. **If a check or electronic transaction authorization for the initial premium was collected** at the time of application, otherwise do not complete this form
- **Have client sign state replacement forms (if applicable)**
- Leave all required forms with the client

Note: If your client answers yes to any of the health questions but you would like to explain further or you have additional information such as current medications and reason for use, you may include that information in the Optional Comments section of the application. Any additional information available will increase the speed of application processing.

Completing Children's Whole Life Applications

- Multiple children can be written on one application
- Each child will be issued a separate policy
- Grandparents can sign application without parent signature
- Attach cover letter or additional information, as needed
- No conditional receipt is required
- **Have client sign state replacement forms (if applicable) and provide a copy to the client**

Producer Report

This report will need to be completed and sent in with each application.

The product and application used should be the one approved for the state where the application is being signed.

Note: If an application is taken on a Kansas resident, the producer must be licensed and appointed in Kansas and in the state where the application is signed.

This section not applicable for CWL.

Conditional Receipt

(Applies to United Express Products and all Companion Products)

- A check or electronic transaction authorization for the full initial modal premium must be submitted with the application
(**Note:** initial draft via the client's bank account is available only for monthly mode)

No Conditional Coverage is provided:

If a completed Conditional Receipt is not submitted with the application.

A Receipt is furnished in connection with an application for insurance on the proposed insured(s) bearing the same date as the Receipt. Insurance under the Receipt will become effective on the Effective Date defined below, but only if **all** conditions below have been completely met:

- (1) The amount received via check, credit card, or Bank Service Plan (BSP) with the application is sufficient to pay: (a) the first premium of a fixed premium plan at the mode applied for; or (b) the first planned periodic premium on a flexible premium plan; and
- (2) All required medical examinations must be completed within 60 days from the date of the application; and
- (3) Each person proposed for insurance is, as of the application date, eligible for the exact policy applied for, according to our underwriting standards of United/Companion then in effect, without modification of the plan, premium rate, benefits, class and amounts of coverage applied for; and

- (4) To the best knowledge and belief of those signing the application, all the statements and answers in the application are true and complete when made; and
- (5) All parts of the application, and if required, exams, supplements to the application, questionnaires and amendments to the application, are completed and received by the home office.

The amount of conditional insurance coverage provided under this Receipt, if any, shall not exceed \$100,000* and shall also not exceed the death benefit applied for. If the application is not approved and accepted within 60 days of the Effective Date of this Receipt, conditional insurance coverage will cease. In that case, our liability will be limited to the return of the premium paid. We have the right to terminate conditional insurance coverage at any time prior to the expiration of 60 days of the Effective Date of this Receipt by mailing a refund of the premium paid.

*\$500,000 in New York for fully underwritten \$40,000 for Living Promise

(This Section does not apply to CWL)

Temporary Life Insurance Agreement (TIA)

(Applies to United Term & UL Fully Underwritten Products)

TIA Eligibility Requirements:

- A check, credit card, or Bank Service Plan (BSP) authorization for the full initial modal premium must be submitted with the application
(**Note:** initial draft via the client's bank account is available only for monthly premium mode)
- All 6 TIA eligibility questions must be answered "no." If an eligibility question is answered "yes," do not collect a check from the client. The TIA does not need to be submitted, but the electronic transaction authorization may still be submitted
- Maximum Face Amount eligible for coverage is \$1,000,000. TIA's are not allowed on any face amount over \$1,000,000*

*Maximum Benefit Amount is \$1,000,000

No Temporary Insurance is provided:

- If a completed TIA is not submitted with the application
- If a TIA eligibility question is answered "yes"

Temporary life insurance and any coverage provided hereunder will **END** on the earliest of the following dates:

- (1) 90 days from the date of this Agreement; or
- (2) the date we deliver the policy applied for to the applicant/owner and all delivery requirements have been completed; or
- (3) the date we mail you a letter notifying you that we: (a) are unable to approve the requested coverage at a standard risk class; or (b) have declined to issue you a policy; or (c) will not provide temporary insurance coverage; or
- (4) the date the applicant/owner withdraws the application for insurance.

