

A closer look at Accelerated Underwriting

Frequently Asked Questions

This FAQ document has been updated to address additional questions producers have asked since the Accelerated Underwriting (Fast Lane) program launched.

Fast Lane is a dynamic approach to underwriting your cases. Rather than completing a full traditional medical exam with labs, Fast Lane streamlines the process, using:

- The application you already know, skipping sections H and I
- Authorization for our underwriting team to use a variety of personal consumer information sources to complete the underwriting process
- Tele-med medical interview by phone

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

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.

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

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 get paid faster and you can move on to your next opportunity. Fast Lane is a simplified experience for your clients, as well - it may be easier to schedule a Tele-med phone interview than a full paramed exam.

What is UnderRight Life and how does it work with Fast Lane?

UnderRight Life is a web-based tool that can help you, as a producer, determine a potential underwriting class and possible Fast Lane eligibility for an applicant. To download the tool to your mobile device or tablet, visit UnderRightLife.com and save the web address as a shortcut on your home screen.

Fast Lane Eligibility and Exclusions that would move an application to traditional underwriting

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

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

Ages	Face Amount	Products:
18-50	through \$1 million	<ul style="list-style-type: none"> • Lifetime Builder ELITE, Lifetime Foundation ELITE and Lifetime Provider IUL Policies • Lifetime Assure UL • Term policies
51-55	through \$500,000	
56-60	through \$250,000	

Rate Classes include:

Premier Non Tobacco, Preferred Non Tobacco, Standard Plus Non Tobacco (term only), Standard Non Tobacco, Preferred Tobacco and Standard Tobacco.

Riders available, subject to plan and issue age guidelines:

Accelerated Access Rider, Terminal Illness Rider, Accidental Death, Primary Insured, Wellness for Life®, Waiver of Monthly Deductions, Waiver of Premium, Waiver of Premium Plus, Waiver of Specified Premium, and Waiver of Surrender Charge Due to Confinement.



FAQ: ACCELERATED UNDERWRITING (CONT.)

What are the application requirements for Fast Lane?

Fast Lane will use the same application that you're familiar with along with typical application support forms (i.e. HIPAA, replacement forms, etc.)

Formal applications will be considered "In Good Order" provided sections A-G and M are fully completed. There is no need to complete Sections H and I as the Tele-med process will provide the client's medical history. As always, it is critically important to submit applications in good order, after careful review.

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

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. Information disclosed in the Tele-med interview may indicate a need for additional medical requirements.

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

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.

What potential non-medical items could cause my client's application to move from Fast Lane to traditional underwriting?

- Items on their driving record, ex: DUI or multiple speeding tickets (within the past 5 years)
- Unresolved bankruptcy, judgment or lien (within the past 5 years)
- Decline or substandard offer from another carrier (within the past 12 months)

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

All eligible applications will begin with Fast Lane. The only time when opting out of Fast Lane will be allowed is when you know your proposed insured has a medical condition or non-medical situation that would exclude their application from Fast Lane. In that case it is ok to proceed with scheduling a full paramed exam for those clients. There are lists of medical and non-medical exclusions in previous sections of this document.

If I think my client would do better with traditional underwriting, can I resubmit to get a different offer using traditional underwriting?

No. We are very confident Fast Lane will give your client the best possible risk class more quickly and with less inconvenience.

If my case ends up in traditional underwriting, should I expect it to take longer?

Not significantly. While traditional underwriting does take longer, starting in Fast Lane will not cause significant delays in the underwriting process. We will meet our existing service standards.

Why can't I use Fast Lane for Survivorship Builder applications?

Due to the complexity of the survivorship policy with two proposed insureds, we are unable to offer Fast Lane on applications for this product.

Is this a simplified issue underwriting program?

No. While we expect that this will be a less complicated process for the agent and the applicant, it is not a simplified issue program.

THE TELE-MED INTERVIEW

What's the Tele-med interview like? Can I call in for my client and help them complete the interview?

Tele-med interviews are scheduled at the convenience of the proposed insured and are closer in nature to a paramed exam in terms of privacy and confidentiality and should be completed without the agent present. The interviewers are trained professionals with the appropriate insurance licenses, as required by various states. The Tele-med interview will be included with the policy packet, similar to a paramed exam.

What about non-native English speakers? Can the Tele-med be completed in other languages?

Applicants must have an understanding of English sufficient to complete the life insurance application. However, if a proposed insured is more comfortable answering questions related to their medical history in another language, the Tele-med interviewer can use a translation service. The interviewer cannot work with a privately arranged translator such as a family member, friend or the life insurance agent. Please indicate that a translator will be needed on the Producer Report so that arrangements can be made in advance.

Can Foreign Nationals qualify for Fast Lane?

No. Global Atlantic has a separate underwriting program designed specifically for foreign nationals and you can learn more about it at globalatlanticlife.com/gaua.

What is the voice signature component?

Voice signature is a convenient, secure electronic signature which complies with federal and state regulations. Voice signature acknowledges that the speaker is the proposed insured and has answered the interview questions completely and accurately to the best of their knowledge.

FAST LANE AND EXISTING POLICIES

Can existing clients qualify for more coverage through Fast Lane Underwriting?

Yes. Existing clients can apply for additional coverage with a new application. The total amount of all coverage for any insured must remain under the amount limit for their age to qualify for Fast Lane. Fast Lane will not be used for face amount increases on in-force policies.

Is Fast Lane available for in-force policy changes that require underwriting?

No. There will be no change to the policy change process or requirements.

CONTACT US

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