



Silver Guard[®]

Agent Underwriting and Product Guide



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The Products

Silver Guard® Simplified issue, whole life insurance policy is designed for final expense needs. A non-participating whole life policy that offers your client guaranteed premiums and death benefits.

Silver Guard is a full death benefit product. Premium rates are based on underwriting tables standard through table 8. To meet underwriting requirements, the applicant must be able to answer “no” to all questions in Part A and Part B of the application for insurance (Form ICC17-8684 or its state specific version) and meet height/weight criteria for Silver Guard.

Issue Ages (Age last birthday)

50-80

Face Amount

Minimum

\$2,500 minimum (*Minimum premium for EFT of \$20 monthly or \$240 annually*)

Maximum

Standard: \$25,000 maximum

Special: \$15,000 maximum

Policy Fee

\$60

Death Benefits

Level death benefit for all policy years, \$1,000 per unit.

Applications

Generic: ICC17-8684

State-Specific: 8684 (in states where applicable)

Policy Forms

- Generic: ICC18-8722
- State-Specific: 8722 (in states where applicable)

State Approval and Forms List

Form 7641

Maturity Age

- There is no specified maturity age.
- Premiums end at the anniversary following the insured's 100th birthday.
- The policy will continue without further increases in cash values.

Premium Methods

- Direct Bill: annual, semi-annual and quarterly
- Bank Draft: annual, semi-annual and monthly*
**Specified week and day of the month functionality applies.*
- **For telesales**, the premium option is limited to Bank Draft/EFT. Direct Billing is not available.

Premium Calculation

- Multiply the annual per unit factor by the number of 1,000s of face amount.
- Add any annual rider premium.
- Multiply the sum of the annual base plan and rider premium(s) by the modal premium factor.
- Round to the nearest cent.
- Modal Premium Factors:
 - Annual (Draft/Direct Bill) 1.00
 - Semiannual (Draft/Direct Bill) 0.53
 - Quarterly 0.27
 - Monthly EFT 0.09

Premium Options by Paper and INSpeed® NOW

- Effective date and billing date are limited to 1-28 of each month.
- Initial premiums may be paid by personal check, bank draft or credit/debit card.

Credit/Debit Card

- Visa, Mastercard and Discover cards accepted.
- Credit Card Form 5122 must be submitted in paper with wet signatures for initial credit card/debit card payment.
- Recurring credit/debit cards are **not** permitted.

Initial and Future Premium Options by Bank Draft:

- Allowable monthly bank draft dates are 1-28. The selected draft date will become the issue date.
- If a draft date is not selected, the default draft date will be the issue date.
- Option 1: Draft initial premium immediately. All future premiums drafted on the same date.
- Option 2: Draft initial premium immediately; but choose a different future draft date.
- Option 3: Draft initial premium in the future up to 30 days in advance. Date selected becomes the issue date and ongoing future draft date (no temporary coverage).
- Option 4: If the applicant does not select a draft date, the issue date becomes the future draft date by default.

Additional Benefits/Riders

Accidental Death Benefit (Form 7922)

For an additional premium, the Accidental Death Benefit rider is available for Silver Guard Standard issue ages 50 – 65. With this rider, Baltimore Life will pay an additional amount equal to the base benefit amount selected for death due to an accident before age 70. Exclusions apply. See rider for specific terms.

Cash Draft Benefit

\$1,000 of the policy's death benefit can be made available soon after the insured's death while the claim is

pending. When an attending physician certifies the cash draft form, it can be taken to a local bank. The \$1,000 draft is deducted from the ultimate claim check. This benefit is automatic with the policy. A cash draft form is automatically included when the policy is issued. The policy must be in force for two years or longer to use the cash draft feature.

Terminal Illness Accelerated Death Benefit Rider (Form ICC19-8871, or state variation of Form 8871)

Rider may not be available in all states. Refer to the State Approval and Forms List, Form 7641, for state availability.