– If the policy applied for is either

- (a) pursuant to a conversion privilege in (an) existing United life policy(ies), or
- (b) to replace (an) existing United life policy(ies) with another United life policy, then in the event of the death of the Proposed Insured before the termination of this Agreement, United will pay only the greater of:
 - (1) the benefits due under the terms of the existing policy(ies) which is/ are being converted or replaced, or
 - (2) the benefits due under the terms of this Agreement. The Applicant acknowledges and agrees that benefits shall not be payable under both, C.(1) and C.(2) above.

The temporary life insurance provided by this Agreement is subject to the provisions of the policy form applied for; however, no benefits will be paid for:

- (1) disability; or
- (2) death from suicide while sane or insane (in Missouri, only if suicide was intended at the time of this application and we can prove it was intended); or
- (3) the same loss under both this Agreement and any life policy issued from the application.

Inspection Reports

Inspection reports are required for face amounts of \$5,000,001 and above for ages 18 and above.

Motor Vehicle Records

Motor vehicle records are required as shown below:

Ages	Face Amounts
18-45	\$100,000 and over
46-70	\$1,000,001 and over
71 and Over	\$500,000 and over

Financial Underwriting Guidelines

Income Replacement

Ages	\$25,000 or higher annual earned income
20 to 40	25X
41 to 50	20X
51 to 55	15X
56 to 65	10X
66 up	7X*

Larger amounts may be considered on an individual case basis for special needs situations with supporting documentation of financial need. A spouse working full or part time to supplement their household income can qualify for a similar amount as a non-working spouse depending on the circumstances.

*Income replacement is generally not considered for those over age 66 unless an individual is actively at work.

Estate Conservation

The personal net worth of an individual or family is used as the basis for a calculation of an approximate estate tax liability and related expenses. Generally the net worth can be expected to increase over a period of years, so it is common practice to project that growth over a period of years at a selected rate of interest. A growth rate of 6 percent is most commonly recommended although different rates can occasionally be used if appropriate. At older ages or impaired risks, a lower rate is usually used. The appropriate amount of coverage is typically 50 percent of the projected estate.

Ages	Years
Up to 55	20
56-70	15
71 Up	Up to 50% of the Estate Value*

***Standard or better risk classes. Requests in excess of 50 percent will be considered individually on a case by case basis in view of changes in the tax code 1-1-11 which now provides exemptions exceeding \$5,000,000 at this time.**

Non-Working Spouse

Will generally consider for an amount equal to the amount in force and applied for on the breadwinner depending on the circumstances of the case up to a maximum of \$1,000,000 unless there is also an estate tax need. Additional insurance can be considered with cover memo or other documentation outlining any special needs.

Business Insurance

A business insurance questionnaire (BIQ) should be submitted on all business cases, and a well constructed cover letter explaining the purpose of coverage and how the face amount was determined is very helpful. Copies of company financial statements and buy/sell agreements may be necessary to help value a business to determine the appropriate amounts of coverage on each owner for business continuation cases.

Key Person

Generally 5-10X earned income plus bonuses if paid regularly as part of a company bonus plan. If key person has an ownership interest in the company, the appropriate percentage of company net income can be added to his income. Some states such as New York have specific requirements to qualify as a key person.

Creditor Insurance

Generally up to a maximum of 75 percent of a secured loan unless agreement has a loan provision calling the loan due upon the death of owner/key person.

Buy/Sell

Coverage should usually be applied for or in force on all major active partners. A business insurance questionnaire should be fully completed in all cases unless a detailed cover letter and company financial statements are submitted with the application. Each partner's ownership percentage should be included and coverage should be proportional to the ownership interest.

Company financial statements and copies of a buy/sell agreement are sometimes necessary to help establish a reasonable market valuation for the company and may be ordered at the underwriter's discretion.

Charitable Giving

Life insurance is purchased in favor of a charity or an institution to replace the potential value of future contributions by the donor or purely as a gift. Most situations are reasonable and financially acceptable, but the insurable risk of loss to the institution should be closely related to the potential loss suffered by the charity and the donor's personal insurance needs should be already taken care of.

