

# UNDERWRITING PLAYBOOK

**American General**  
Life Companies

- Internet access is required to open links
- Save [www.americangeneral.com/SelectUnderwritingGuidelines](http://www.americangeneral.com/SelectUnderwritingGuidelines) to your favorites to ensure the latest version of the playbook

Welcome to American General's **Underwriting Playbook!** We're confident you'll find these underwriting tools useful and convenient, so much so that we're putting them all in one place, to allow you to access our cutting-edge technology, industry leading teams, and our specialized underwriting processes to get your cases rolling quickly. Just click the links to directly access the information.

**Remember:** Our secured website for distribution partners contains a wealth of information on underwriting. Visit: [eStation.americangeneral.com](http://eStation.americangeneral.com)

## Service Model

- **New!** [Dedicated Service Model](#)

## Tools

- [Life UW Impairment Library](#)
- [AG Underwriter Tool](#)

## Guides

- **Updated!** [Field Underwriting Guide](#)
- [Foreign Travel Guidelines](#)
- **Updated!** [Foreign Nationals, Visa Holders](#)
- [Quick Reference Guide](#)
- [Informal Application Guidelines](#)

## Underwriting Insights

- [Quick Tips for Quick Quotes](#)
- [Get Our Best Offer the First Time](#)
- [Personal Health Interviews](#)
- [Diabetic Applicants](#)

- [Tobacco Use and Underwriting](#)
- [Occasional Cigar Smoking](#)
- [Liberalized Guidelines for SCUBA](#)
- [Better Choice Preferred](#)
- [Healthy Credits Program](#)
- [Are you quoting Standard Plus?](#)
- [Medical Requirements for Uninsurables](#)

## Other

- **New!** [Underwriting Highlights](#)
- [Your Client Could Qualify for Standard Plus](#)
- [Master Playbook](#)
- [Producer Website \(eStation\)](#)