- The owner may elect to accelerate a percentage of the death benefit if the insured is diagnosed as terminally ill with a life expectancy of up to 12 months.
- The owner may elect to accelerate up to 75% of the policy up to \$250,000 (maximum percentage may vary by state).
- The accelerated death benefit will be considered a lien against the policy and will accrue interest up to an annual rate of 8%
- A one-time service fee, not to exceed \$100, will be added to the lien
- The accelerated proceeds will be paid in a single lump sum
- The benefit amount will be reduced by any outstanding policy loan prior to payment of the accelerated death benefit
- There is no premium charge for the rider
- The minimum acceleration amount is \$2,500
- The owner may repay all or part of the lien at any time
- The rider(s) will terminate if any of the following occur:
 1. the base policy ends; the base policy will end if the lien with accrued interest equals or exceeds the death benefit,
 2. death of the insured,
 3. an accelerated death benefit is received under another rider attached to the policy,
 4. the policy is continued as reduced paid-up or extended term insurance.

Benefits under this rider may be taxable. The benefit received under this rider may adversely affect eligibility for Medicaid or other government benefits. Your client should seek advice from their personal tax advisor before making a claim. See the rider language and disclosure statement for details.

Nonforfeiture Options

For either ETI or RPU, the following applies:

- The policy's net cash value (cash value minus loan, lien and debt) can be used as a single premium to pay for ETI or RPU.
- The cash value of either ETI or RPU (within 30 days after a policy anniversary), will not be less than the cash value on that anniversary.

Extended Term Insurance (ETI)

- Available on Standard only.
- While ETI is in force, ETI will continue to have a cash value while the insured is alive until the ETI period ends.
- ETI is ineligible for dividends and the owner cannot borrow against the cash value of the ETI.

Reduced Paid-Up (RPU)

- Available on both Standard and Special.
- RPU will continue to have a cash value and will be eligible for dividends.
- The RPU cash value will be the net single premium for the amount of RPU insurance provided.
- The owner may borrow against the cash value of the RPU insurance.

Automatic Premium Loan (APL) Option

This nonforfeiture provision allows Baltimore Life to automatically pay an overdue premium for a policyowner by making a loan against the policy's cash value as long as the cash value equals or exceeds the amount of the premium due. *Note: This provision must be checked "yes" on the application, or it will not apply.*

Loan Interest Rate (Automatic Premium Loan (APL) and Policy Loan)

- Not to exceed 8%

Issue Ages/Effective Dates/Special Considerations

- The applicant's age at his or her last birthday is the basis for the premium.
- Age is determined based on the date of issue.
- The date of underwriting approval shall be the date the policy goes into effect based on the draft date, unless otherwise requested.
- To save age, you may request an effective date up to 30 days prior to the date of application. You may not back date to be eligible for the policy. *Use a paper application only for this request.*
- Policies may be dated up to 30 days in the future. Make this request on the Comments portion of the application. *Use a paper application only for this request.*
- Silver Guard policies are underwritten using non-tobacco/tobacco guidelines. To qualify for non-tobacco rates, there must be no tobacco or nicotine use for one year.

Administrative Forms

The following forms are necessary if your client applies for Silver Guard. Please note there are state specific variations of many of these forms. Please verify state

availability of the product and rider and verify if the state in which you are selling requires a state specific form.

Required Forms

- Application, Form ICC17-8684; Silver Guard must use Option C health questions
- Authorization of Release of Health-Related Information (HIPAA), Form 8771
- Terminal Illness Accelerated Death Benefit Disclosure, Form 8872
- Pennsylvania Disclosure, Form 1589 *(This form can be generated on our agent website within the Application Forms Package section, as well as in the section labeled "Forms and Applications Viewing/Ordering", under Whole Life and then click on the tab Silver Guard.) When completing an application using INSPEED NOW, a paper version of this form must be completed and submitted with the application to New Business.*
- Maine Plan Cost Index, Form 7059
- Maine Preliminary Statement of Policy Cost, Form

7060(ME) *(This form can be generated on our agent website within the application and forms package section, as well as in the section labeled "Forms and Applications Viewing/Ordering", under Senior Life and then click on the Silver Guard tab.) When completing an application using INSPEED NOW, a paper version of this form must be completed and submitted with the application to New Business.*

Additional Forms

- Other state forms may be required, such as state specific replacement forms or the NAIC replacement form (Form 7296-1201-NAIC), if applicable.

Submission Procedures for Paper Applications

Once the appointment is finished and the decision has been given, please submit your completed application and all required forms through securesubmit.baltlife.com.

