

Fast Lane Underwriting

Fast Lane is a dynamic approach to underwriting. Rather than completing a full traditional medical exam with labs, Fast Lane streamlines the process using the fully completed application you already know, and authorization for our underwriting team to use a variety of personal consumer information sources to complete the underwriting process.

Products:

All single insured, permanent life insurance products.

Rate Classes include:

Premier Non Tobacco, Preferred Non Tobacco, Standard Non Tobacco, Preferred Tobacco and Standard Tobacco

Riders available, subject to plan and age guidelines:

Accelerated Access, Accelerated Benefit, Accidental Death, Primary Insured, Wellness for Life®, Waiver of Monthly Deductions, Waiver of Specified Premium, and Waiver of Surrender Charge Due to Confinement

Ages	Face Amount
18-50	through \$2 million
51-55	through \$1 million
56-60	through \$500,000

Fast Lane Underwriting (cont.)

Q. What do you mean by a “dynamic underwriting approach?”

A. Fast Lane gets your client’s application underwritten quickly, without the inconvenience and intrusion of collecting a full paramed exam with labs. Fast Lane is adaptive. With Fast Lane, it is assumed that all policies meeting the eligibility requirements will flow through the accelerated underwriting process. However, if an applicant is found to be ineligible for Fast Lane, our team will quickly notify you of any necessary traditional underwriting requirements.

Q. What are Fast Lane Eligibility and Exclusions that would move an application to traditional underwriting?

A. Excluded conditions include (but are not limited to) the following:

MAJOR MEDICAL CONDITIONS	
Alcohol or Drug Abuse	Peripheral Artery Disease
COPD or Emphysema	Peripheral Vascular Disease
Heart Attack	Stroke
Heart Disease or Heart Surgery	Transient Ischemic Attack (TIA)
Rheumatoid Arthritis	Melanoma
Ulcerative Colitis	Bipolar
Crohn’s Disease	Multiple Sclerosis
Diabetes	Cancer

Q. What will Fast Lane underwriting do for me, as a producer? Why would I want to do this?

A. Fast Lane underwriting makes it possible to move cases from application to issued in a few days. When cases go from application to issue/ paid in days, you can move on to your next opportunity. Fast Lane is simplified for your clients.

Fast Lane Underwriting (cont.)

Q. Can Foreign Nationals qualify for Fast Lane?

A. No. Fast Lane is not eligible for Foreign Nationals.

Q. How do you determine if my client's application qualifies for Fast Lane?

A. In addition to reviewing the application, we consider MIB Inc., prescription database results and motor vehicle report.

Also, we have partnered with a risk management vendor that uses a statistical model to assist us in determining which clients are the very best candidates for life insurance coverage issued without traditional medical requirements. Also, for audit purposes, a random sample of applications will be held out and processed through traditional underwriting.

Q. Do applicants have a chance to review and refute information used in the underwriting decision process?

A. Yes. The databases are Fair Credit Reporting Act (FCRA) compliant and all information received from them is disclosable to the proposed insured. Applicants may work directly with database companies to resolve any questions they may have about those records. Your underwriter can provide contact information on a case-by-case basis.

Q. Is Fast Lane optional or do I have to send all my apps through that way?

A. All eligible applications will begin with Fast Lane. Underwriting will advise you if additional requirements will be needed to complete the underwriting process.

See
GlobalAtlanticLife.com
for more information on
Fast Lane Accelerated
Underwriting.