



LIFE INSURANCE COMPANY

## Point of Sale Process and Medical Impairment Guide

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TO SCHEDULE A TELEPHONE INTERVIEW CALL TOLL-FREE

**1-888-842-0307**

Mid-America Agency Services (MAAS)

**Hours of operation:** Monday - Thursday 8:00 AM - 9:00 PM CST,  
Friday 8:00 AM - 5:00 PM CST.

## NON-MED IS SIMPLE AND FAST!

Sagicor Life Insurance Company offers products with simple and fast underwriting decisions and processes. To maintain the simplicity and speed please familiarize yourself with our step-by-step guide on how to apply and receive your decision for Sagicor Life's Non-Med products.

### Flexibility

In a continued effort to make this process as simple as possible, we are pleased to offer increased flexibility in the telephone interview process.

To comply with Anti-Money Laundering rules, if the customer is new, we require the agent and proposed insured be together to conduct the interview. The Agent will make the telephone call to Mid-America Agency Services (MAAS). If the proposed insured should have a need to call separately, we can do so but we will validate that the agent met with the proposed insured. The agent must initiate the Point of Sale interview and the proposed insured must call to conduct the interview within ten days of completing the application. If the agent already has an established relationship with the customer, we will allow a separate interview; however, we will validate the relationship during the interview.

**Please Note:** Once MAAS is contacted, regardless of the underwriting decision or completion of the interview, the Agent must fax the completed application to Sagicor Life at 1-800-324-8943.

### Our Simple Point of Sale Process

1. Complete the appropriate Application with the proposed insured. All forms are available on [www.SagicorLifeUSA.com](http://www.SagicorLifeUSA.com).
2. Contact MAAS at 1-888-842-0307 during their regular business hours to conduct the interview.  
**Hours of operation:** Mon - Thurs 8:00 AM - 9:00 PM CST, Friday 8:00 AM - 5:00 PM CST.
3. MAAS will facilitate the telephone interview on behalf of Sagicor Life with you and the prospective insured. The interview will take approximately 15 minutes with the first 5 questions directed to you, the agent, and all additional questions to the proposed insured.
4. Upon completing the interview you will be advised of one of the following decisions:
  - Proposed insured approved as Preferred Non-Tobacco. (*Term only*)
  - Proposed insured approved as Standard Non-Tobacco.
  - Proposed insured approved as Standard Tobacco.
  - Proposed insured referred to Sagicor Life for further underwriting review. There are two situations when the application will be referred to Sagicor Life for further underwriting review. They are as follows:
    - a) If the information received from the Medical Information Bureau (MIB) or the Pharmaceutical Database conflicts with the Point of Sale Interview answers, the application will be closed incomplete and the proposed insured will be notified by mail to either contact MIB or the Pharmaceutical Database for additional information; or
    - b) if the telephone interview, Pharmaceutical Database, or Medical Information Bureau (MIB) uncovers additional information indicating the proposed insured does not qualify, the applicant's information will be forwarded to Sagicor to determine if an offer on another product can be made.
5. You will be given a policy number to record at the top of the Application in the space indicated.
6. Fax the completed application, regardless of the underwriting decision or the completion of the interview, to Sagicor Life's Home Office at 1-800-324-8943.
7. If the proposed insured is approved and the application is received, the policy will be mailed to you within 10 business days.

### Saving Age Note:

Saving Age on the Indexed Single Premium Whole Life and Indexed 7-Pay Products - Upon receipt of the applicable premium, the effective date of the policy is equal to one of the four monthly allocation dates which are the 1st, 8th, 15th and 22nd. Therefore, backdating of a policy to save age is **not** available for these products.

## THE MEDICAL INFORMATION BUREAU (MIB)

MIB will be consulted during the Point of Sale Interview. Please review the MIB Notice to make customers aware of their rights as an applicant.

### Medical Information Bureau (MIB) Notice

Information regarding your insurability will be treated as confidential. The Company or its reinsurers may, however, make a brief report thereon to the Medical Information Bureau (MIB), a non-profit membership organization of life insurance companies which operates an information exchange on behalf of its members. If you apply to another MIB member company for life or health insurance coverage, or a claim for benefits is submitted to such a company, MIB, upon request, will supply such company with the information in its file.

Upon receipt of a request from you, MIB will arrange disclosure of any information it may have in your file. If you question the accuracy of information in MIB's file, you may contact MIB and seek a correction in accordance with the Fair Credit Reporting Act. The address, phone numbers and website of MIB's information office are:

MIB, Inc.  
50 Braintree Hill, Suite 400  
Braintree, MA 02184-8734  
(866) 692-6901 or TTY (866) 346-3642  
www.mib.com

Sagicor Life Insurance Company or its reinsurers may also release information to other life insurance companies to whom you may apply for life or health insurance or to whom a claim for benefits may be submitted.