To log in, use the same credentials you use to access Baltimore Life's secure agent website.

Underwriting

This section provides guidance on how to submit business using our simplified underwriting application and process. This product is designed to be underwritten on a simplified underwriting basis, Standard through Table 8. Risks will be accepted under two underwriting classes:

- Standard (Standard through 4), and
- Special (Tables 5-8).

Simplified Underwriting screening will include:

- The applicant's height and weight.
- Application medical questions.
- Pharmacy records database and Medical Information Bureau (MIB).
- Other than as stated above, there are no paramedical exams, attending physician statements (APS), nor blood or urine samples.

INSpeed NOW Application Procedures and Options

Pre-Application Process

The Pre-App process is a very useful tool to get an early indication of whether the insured may qualify for life insurance and is eligible to apply. This process can be completed in 3-5 minutes on the agent's mobile device or 10 minutes with a call to our INSpeed® NOW call center.

- The proposed insured will be asked for:
 - Personal information,
 - Height and weight, and
 - Signature for disclosures to authorize pharmacy database and MIB checks.
- The proposed insured's identity will also be verified.
- Color indicators (green, yellow, orange, red) are provided when complete, along with a brief explanation and how to proceed.

By Mobile Device

To access Pre-App on a mobile device:

- Enter the INSpeed NOW agent portal
- Go to INSpeedNow.baltlife.com

By INSpeed® NOW Call Center

- **Call (855) 467-7669**
- **Press 1 to complete a Pre-Application**
- Hours are Eastern Time:
 - Monday through Thursday 10 a.m. – 9 p.m.
 - Friday 9 a.m. – 6 p.m.

eApplication Jet Issue Process

The eApp process allows you to write an application on your own mobile or desktop device.

To access eApp on a mobile device:

- Enter the INSpeed NOW agent portal
- Go to INSpeedNow.baltlife.com

Below are tips to help ensure a smooth eapplication:

- You must first complete a Pre-app to be able to complete an eApp.
- eApps can be completed on any device assuming you are connected to the internet, however, desktops, laptops and tablets are preferred over a smartphone.
- Make sure you select the correct Contract State in the Pre-app. You cannot change the contract state in the eApp.
- The applicant can sign the disclosures using one of three methods:
 - DocuSign email – As the ideal method, please consider this method first
 - DocuSign text – Consider the email method second only due to text messages delays or service issues
 - Sign on the agent's device
 - » A Multi-Factor Authorization (MFA) process is needed to verify the applicant's identity. MFA questions will appear on the agent device. For example, a past phone number belonging to the client will be shown among a number of phone number options.
 - » If using the agent device and the MFA questions cannot answered correctly, you will be able to pivot to email or text DocuSign.

Call Center Jet Issue Process

The Jet-App process allows application using our INSpeed Now Call center.

- When a Pre-App is completed, the data pre-fills the Jet-App and the call representative will verify any pre-filled fields for recording purposes; we recommend using the pre-app process.
- **Call (855) 467-7669**
- **Press 2 to complete a Full Application**
- Hours are Eastern Time:
 - Monday through Thursday 10 a.m. – 9 p.m.
 - Friday 9 a.m. – 6 p.m.
- The applicant, owner, and premium payor must be present for the INSpeed NOW application to provide their electronic signature using voice recording.
- In almost all cases, medical underwriting (including physicals, or physician's statements) will not be used with these policies.
- Pre-Qualification of the Applicant is necessary for a smooth transaction.
- As the agent, be prepared – have all necessary information gathered prior to contacting the call center such as social security numbers, beneficiary

information, as you will be providing this information. The call center will ask your client the APL question, all health questions, and bank information. *Credit card information cannot be taken using the INSpeed NOW Underwriting process.*

- You will be given the option to have the policy mailed to the policy owner as part of a question in the Agent Statement section of the application.

Pre-qualifying an Application for the INSpeed NOW Process

It's imperative that the agent pre-qualifies the applicant before contacting the INSpeed NOW call center. Pre-qualification includes ensuring the sale is complete, the applicant can qualify for Silver Guard based upon the medical questions contained in Option C Questions of paper application Form ICC17-8684 or its state specific version and all necessary information is gathered beforehand that is required to underwrite and issue the application. The following information will be needed for the call center representative (CCR) and should be obtained before contacting the call center.

