

# WriteFit Underwriting FAQ

## What is WriteFit Underwriting?

WriteFit is a holistic approach to underwriting. We're able to quickly review a variety of publicly-available data and eliminate exam and lab requirement for your healthiest clients.

## What are the potential benefits?

- Simplified, less invasive underwriting without lab requirements
- Faster underwriting decisions, allowing you to get paid faster
- Overall improved client experience
- Standard or better underwriting classes available

## Which clients should I send through WriteFit?

WriteFit Underwriting is meant for your healthiest clients. To be considered for the program, the following eligibility requirements must be met:

- ✓ Apply for a single life product through Quick eApp/iPipeline
- ✓ Use the tele-interview process\*
- ✓ Build within recommended guidelines
- ✓ Face amounts up to \$1,000,000 (excluding Express Issue)
- ✓ Clients 18-54 years of age
- ✓ No major medical impairments

## What data is used to determine whether my client does/doesn't need labs?

Similar to other programs in the industry, information from the tele-interview and a variety of publicly-available data is used in the underwriting decision. A risk assessment tool helps predict the relative mortality of individuals based on this publicly-available data, which includes: financial and credit information (not credit scores), court records, property records, motor vehicle report, MIB and Rx records.

All information is governed by the FCRA and is disclosable, disputable and correctable.

## How do I apply for WriteFit?

Step 1: Apply via Quick eApp	Step 2: Complete tele-interview	Step 3: Underwriting decision
<ul style="list-style-type: none"> <li>• Quick eApp provides guidance on how to submit a WriteFit case</li> <li>• You'll answer a few pre-qualification questions to determine if your client eligible for WriteFit</li> </ul>	<ul style="list-style-type: none"> <li>• Client answers medical history questions</li> <li>• Information from tele-interview helps determine if labs are/are not needed</li> <li>• Client asked to schedule exam at end of tele-interview. Appointment cancelled if not needed</li> </ul>	<ul style="list-style-type: none"> <li>➔ <b>No labs needed:</b> case approved, client and advisor notified -We'll handle cancellation of exam</li> <li>➔ <b>Labs needed:</b> case continues through traditional underwriting</li> </ul>

## **Which underwriting classes are available?**

- Preferred Select Non-Tobacco
- Preferred Non-Tobacco / Preferred Tobacco
- Non-Tobacco Plus (on eligible products)
- Standard Non-Tobacco / Standard Tobacco

## **What happens if my client isn't approved for WriteFit?**

Their application will continue through the traditional underwriting path and an exam, labs, etc... will be completed.

## **Can my client get a better risk class with WriteFit?**

Yes, our experience has shown that many clients will get a risk class that is the same or better than traditional underwriting. That's because, with WriteFit, we assign an underwriting class based on more than just the traditional exam, labs, etc..

## **Could my client get a worse risk class with WriteFit?**

Yes, it's possible. The additional data we look at could lead to a lower underwriting class; however, it's important to note that those approved with WriteFit will always get a rating of Standard or better. When compared to traditional underwriting, they'll typically get the same or better risk class.

## **My client got a Standard underwriting class with WriteFit, but I thought they'd get Preferred Select. Can I send them through traditional underwriting to improve the risk class?**

No. Because WriteFit uses a holistic approach that looks at more than just medical information; sending a client through traditional underwriting wouldn't change the decision.

## **How do I prepare my client for the WriteFit Underwriting process?**

- Once you submit the application, explain to your client that the next step will be completing the tele-interview.
- Tell them an underwriter will review the application and answers from the tele-interview to determine if an exam and labs are needed.
  - If exam/labs aren't needed, you'll save some time and be notified of the application approval with an underwriting class of standard or better.
  - If labs are needed, that means we need some additional information in order to make our final decision. Tell your client that if this is the case, their application would follow the traditional path – they'd complete the exam and then receive an underwriting decision.
- As always, be conservative when running illustrations. If you're unsure how to rate your clients through this program, go with a lower underwriting class. Remember, a client that qualifies for WriteFit will always get a risk class of standard or better.

## **Does the percentage of preferred select cases differ from traditional?**

No.

## **What else should I know about WriteFit?**

We will route a small, random sample of WriteFit applicants through the traditional underwriting process. Doing this will allow us to audit our program and make enhancements to continually improve you and your clients underwriting experience.

## **Who do I contact if I have questions?**

For additional information please contact your Life Sales Support Team at:

- 1-877-696-6654 (Securian and Broker-Dealer)
- 1-888-413-7860, option 1 (Independent Brokerage)

\* Information from the tele-interview helps determine whether client qualifies for WriteFit Underwriting.

Lab work completed within the last 12 months will be considered in the underwriting decision.

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