In order to establish insurable interest the underwriter will request evidence of a past and present affiliation with the institution showing an established pattern of giving or a pledge of future donations which may be outlined in a letter of agreement between the donor and the charity. Our preference is that the insured is the owner of the contract unless it's a part of a tax advantaged planning situation and face amounts should normally be limited to around 10 times the annual contribution.

If the policy is to be owned by the foundation or charity, letter of agreement between the institution and the applicant must be provided outlining the terms of the arrangement and the tax status of the charity or foundation. We will not participate in any arrangements where the source of the premium is a third party with no real ties to the insured or owner.

Underwriting Requirements – Express Only

Term Life Express (TLE) GUL Express (GULE)	
Issue Ages 18-50	Issue Ages 51-65
TLE – \$25,000-\$300,000 GULE – \$25,000-\$300,000	TLE – \$25,000-\$250,000 GULE – \$25,000-\$250,000
Simplified Underwriting Build Chart MIB Pharmaceutical Check MVR (Mandatory Ages 18-35) MVR (As Needed Ages 36-50) Random Phone Interview Mandatory Phone Interview for \$250,001+	Simplified Underwriting Build Chart MIB Pharmaceutical Check MVR (As Needed) Random Phone Interview Mandatory Phone Interview for Ages 61-65

*May vary by state

If an individual has a previous offer from United of Omaha or Companion Life Insurance Company with a risk class greater than Table 4 or has been declined, they will not qualify for Express products.

NOTE:	1. Random interviews will be conducted for quality control
	2. Medical questionnaires and/or an occasional APS may be requested at the underwriter’s discretion to clarify information developed from other sources

Living Promise Level Benefit Plan	Living Promise Graded Benefit Plan
Issue Ages 45-85*	Issue Ages 45-80*
\$2,000-\$40,000*	\$2,000-\$20,000*
<p style="text-align: center;">Simplified Underwriting Build Chart MIB Pharmaceutical Check Random Phone Interview</p>	

Express Life and DI Rider Build Chart (Male & Female)

Height	TLE, GUL Express, Living Promise Minimum Weight	TLE, GUL Express Maximum Weight	DI Rider Maximum Weight
4 Feet			
8"	74	197	170
9"	77	202	176
10"	79	208	182
11"	82	214	187
5 Feet	85	220	193
1"	88	226	199
2"	91	232	205
3"	94	238	213
4"	97	245	221
5"	100	251	226
6"	103	258	232
7"	106	265	239
8"	109	274	246
9"	112	282	254
10"	115	289	262
11"	119	298	269
6 Feet	122	305	275
1"	126	313	282
2"	129	321	289
3"	133	329	296
4"	136	338	301
5"	140	347	307
6"	143	358	313
7"	147	367	320
8"	151	376	327
9"	154	385	335
10"	158	395	343

Height	Table 2 Maximum Weight (Multiple Impairments)	Living Promise Level Benefit Maximum Weight	Living Promise Graded Benefit Maximum Weight
4 Feet			
8"	184	204	221
9"	189	209	225
10"	194	214	231
11"	199	220	237
5 Feet	205	226	244
1"	211	233	250
2"	215	239	257
3"	220	246	264
4"	225	252	270
5"	231	259	277
6"	239	268	285
7"	245	275	293
8"	251	283	300
9"	258	291	309
10"	266	300	316
11"	274	307	325
6 Feet	281	315	333
1"	289	322	340
2"	296	331	349
3"	303	339	358
4"	311	348	367
5"	319	357	376
6"	328	366	385
7"	336	375	394
8"	345	385	405
9"	352	395	415
10"	359	407	427

Express Impairments TLE, GULE

Multiple Impairments resulting in a rating greater than Table 4 will be declined for our Express products. Below are some examples of multiple impairments that would result in a decline.