1. **Agent Identification Number.** The agent ID number will be validated against the state where the application is being taken. This number must be nine digits and begin with 015 for Independent Sales agents and 016 for Career Agency Sales Group agents. For example, 015456789.
2. **Owner and Payor, if other than the insured, must be present:** If there is going to be an owner or payor other than the insured, the owner and/or payor will also need to participate in the application process with the call center specifically to capture the electronic voice recording signatures on the application. The agent will only provide the CCR with the owner and/or payor general information as applicable.
3. **Plan applied for, face amount, date of birth, gender, premium mode, and method of initial premium.** The CCR will verify a premium quote to the agent based on the information provided for verification purposes. When using INSpeed NOW to enroll Silver Guard applications the applicant can select from the following premium EFT modes: monthly, semi-annual, and annual. The initial and future premiums will be paid using EFT.
4. **Pennsylvania and Maine State Disclosure Statements:** In Pennsylvania only, state disclosure Form 1589 is required. In Maine only, Statement of Policy Cost, Form 7060, is required. As applicable to PA or ME, a paper copy of these forms must be reviewed and signed by the client prior to calling the call center. The client should retain a copy. The CCR will verify with the agent and client if this form was completed. The agent must submit the completed form via securesubmit.baltlife.com.

6. **Client data provided by the agent:** The agent will provide the CCR with additional application data on the applicant including; name, mailing address, phone number(s), date of birth, state or county of birth, social security number, height and weight, occupation, e-mail address (required for disclosures), primary and secondary beneficiaries and their relationship to the insured.

7. **Data provided by the applicant:** The applicant will be required to provide the CCR with answers to the following application questions; Automatic Premium Loan option, medical questions, and the replacement section (including completion of the NAIC Disclosure Statement, Form 7296 NAIC, if required), bank information that includes bank name, address, routing number, and draft day.

INSpeed NOW allows a high percentage of applications to be instantly approved for issue. Once approved, a policy number will be assigned and communicated to the agent and client by the call center representative. An initial EFT premium is required to place the coverage in-force at point-of-sale and will be processed the next business day. If the initial EFT premium is requested on a future date, the coverage will go in force on that date.

In the event an application cannot be given a final decision at point-of-sale, a notice will be provided to the agent and client that further underwriting review is required. A policy number is still assigned at the call center and communicated to the agent. The electronic application is automatically forwarded to an underwriter for review and follow up within 48 business hours. An initial premium will still be required when an application is sent for underwriting review if the client has chosen an immediate draft.

The call center may also provide the underwriting decision that we are unable to offer coverage at this time. The call center will not be able to provide specific detail as to why coverage cannot be offered.

Coaching the Applicant

It is acceptable to assist the applicant during the INSpeed NOW process. However, no agent is authorized to coach an applicant regarding the health, replacement or the tax withholding questions.

Electronic Signature and Recording of All Calls

INSpeed NOW can use an electronic signature to complete the application process and provide the necessary authorization allowing Baltimore Life to underwrite and issue a policy. The entire process will be recorded by the call center for quality and authentication purposes.

At the onset of the call, both the agent and the client are made aware that the call is being recorded and that the

client's expressed consent must be obtained in order to proceed with the call. The client will be asked at the end of the application process for their verbal consent related to all final disclosure questions. This verbal consent will serve as the client's electronic signature. This same process would be used with an owner or payor (if other than the insured). If the client (or the owner and payor if other than the insured) decides that they are not comfortable with the call being recorded or with their signature being accepted electronically by voice recording, *INSpeed NOW* should not be used. If the client changes their mind during the beginning of the call, the enrollment process will be discontinued by the call center. At that point, the agent will be required to submit a traditional paper application.

Policy Issue and Delivery

When an application is approved and placed in force utilizing *INSpeed NOW*, the policy will be issued and mailed to the agent within 48 hours. If so desired, the policy can be mailed directly to the policyowner. If there are any outstanding requirements, the issue process will be delayed until they are received in the home office.

