

# Mature assessments: Submitting applicants age 70 and over



## Application

### Personal Information

NAME (LAST NAME FIRST)

ADDRESS

PHONE NO.

CITY

SOCIAL SECURITY NO.

STATE

REFERRED BY

**As baby boomers age, the average age of your life insurance clients is increasing.** To remain competitive, it's crucial to understand how to submit business for older-age applicants. Minnesota Life and Securian Life, a New York authorized insurer, have expertise in mature underwriting, with cognitive and mobility screenings, allowing us to offer Preferred Select, Preferred and Non-Tobacco Plus underwriting classes to many applicants – up to age 85.

### Applicants age 70 and over

- Do not need to complete treadmill stress tests.
- Must provide Third-Party Financial Documents (TPD), which include documents such as audited business financials, net worth statements or tax returns signed by a CPA.
- Will undergo additional screening on:
  - Activities of Daily Living (ADL) questionnaire
  - Peak flow testing
  - Timed get up and go
  - Clock face drawing

## Mature underwriting requirements

Refer to this chart when ordering requirements for your clients age 70 and over. Note the requirements are different when using the tele-interview process.

## Tele-interview and requirements

<b>Amount</b>	\$0-\$50,000		\$50,001-\$99,999		\$100,000	\$100,001-\$200,000		\$200,001-\$250,000	\$250,001-\$500,000			
<b>Requirements</b>	TI PHYS	APS	TI PHYS	APS	TI PHYS	APS LABS	TI PHYS	APS LABS	TI PHYS	APS LABS	TI PHYS	APS LABS
<b>Amount</b>	\$500,001-\$1,000,000		\$1,000,001-\$1,500,000		\$1,500,001-\$2,000,000	\$2,000,001-\$5,000,000		\$5,000,001-\$10,000,000	\$10,000,001+			
<b>Requirements</b>	TI PHYS	APS LABS	TI LABS	APS PHYS TPD 4506-T	TI LABS	APS PHYS TPD 4506-T	TI LABS	APS PHYS TPD 4506-T	TI LABS	APS PHYS TPD 4506-T	TI LABS	APS PHYS TPD 4506-T

## Paramedical exam and requirements

<b>Amount</b>	\$0-\$50,000		\$50,001-\$99,999		\$100,000	\$100,001-\$200,000		\$200,001-\$250,000	\$250,001-\$500,000			
<b>Requirements</b>	PM	APS	PM	APS	PM LABS	APS	PM LABS	APS	PM LABS	APS	PM LABS	APS
<b>Amount</b>	\$500,001-\$1,000,000		\$1,000,001-\$1,500,000		\$1,500,001-\$2,000,000	\$2,000,001-\$5,000,000		\$5,000,001-\$10,000,000	\$10,000,001+			
<b>Requirements</b>	PM	APS LABS	PM LABS	APS TPD 4506-T	PM LABS	APS TPD 4506-T	PM LABS	APS TPD 4506-T	PM LABS	APS TPD 4506-T	PM LABS	APS TPD 4506-T

<b>APS</b>	Attending Physician's Statement
<b>HOS</b>	Home Office Specimen
<b>PM</b>	Paramedical exam
<b>LABS</b>	Blood Profile and Home Office Specimen
<b>TPD</b>	Third Party Financial Documents
<b>PHYS</b>	Physical Measurements
<b>TI</b>	Tele-Interview
<b>4506-T</b>	Request for Transcript of Tax Return.

**TO LEARN MORE**  
about mature underwriting  
assessments, call your  
underwriter today.

MVRs will be ordered by Minnesota Life/Securian Life.

Amount is face amount plus additional agreement amounts (when applied for).

Electronic Inspection Report will be ordered on cases over \$2 million.

Electronic Credit Report will be ordered on cases over \$5 million.

**Securian Financial Group, Inc.**  
www.securian.com

Insurance products are issued by Minnesota Life Insurance Company in all states except New York. In New York, products are issued by Securian Life Insurance Company, a New York authorized insurer. Minnesota Life is not an authorized New York insurer and does not do insurance business in New York. Both companies are headquartered in St. Paul, MN. Product availability and features may vary by state. Each insurer is solely responsible for the financial obligations under the policies or contracts it issues. 400 Robert Street North, St. Paul, MN 55101-2098  
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