

Questions & Answers

The ANICO Underwriting Express



With The ANICO Underwriting Express,
American National Insurance Company
has put you in the express lane.



Q: *What products are available to use under The ANICO Underwriting Express?*

A: Executive Universal Life
Indexed Universal Life
Affinity 7 Whole Life
ANICO™ Signature Term



Q: *What ages and amounts are included in the program?*

A: The issue ages are 0-65 with face amounts up to \$250,000. Any insurance amount over \$250,000 or any applicant over age 65 will be subject to full underwriting.

Q: *What do I do if my client wants more than \$250,000 of coverage or is over age 65?*

A: The Agent would follow normal procedures when applying for a fully underwritten product. This includes using the same application (full application) and pre-ordering the necessary requirements.

Q: *Are commissions affected under this program?*

A: This program does not change any commission structure.

Q: *What Underwriting classes are available?*

A: Under this program, Preferred Plus, Preferred and Standard Plus are not available. All other underwriting classes are available. An insured can be rated Standard or table rated.

Q: *What if I think my client would be rated preferred?*

A: Make sure the client weighs the benefits of a quicker, less invasive underwriting process versus the possibility of getting lower rates. Consider the option of purchasing more than \$250,000 which requires full underwriting but would allow underwriting classes higher than Standard

Q: *What is the Underwriting Process for The ANICO Underwriting Express?*

A: A Full Application will be completed and submitted through Scanit, fax or mail. Once it is received, we will request information from MIB and the Rx Database and an MVR (for applicable ages). Most applicants will be processed without additional requirements. Applicants with health issues will require a 5-10 minute telephone interview to discuss the issues in more detail. A small percentage may need an APS and potentially a medical exam. Unlike traditional simplified underwriting, we will attempt to make offers on highly substandard risks.

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Q: How long is the expected issue time of a case when it reaches the Home Office?

A: If the case fits into our underwriting guidelines, it is expected to be issued within 48 to 72 hours from receipt.

Q: What Riders are available?

A: All riders are available for this program. However, an application will require full underwriting if the total amount of life insurance on any individual is over \$250,000.

Q: Is this applicable to FEDD, Public Schools, Government Employees, or other worksite simplified programs?

A: The development of The ANICO Underwriting Express Program should be viewed as a new program. Given it uses the full and not a short form application, it may not be viewed as applicable.

Q: Like the FEDD, Public Schools, Government Employees or Simply Life, is The ANICO Underwriting Express issued Standard to Table 4?

A: No, this is a totally different program from the ones listed above and does not work the same. This is not a Standard to Table 4 program (except in the lower face amount bands for the Executive UL).

Q: Is this Simplified Issue?

A: Simplified Issue generally implies a short form application, non-medical underwriting with an accept/reject decision and in many cases, higher insurance premiums. This program requires a full application while maintaining the ultimate goal of rapid underwriting decisions and competitive premiums. Worksite simplified issue programs have been consolidated/simplified, and The ANICO Underwriting Express can be used in situations where the group doesn't meet the eligibility requirements for the new worksite marketing program.

Q: Is this Guaranteed Issue Life Insurance?

A: No. This program requires underwriting to maintain competitive premiums. Guaranteed Issue programs have limited death benefits, a benefit waiting period and higher premiums.

Q: Does this program include life insurance sold in a pension plan?

A: Yes, but it will use the unisex version.

Q: Is this a temporary program?

A: No, this is a permanent change that will improve the underwriting experience for both the insured and the writing agent while decreasing the time it takes to get a policy issued and a commission paid.

Q: How will this program affect term conversions?

A: Term conversions to an eligible product for issue ages 0 to 65 with face amounts up to \$250,000 will be limited to the standard non-nicotine and standard nicotine rate classes, regardless of the rate classification of the term policy.

Q: What conditions automatically exclude a prospective insured?

A: There are always automatic declines such as HIV, but this program is no different from our current fully underwritten programs.

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Q: *What application will be used and will there be sections that do not need to be completed?*

A: The standard full application will need to be completed in its entirety.

Q: *Will we underwrite someone who has been rejected for insurance with another company?*

A: All applications will be processed through underwriting. If additional underwriting is needed, it will occur.

Q: *Do we need to submit a signed illustration with the paperwork?*

A: For any state that requires a signed illustration or a signed Form 4528 (Illustration Acknowledgement), such illustration or acknowledgement form must be used in the sales process and submitted to ANICO.

Q: *If the "Other Insured Rider" is added to the Executive UL policy, will it also be underwritten under The ANICO Underwriting Express Program?*

A: Yes, as long as the rider does not exceed \$250,000, it will be underwritten under the same program. If it exceeds \$250,000 or the insured is over age 65, it will be processed with full underwriting.

The ANICO Indexed Universal Life Insurance policy is not a registered security or stock market investment and does not directly participate in any stock or equity investments or index. When you buy this policy, you are not buying an ownership interest in any stock or index.

Independent Marketing Group is a division of American National Insurance Company.

For full details, please refer the product brochures available at

www.img.anicoweb.com

FORM SERIES: IUL08; IULU08; EXEC-UL; EXEC-ULU;

PWL-CSO; PWLU-CSO; ART12 (Forms may vary by state)

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