## THE PHARMACEUTICAL DATABASE

Since our underwriting decision was based in whole or in part on one or more consumer reports regarding the proposed insured, we are required to inform the proposed insured where we obtained this information.

Milliman IntelliScript  
15800 Bluemound Road, Suite 400  
Brookfield, WI 53005  
(262) 796-3448

The consumer reporting agency (or agencies) identified above did not make the underwriting decision for the proposed insured's policy.

The proposed insured may obtain a free consumer report by requesting the report within 60 days from each agency listed above. Further, the proposed insured has the right to dispute directly with the consumer reporting agency the accuracy or completeness of any information provided by that consumer reporting agency.

## UNDERWRITING PROCESS

To offer a quick turn around, underwriting will be focused on an accept/decline model with minimal traditional evidence of insurability. We plan to have a quick turn around process without sacrificing prudent risk selection. We expect 80% of proposed insureds will be approved from the initial Point of Sale interview based on your good field underwriting. All other proposed insureds will be subject to review by Sagicor's underwriting department for final decision. We reserve the right to require an examination or any other evidence of insurability deemed necessary to evaluate an application.

### Good Field Underwriting

Carefully ask all of the application questions and accurately record the answers. Report additional information whenever possible, especially when the problem seems severe or complicated. Keep in mind the following considerations:

- Tobacco use within a 24-month period will draw a tobacco rating.
- During the Point of Sale interview, MIB and the Pharmaceutical Database will be checked. Coverage will not be offered if there is conflicting information with the application and the Point of Sale interview, MIB or the Pharmaceutical database.
- The proposed insured will not be eligible if any of the following supplemental questionnaires are required:
  - Aviation
  - Hazardous Avocations/Sports
  - Military

## BUILD CHART - TABLE 2

Applicants with weight outside of the following ranges are not eligible.

Height	Minimum Weight	Maximum Weight
4'8"	74	174
4'9"	76	180
4'10"	79	187
4'11"	82	193
5'0"	84	200
5'1"	87	206
5'2"	90	213
5'3"	93	220
5'4"	96	227
5'5"	99	234
5'6"	102	242
5'7"	105	249
5'8"	109	256
5'9"	112	264
5'10"	115	272
5'11"	118	280
6'0"	122	288
6'1"	125	296
6'2"	129	304
6'3"	132	312
6'4"	136	320
6'5"	139	329
6'6"	143	337
6'7"	146	346
6'8"	150	355

## BUILD CHART - TABLE 4

Applicants with weight outside of the following ranges are not eligible.

Height	Minimum Weight	Maximum Weight
4'8"	74	188
4'9"	76	195
4'10"	79	202
4'11"	82	209
5'0"	84	216
5'1"	87	223
5'2"	90	231
5'3"	93	238
5'4"	96	246
5'5"	99	253
5'6"	102	261
5'7"	105	269
5'8"	109	277
5'9"	112	286
5'10"	115	294
5'11"	118	302
6'0"	122	311
6'1"	125	320
6'2"	129	329
6'3"	132	338
6'4"	136	347
6'5"	139	356
6'6"	143	365
6'7"	146	375
6'8"	150	384

## MEDICAL IMPAIRMENT

Following are helpful hints to make the Point of Sale interview process go smoothly.

### Medical Impairment

The Medical Impairment information has been developed to assist you in determining a Proposed Insured's insurability. The information is not all inclusive and combinations of conditions may exhibit a rating over Table 2 or Table 4 mortality.

If you have any questions regarding medical conditions not listed, please contact our Underwriting Department at 1-800-531-5067 extension 4650.

### Eligible Insureds

All applicants issued thru Table 2 as standard for both the Gold 10/20/30 ZZ Term and the Gold 20/30 ROP ZZ Term.

All applicants issued thru Table 4 as standard for the Gold ISSPWL, Gold Indexed SPWL and Gold Indexed 7 Pay WL.

Point of Sale Plans are not Guaranteed Issued.

### Telephone Interview

Good Field Underwriting is invaluable for these products. Carefully ask all of the application questions and accurately record the answers.

After fully completing the application you need to complete the Point-of-Sale process with the telephone interview. The interview is designed to confirm the answers given on the application.

The applicant must always complete the telephone interview without assistance from the agent or another person. If the sale is made on the weekend or if the interview is not completed at the point-of sale you should initiate the interview. MAAS will hold the interview open for ten days which gives the insured the opportunity to contact them to complete it. After that time the case will be closed.