Other requirements for submission

If there is a replacement of an existing in force policy issued by Baltimore Life or any other company in the states of Arkansas, Florida, or Pennsylvania, the agent and client must complete a paper version of the applicable state replacement form and submit it with the application through securesubmit.baltlife.com. To log in, use the same credentials you use to access Baltimore Life's secure agent portal.

Complete Paper Application Procedures

Reasons to complete a paper application

- If the sale occurs outside of the call center hours of operation or if the call center is temporarily unavailable due to technical difficulties.
- If the client will not agree to a voice recording as an electronic signature or agree to the call being recorded.
- If a client wants to back date the policy-issue date to conserve their age.
- If the client wants to receive a premium notice on a quarterly, semi-annual, or annual basis.

Once the application is completed, please submit completed applications and non-medical outstanding requirements, including the delivery receipt, through securesubmit.baltlife.com.

- For all paper applications, select "New Applications" from the drop-down menu.
- To log in for secure file uploads, use the same credentials you use to access Baltimore Life's secure agent portal.
- Medical questions are based on age and face amount.

If you have any questions or need further clarification on our underwriting procedures, please contact any of the following underwriters at underwriting@baltlife.com or (800) 628-5433:

- Rita Norman, extension 7666
- Mary Beth Robinson, extension 6624

Silver Guard Level Death Benefit

Annual Premiums per \$1,000 (Add \$60 Policy Fee)

Standard

Issue Age	Male			Female		
	Non-Tobacco	Tobacco	ADB	Non-Tobacco	Tobacco	ADB
50	32.70	41.50	1.23	29.10	38.60	1.23
51	34.22	44.02	1.25	30.22	40.46	1.25
52	35.74	46.54	1.28	31.34	42.32	1.28
53	37.26	49.06	1.30	32.46	44.18	1.30
54	38.78	51.58	1.33	33.58	46.04	1.33
55	40.30	54.10	1.35	34.70	47.90	1.35
56	42.54	57.38	1.38	36.36	50.14	1.38
57	44.78	60.66	1.41	38.02	52.38	1.41
58	47.02	63.94	1.44	39.68	54.62	1.44
59	49.26	67.22	1.47	41.34	56.86	1.47
60	51.50	70.50	1.50	43.00	59.10	1.50
61	54.12	74.66	1.53	45.10	61.76	1.53
62	56.74	78.82	1.56	47.20	64.42	1.56
63	59.36	82.98	1.59	49.30	67.08	1.59
64	61.98	87.14	1.62	51.40	69.74	1.62
65	64.60	91.30	1.65	53.50	72.40	1.65
66	69.12	97.60	—	56.36	75.64	—
67	73.64	103.90	—	59.22	78.88	—
68	78.16	110.20	—	62.08	82.12	—
69	82.68	116.50	—	64.94	85.36	—
70	87.20	122.80	—	67.80	88.60	—
71	94.42	133.50	—	73.32	94.78	—
72	101.64	144.20	—	78.84	100.96	—
73	108.86	154.90	—	84.36	107.14	—
74	116.08	165.60	—	89.88	113.32	—
75	123.30	176.30	—	95.40	119.50	—
76	132.68	187.74	—	102.28	127.70	—
77	142.06	199.18	—	109.16	135.90	—
78	151.44	210.62	—	116.04	144.10	—
79	160.82	222.06	—	122.92	152.30	—
80	170.20	233.50	—	129.80	160.50	—

Factors for calculating other modal premiums are: SA — .53; Q — .27; EFT — .09. To calculate the modal premium, begin with the annual per-unit charge for the base policy, add the annual per-unit charge for the ADB rider (if the rider is available and elected), multiply by the number of \$1,000's of face amount, add the annual policy fee, multiply by the modal premium factor for the mode selected, and round to the nearest cent. Premiums other than annual will result in a higher total annual premium.

