

# UNDERWRITING

## Foreign Travel Highlighter

### Background

When underwriting insurance policies, life insurance companies evaluate the amount of time a proposed insured spends outside of the United States (U.S.). The life expectancy of individuals who spend a significant amount of time outside the U.S. may be affected by the conditions of the countries they frequent. These conditions may include poor economic conditions, widespread disease, lower standards of public health and sanitation, lack of proper medical facilities, and different cultural attitudes toward personal health and safety. Therefore, Underwriting generally takes into account the increased mortality risks that may be presented by Non-U.S. Residents, Immigrant and Non-Immigrant U.S. Residents, and individuals who travel to foreign countries. [See the *Foreign Travel Guidelines Chart (1002949)* for the country codes, risk factors, and categories/classes for each country.]

This highlighter provides information on how Underwriting evaluates individuals who travel to foreign countries. [For additional information on Non-U.S. Residents and Immigrant and Non-Immigrant U.S. Residents, refer to the *Non-U.S. Residents Highlighter (1002952)* and the *Immigrants to the U.S. Highlighter (1002365)*.]

### How Is Foreign Travel Defined?

Foreign Travel is defined as conventional or business travel outside the United States for no more than six months annually. Individuals who travel outside the U.S. will be evaluated based on the country(ies) traveled to, the frequency of travel, their occupation, purpose of travel, and length of time spent in those countries. Travel beyond six months is treated as Foreign Residence for underwriting purposes. See the Non-U.S. Residents Highlighter for clients who travel outside the U.S. for over six months annually.

### Underwriting Considerations

When deciding whether an individual who travels to foreign countries may qualify for life insurance in the U.S., many factors are taken into account, including the destination country. The chart on the following pages indicates whether a country is acceptable or unacceptable for travel. The countries were classified based on analysis of government, travel services, and industry data, and may change depending on current conditions in the country.

Generally, travel for conventional business or pleasure purposes for a period of six months or less to acceptable countries/locations by a U.S. resident is acceptable and qualifies for all Preferred categories.

Those who travel over six months annually to acceptable locations will be treated as Non-U.S. Residents for underwriting purposes. (Refer to the Non-U.S. Residents Highlighter for additional information.) Applications on those traveling to unacceptable locations will not be permitted on any basis.

Underwriting will look closely at an individual who applies for life insurance immediately before taking a trip abroad. Approval of the application will depend on such factors as the country being visited, the purpose of the trip, the applicant's occupation, the need expressed for coverage, etc. For some cases, the purchase of life insurance may need to be postponed until the proposed insured returns from his or her trip.

Travel patterns for Non-U.S. Residents will be carefully reviewed. Generally, travel outside the resident country to acceptable countries may be considered on the same basis as U.S. Residents traveling to those countries. Additional ratings, other than those imposed for residence outside the U.S., may also be required.

Continued on the next page.

Note: Several states have enacted regulations restricting an insurer's ability to take an adverse action based solely on an individual's lawful travel activities. In light of this:

- ▶ **In New York** we will not take an adverse underwriting action based solely on an individual's past lawful travel activities.
- ▶ **In Colorado, Florida, Georgia, Maryland, and Washington state** we will not take an adverse underwriting action based solely on an individual's past or future lawful travel activities.
- ▶ **In all other states (including California, Connecticut, Illinois, Massachusetts, Missouri, New Jersey, Oklahoma and Tennessee** where legislation has been passed specific to travel underwriting) our normal foreign travel underwriting guidelines will continue to apply.

### Available Coverage Amounts

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Full automatic limits of \$50,000,000 on individuals traveling to acceptable countries may be considered depending on all facts of the case, including the age and health status of the proposed insured, product applied for, the reinsurance arrangement, in-force coverage, and available reinsurance. Travel of three to six months to yellow countries is limited to face amounts of no more than \$5,000,000.

### Foreign Travel Guidelines

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For the most up-to-date country rating information, please refer to the *Foreign Travel Guidelines Chart (1002949)*. ]

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Automatic and jumbo limits are graded down by age, rating, and special risks (e.g., foreign residence and travel, entertainers, professional athletes, etc.).

Availability of insurance and rates will vary based on the satisfaction of underwriting criteria. Underwriting rules are subject to change at our discretion.

All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company. Policy guarantees and benefits are not backed by the broker/dealer and/or insurance agency selling the policy, nor by any of their affiliates, and none of them make any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

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