In order to shorten the interview process if the insured is taking medications please ask them to have a list of them available. They should list the medications by name, dosage, how long they have been taking the medication and for what purpose.

Please ask them to have a list of their physicians with addresses, phone numbers and dates last seen and the reason.

SAGICOR LIFE'S POINT OF SALE MEDICAL IMPAIRMENT			
Condition	Criteria	T2	T4
AIDS	Medically diagnosed as having Acquired Immune Deficiency Syndrome (AIDS) or AIDS related complex (ARC)	Decline	Decline
Alcoholism	Diagnosis of alcohol abuse within the last 10 years	Decline	5 years
	Treatment for alcohol abuse	Decline	5 years
	Any current alcohol use	Decline	Decline
Alzheimer's	Diagnosed with, treated for or advised by a Licensed Physician to be treated for memory loss, dementia or Alzheimer's disease	Decline	Decline
Amputation	Caused by disease	Decline	Decline
Anemia	Anemia or disorder of blood-unless iron deficiency anemia in pre-menopausal female	Decline	Decline
	Diagnosis of Thalassemia or Sideroblastic anemia	Decline	Decline
Aneurysm	Not treated	Decline	Decline
Angina	See Heart Disease		
Angioplasty	See Heart Disease		
Arthritis	Rheumatoid-minimal, slight impairment	Accept	Accept
	Rheumatoid-all others (Severe)	Decline	Decline
Asthma	If age 10 or less at diagnosis	Decline	Decline
	Hospitalized or seen in ER 2 or more time, used steroid medication or required oxygen in the past 12 months	Decline	Decline
	Combined with Tobacco Use Smoker	Decline	Decline
Bladder	History of neurogenic bladder, bladder paralysis, tumors, cysts or hospitalizations	Decline	Decline
Blindness	Caused by diabetes, circulatory disorder, or other illness	Decline	Decline
	Other causes	Refer	Refer
By-pass Surgery	See Heart Disease		
Cancer	Basal or Squamous cell skin carcinoma	Accept	Accept
	8 years since surgery, diagnosis, or last treatment, no recurrence or additional occurrence	Refer	Refer
	All others	Refer	Refer
Cerebral Palsy	If not self-supporting and/or mental impairment	Decline	Decline
Chest Pains	If tests were done and the results were not normal	Decline	Decline
Chronic Obstructive Pulmonary Disease (COPD)	History of COPD/COLD, pulmonary embolism, collapse lung Pneumothorax, or lung nodules, cysts or tumors in the past 5 years	Decline	Mild Accept
	History of oxygen use, steroid use, abnormal pulmonary function tests, or hospitalization in the past 5 years	Decline	Decline
Cirrhosis of the Liver	History of cirrhosis of fibrosis. History of elevated liver function tests, cysts or tumors or diagnosis of excessive alcohol use within the past 5 years	Decline	Decline
Congestive Heart Failure (CHF)		Decline	Decline
Crohn's Disease	History of Crohn's Disease - If within 3 years	Decline	Decline
Cystic Fibrosis		Decline	Decline

SAGICOR LIFE'S POINT OF SALE MEDICAL IMPAIRMENT			
Condition	Criteria	T2	T4
Diabetes	Diagnosis under age 40	Decline	Decline
	Blood sugar not checked in the past 6 months, insulin dependent, advised of uncontrolled blood sugars in the past 12 months	Decline	Decline
	Complications such as diabetic coma, retinopathy, neuropathy, amputation, unintended weight loss	Decline	Decline
	If on oral medication and controlled	Decline	Accept
Down's Syndrome		Decline	Decline
Driving Record	DUI is within one year or 3 or more driving violations or combination thereof	Decline	Decline
	License currently suspended	Refer	Refer
Drug Abuse	Diagnosis of substance abuse within the last 10 years	Decline	Decline
	Treatment for drug abuse	Decline	Decline
	Relapses or abuse of another substance after initial treatment	Decline	Decline
Emphysema	Minimal Impairment	Accept	Accept
Epilepsy	Convulsions within the last 12 months	Decline	Decline
Felony	Convicted of felony within the past 5 years or awaiting trial for a felony	Decline	Decline
Gallstones	More than one episode of gallstones in the past 12 months other than the removal of the gallbladder	Accept	Accept
Headaches	Headaches that have increased in frequency or severity	Decline	Decline
	Headaches that have required hospitalization or abnormal tests results within the past 2 years	Decline	Decline
	Currently under evaluation or been advised to have further evaluation or testing done for headaches	Decline	Decline
Heart Disease	Includes heart attack, or failure, or stroke or TIA diagnosis	Decline	Decline
	Any other disease/disorder of the heart or blood vessels	Decline	Decline
	Diagnosis of atrial fibrillation/flutter, cardiac arrest, sick sinus syndrome or ventricular fibrillation/flutter	Decline	Decline
Heart Murmur	History of surgery	Decline	Refer
Hepatitis	Diagnosed with Hepatitis A in the past 12 months and did not make a complete recovery	Decline	Decline
	Diagnosed with Hepatitis B or C, chronic Hepatitis or any other form Hepatitis (besides A)	Decline	Decline
High Blood Pressure	Under age 45 and BP is greater than 150/97 (T2) 165/97 (T4)	Decline	Decline
	Over age 45 and BP is greater than 160/97 (T2) and 170/98 (T4)	Decline	Decline
Hodgkin's Disease		Decline	Decline
Hypothyroidism or Hyperthyroidism	If diagnosed with hypothyroidism or hyperthyroidism and the symptoms are not controlled with treatment	Decline	Decline
Human Immunodeficiency Virus (HIV)	Positive test results for Human Immunodeficiency Virus (HIV)	Decline	Decline