Silver Guard Level Death Benefit

Annual Premiums per \$1,000 (Add \$60 Policy Fee)

Special

Issue Age	Male		Female	
	Non-Tobacco	Tobacco	Non-Tobacco	Tobacco
50	41.50	57.50	37.80	53.10
51	44.06	62.18	39.84	57.00
52	46.62	66.86	41.88	60.90
53	49.18	71.54	43.92	64.80
54	51.74	76.22	45.96	68.70
55	54.30	80.90	48.00	72.60
56	57.66	86.70	50.64	76.54
57	61.02	92.50	53.28	80.48
58	64.38	98.30	55.92	84.42
59	67.74	104.10	58.56	88.36
60	71.10	109.90	61.20	92.30
61	74.58	117.64	64.76	97.48
62	78.06	125.38	68.32	102.66
63	81.54	133.12	71.88	107.84
64	85.02	140.86	75.44	113.02
65	88.50	148.60	79.00	118.20
66	96.50	165.46	82.92	123.80
67	104.50	182.32	86.84	129.40
68	112.50	199.18	90.76	135.00
69	120.50	216.04	94.68	140.60
70	128.50	232.90	98.60	146.20
71	143.86	274.16	106.62	156.80
72	159.22	315.42	114.64	167.40
73	174.58	356.68	122.66	178.00
74	189.94	397.94	130.68	188.60
75	205.30	439.20	138.70	199.20
76	227.44	487.76	158.76	232.16
77	249.58	536.32	178.82	265.12
78	271.72	584.88	198.88	298.08
79	293.86	633.44	218.94	331.04
80	316.00	682.00	239.00	364.00

Factors for calculating other modal premiums are: SA — .53; Q — .27; EFT — .09. To calculate the modal premium, begin with the annual per-unit charge for the base policy, add the annual per-unit charge for the ADB rider (if the rider is available and elected), multiply by the number of \$1,000's of face amount, add the annual policy fee, multiply by the modal premium factor for the mode selected, and round to the nearest cent. Premiums other than annual will result in a higher total annual premium.

Silver Guard Cash Values

Per \$1,000 Face Amount

Issue Age	Male				Female			
	5 Year	10 Year	20 Year	Age 65	5 Year	10 Year	20 Year	Age 65
50	52.79	149.07	365.57	253.95	49.13	138.72	343.15	237.52
51	55.53	155.45	378.24	241.36	51.55	144.57	354.91	225.53
52	58.35	161.96	391.09	227.95	54.05	150.59	366.94	212.81
53	61.23	168.57	404.05	213.65	56.64	156.79	379.27	199.30
54	64.17	175.29	417.07	198.40	59.32	163.15	391.92	184.95
55	67.14	182.12	430.14	182.12	62.08	169.68	404.87	169.68
56	70.15	189.11	443.29	164.73	64.92	176.36	418.11	153.42
57	73.17	196.32	456.58	146.15	67.82	183.20	431.63	136.09
58	76.20	203.78	470.06	126.28	70.76	190.20	445.40	117.61
59	79.22	211.54	483.78	105.03	73.76	197.36	459.44	97.89
60	82.29	219.59	497.72	82.29	76.81	204.71	473.72	76.81
61	85.44	227.91	511.85	57.94	79.91	212.26	488.16	54.28
62	88.74	236.44	526.18	31.86	83.06	220.07	502.64	30.17
63	92.27	245.10	540.58	3.92	86.27	228.17	517.13	4.38
64	96.07	253.86	554.82	—	89.57	236.58	531.53	—
65	100.09	262.67	568.71	—	92.95	245.32	545.72	—
66	105.14	272.27	582.45	—	96.44	254.39	559.56	—
67	111.81	283.27	596.09	—	100.08	263.78	572.98	—
68	118.47	294.50	608.67	—	104.61	274.06	586.33	—
69	125.04	306.00	620.07	—	111.17	286.11	600.11	—
70	131.50	317.78	630.30	—	118.07	298.55	613.58	—
71	137.97	329.83	639.58	—	125.30	311.25	626.98	—
72	144.63	342.24	648.38	—	132.82	324.05	640.70	—
73	151.68	354.91	657.49	—	140.60	336.85	655.23	—
74	159.24	367.56	668.19	—	148.64	349.54	671.65	—
75	167.35	379.97	682.74	—	156.92	361.94	691.60	—
76	175.92	391.81	703.72	—	165.34	373.84	716.96	—
77	184.88	402.64	734.74	—	173.75	385.18	750.91	—
78	193.94	412.03	783.14	—	182.07	395.98	799.77	—
79	202.64	419.70	862.65	—	190.14	406.23	875.31	—
80	210.68	425.59	1000.00	—	197.77	416.06	1000.00	—