Multiple Impairments	Offer
Diabetes Examples	
Diabetes > age 50 with Table 2 or higher build	Decline
Diabetes > age 50 with tobacco risk	Decline
Diabetes > age 50 with Peripheral Vascular Disease (PVD)	Decline
Diabetes with any complications	Decline
Table 2 Build Chart Examples Refer to pages 24 & 25 for the Table 2 Build Chart	
Table 2 or higher build with rateable hypertension	Decline
Table 2 or higher build with asthma and tobacco risk	Decline
Table 2 or higher build with Peripheral Vascular Disease (PVD)	Decline

Note: This is not a complete list. Please refer to pages 36-47 for additional impairments.

The following single impairments are automatic declines.

Automatic Declined Impairments	
Diabetes diagnosed < age 50	Decline
Amputation caused by disease	Decline
Chronic or Alcohol related Pancreatitis	Decline
Chronic Severe Asthma	Decline
Hodgkin's Disease	Decline
Moderate/Severe rheumatoid arthritis treated with medications such as Humira, Enbrel, Methotrexate or Xelanz	Decline
Muscular Dystrophy	Decline
Sickle Cell Anemia	Decline

Note: This is not a complete list. Please refer to pages 30-39 for additional impairments. Please refer to page 40 for the list of declinable occupations. This may not be an all inclusive list.

We reserve the right to decline certain hazardous occupations for both life and the DI rider.

WHOLE LIFE Underwriting Criteria

Living Promise Whole Life

- Build Chart
- MIB
- Pharmaceutical
- Random phone interview

Children's Whole Life

- Simplified Underwriting
- Health Questions on application

(Subject to combined maximum amount of \$50,000 of Children's Whole life coverage)

Note: If an individual has a previous offer from United of Omaha or Companion Life Insurance Company with a risk class greater than Table 4 or has been declined, they will not qualify for Children's Whole Life plans.

Foreign National and Immigrant Residency Policy

Permanent Residents Living Permanently in the United States

An individual with a valid Permanent Resident Card (also referred to as a Green Card or Alien Registration Receipt Card) may be eligible to apply for life insurance coverage. Such permanent resident will only be considered if the individual meets all four requirements listed below:

1. Has in his/her possession his/her valid Permanent Resident Card.
2. Lives in the U.S. for a minimum of 12 continuous months.
3. Has a minimum annual income of \$20,000 from U.S.-based assets or entitlement benefits (i.e., Social Security or pension benefits) or U.S.-based employment. Income from government assistance programs, supplemental security income (SSI) or Social Security disability income (SSDI), cannot be included.
4. Completes the Foreign National and Foreign Travel Questionnaire, L5719_0107, and submits it with the application.

Temporary Visa Holders Living in the United States

Individuals who have the following valid temporary work visas may be considered for life insurance coverage. Those who do not hold current valid acceptable visas as listed here will not be eligible for coverage.

- E-1
- E-2 (spouse and children under age 21 can also qualify for an E-2 visa)
- H-1B
- H-4 (for spouse and children under age 21 of H-1B visa holders)
- L-1
- L-2 (for spouse and children under age 21 of L-1 visa holders)

Residents of Foreign Countries

We will consider residents of foreign countries on a case by case basis. Foreign residents should have substantial financial ties to the U.S. including well documented personal and/or business assets and taxable income or employees of U.S. or multinational companies to be considered.

Business should be written in the U.S., medical records must be obtainable and translated, and premiums paid in U.S. dollars and financially justified. “Offshore” ownership trusts are not acceptable. In addition, the face amount of the policy applied for must be equal to or less than the company’s retention limit.

The producer or sales manager must contact the appropriate Life Underwriting manager to obtain pre-approval prior to submitting an application. If pre-approval is given and an application is submitted, the appropriate manager in Life Underwriting will make the final determination of whether the proposed insured’s visa **or residence** status is acceptable.

Non-Smoker/Non-Nicotine Qualifications

In order to qualify for non-nicotine rates, the proposed insured must not have used tobacco or nicotine products in any form (gum, patches, cigar, etc.) within one year prior to the application. We allow up to 24 cigars per year to qualify for nontobacco rates with a negative urinalysis test. The best class for tobacco usage is Preferred Tobacco.

