



A CLOSER LOOK AT FAST LANE ACCELERATED UNDERWRITING

Frequently Asked Questions

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

- An abbreviated application
- 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 Accelerated Underwriting gets your client’s application underwritten quickly, without the inconvenience and intrusion of collecting a full paramed exam. Fast Lane Accelerated Underwriting 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 ages and face amounts will be available?

- Ages 18-50 through \$1 million
- Ages 51-55 through \$500,000
- Ages 56-60 through \$250,000

Why do the eligible face amounts vary by issue age?

The age and face amount chart for Fast Lane aligns with our existing underwriting guide. Fast Lane will not take the place of the medical requirement for a resting EKG. Fast Lane substitutes for the exam and fluids medical requirements only.

What products, riders and rate classes are eligible?

Eligible single-life applications for:

- Lifetime Builder, Lifetime Foundation and Lifetime Provider Indexed Universal Life policies
- Lifetime Assure Universal Life
- Term policies

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 age guidelines, are: Accelerated Access, Accelerated Benefit, 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.

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

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

What requirements will be needed?

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.

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

Fast Lane is not optional. Beginning October 24, 2016, all eligible applications will begin with Fast Lane Underwriting. The only time when opting out of Fast Lane will be allowed is when you know your proposed insured has a condition that is excluded from Fast Lane. In that case it is ok to proceed with scheduling a full paramed exam for those clients.

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		

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 quicker 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.

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?

Proposed insureds must have an understanding of English to complete the life insurance contract. 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.

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.

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

Yes. Fast Lane can be used to apply for additional coverage with new applications for where proposed insureds already have coverage in force with Accordia Life and Annuity Company as long as the total amount of all coverage for the proposed insured will remain under the amount limit for their age. 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.

Is this a simplified issue underwriting program?

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

What databases are used in the Fast Lane option? Do they have a chance to review and refute information used in the underwriting decision process?

In addition to the Tele-med interview, Fast Lane uses a public records search, Medical Information Bureau (MIB), Motor Vehicle Record (MVR), and the prescription drug database. The databases are Fair Credit Reporting Act (FCRA) compliant and all information received from them is disclosable to the proposed insured. The insured may work directly with those companies to resolve any question they may have about their records.

If an application has been received prior to October 24, 2016 and medical requirements haven't been received yet can the case route through Fast Lane?

Yes, on a case-by-case basis, a request can be sent to the underwriter to review a pending application for inclusion in Fast Lane.