**SAGICOR LIFE'S POINT OF SALE MEDICAL IMPAIRMENT**

<b>Condition</b>	<b>Criteria</b>	<b>T2</b>	<b>T4</b>
Kidney Disease	Kidney Failure	Decline	Decline
	Insufficiency or any other disease or disorder of the kidneys	Decline	Decline
	Nephrectomy	Decline	Decline
	Polycystic Kidney Disease	Decline	Decline
	Transplant recipient	Decline	Decline
Leukemia		Decline	Decline
Liver Impairments	Any associated history of liver disease/disorder	Decline	Decline
Lupus Erythematosus (SLE)	Systemic	Decline	Decline
Melanoma		Decline	Decline
Mental or Nervous Disorder	Within the last 5 years hospitalization or history of psychosis, bipolar disorder, major depression or manic-depressive disorder	Decline	Refer
	History of hospitalization, use of Lithium, Haldol, or Thorazine or continuing psychotherapy	Decline	Refer
	If anxiety or situation depressions-could possibly accept		
Multiple Sclerosis		Decline	If mild Accept
Muscular Dystrophy		Decline	Refer
Pacemaker		Decline	Refer
Pancreatitis	If more than a single attack within a year	Decline	Refer
	If history of a pancreatic cyst, tumor or unresolved abscess	Decline	Decline
Paralysis	Includes paraplegia and quadriplegia	Decline	Decline
Parkinson's Disease	If Mild	Accept	Accept
	Severe, Progressive	Decline	Decline
Peripheral Vascular Disease		Decline	Refer
Probation	If currently on probation	Decline	Decline
Prostate	History of elevated PSA test results within the past 2 years	Decline	Decline
	History of prostate tumors other than BPH (benign prostatic hypertrophy)	Decline	Decline
Pulmonary Embolism	Single Episode	Accept	Accept
Rectum or Intestines	More than 1 episode of polyps or tumors in the past 3 years and was not benign	Decline	Decline
	History of bleeding, obstructions, or unintended weight loss in the past 12 months	Decline	Decline
	Ulcerative Colitis or surgical resection over 1 year	Accept	Accept
Reproductive Organs	<b>Disease/disorder of reproductive system:</b>		
	History of abnormal bleeding or abnormal test results within the past two years	Decline	Decline
	History of tumors, polyps, cysts, or fibroids in the past 2 years	Decline	Decline
	Evaluated or advised to have further evaluation or surgery	Decline	Decline
Seizures	History of seizures lasting 30 minutes or concurrent seizures without recovery in between episodes	Decline	Decline

**SAGICOR LIFE'S POINT OF SALE MEDICAL IMPAIRMENT**

<b>Condition</b>	<b>Criteria</b>	<b>T2</b>	<b>T4</b>
Stomach	History of bleeding, coughing up blood, or unintended weight loss in the last 12 months. Any history of strictures, obstructions, duping or erosion of stomach lining or hospitalizations in the past 12 months	Decline	Decline
Stroke, CVA Subarachnoid Hemorrhage	Within 5 years	Decline	Decline
Suicide Attempt	Any history of suicide attempts or thoughts within the last 10 years	Decline	Decline
Transplant, Organ or Bone Marrow	History of transfusion, stem cell or bone marrow treatment	Decline	Decline
Tuberculosis	Less than one year	Decline	Decline
Urinary	Urinary obstruction within the last 12 months other than UTI or history of blood or protein in urine	Decline	Decline
Weight Reduction Surgery	Within one year no complications	Accept	Accept

SAGICOR LIFE INSURANCE COMPANY  
4343 N SCOTTSDALE ROAD, SUITE 300  
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