Statement of Policyowner Intent

Required for all applications where the proposed insured for life insurance is age 65 and above and the proposed face amount is \$1,000,000 and above.

United of Omaha Life Insurance Company/Companion Life Insurance Company does not issue insurance policies unsupported by an insurable interest, including any policies involved or contemplated to be involved in stranger originated life insurance (STOLI) transactions. **STOLI is the practice or plan to initiate a life insurance policy for the benefit of a third party, who at the time of the policy origination, has no insurable interest in the insured.**

We require that the Statement of Policyowner Intent form be completed on all cases that meet these requirements. If any of the questions on this form are answered “Yes,” provide an explanation in the space provided on the form.

Premium Funding and Acknowledgement

We will screen for and reject any stranger originated life insurance (STOLI) policies, or policies using non-recourse premium financing. We will consider policies funded by traditional premium financing programs:

- The loan must be 100% collateralized by personal or business assets of the borrower
- If the life insurance policy is part of the collateral, only the cash surrender value of the policy may be considered
- We must be provided with full details regarding all aspects of the premium financing program
- We reserve the right to refuse to issue the policy, based on our assessment of the premium financing structure.

Power of Attorney (POA)

An application signed by a person holding a POA is not an acceptable authorization for us to issue a life insurance policy. The person designated as having the “power” cannot adequately attest to the answers to the questions on the application and the Company would waive its rights to contest a claim based on misrepresentation as that person does not have the knowledge of the applicant’s history. In addition they can’t authorize us to check MIB, order an Rx, MVR or medical records in most cases.

Reinsurance

Mutual of Omaha has very good relationships with the reinsurers and will work very hard to place your larger cases. Send us your large cases and we will work with the reinsurer to get your cases placed. However, we do require a signed application and it must be received in our home office before we can assess the case.

Term Conversion Guidelines

Products Available for Term Conversions:

- Clients can convert to available permanent life insurance products offered at time of conversion within face amount, issue age, and risk class guidelines for the permanent product. Exceptions are noted below:
- Certain permanent products are not available for term conversions: Children's Whole Life

If a Term policy is eligible for conversion, it will be converted into a new policy at the insured's current attained age.

- We are unable to convert term coverage into an existing Universal Life policy



Term Life Express (Simplified Issue) Note: Simplified Issue Term products(Term Life Express) cannot be converted into a fully underwritten permanent product.	
Product	Minimum Face Amount
GUL Express	\$25,000
Whole Life Express	\$5,000
Living Promise	\$2,000

*\$50,000 for ages 66+ on GUL

Product limitations for substandard policies:

- GUL Express is not available for a substandard Term Conversion. Term conversions with a rate up must be converted to a UL product which allows for a rate up (AccumUL Plus, AccumUL Answers, GUL, Income Advantage IUL, Life Protection Advantage IUL)
- Whole Life Express will be available for a substandard Term Conversion below \$25,000. All substandard Term Conversions into a Whole Life Express will carry the same rate up percentage

Riders:

- Riders on the conversion policy must have already existed on the Term policy; we cannot add new riders at time of conversion
- The Disability Waiver of Premium rider is not guaranteed convertible. To convert this rider we will require a signed statement from client indicating client is not currently disabled and is currently performing the normal duties of his/her occupation
- Accidental Death Benefit and Children's Riders are guaranteed convertible if the rider is available on the new permanent product
- Other Insured Rider can be converted into a separate permanent policy at insured's current attained age
- Term Life Answers Other Insured Rider guidelines if Primary insured converts base coverage: 1) The Other Insured Rider can be converted into a separate permanent policy if other insured also meets conversion eligibility requirements, or 2) Other Insured Rider can continue as a term policy under a new policy number at original issue age at same rider premium plus policy fee

Workflow

All applications and required forms should be submitted to Mutual of Omaha home office in Blair, NE. All applications received and in process of underwriting will be reported on your pending status report found on Sales Professional Access.

How to Contact Us

Mutual of Omaha's underwriting team is a great resource for you to help you get your cases placed. You can contact us at 1-800-775-7896 with any questions you may have.