

# EXPANDED NONMEDICAL

## UNDERWRITING GUIDELINES FAQ

Effective April 24, 2021, Transamerica is retiring COVID-19 Underwriting Guidelines and launching new, expanded nonmedical guidelines for *Trendsetter® LB*, *Trendsetter® Super Series*, and *Transamerica Financial Foundation IUL® (FFIUL)*. You can get more details in the [Transamerica Underwriting Guide](#) or the frequently asked questions below.

### Products and Eligibility: Trendsetter LB, Trendsetter Super, and FFIUL

- Trendsetter Super and FFIUL
  - Ages 18–45 and \$100,000–\$2 million face amount, all rate classes available
  - Ages 46–55 and \$100,000–\$1 million face amount, all rate classes available
- Trendsetter LB
  - Ages 18–45 and \$250,000–\$2 million face amount, all rate classes available
  - Ages 46–55 and \$250,000–\$2 million face amount, all rate classes available
- Includes additional insureds at the above ages and face amounts
- Individual Taxpayer Identification Number (ITIN) holders are eligible if they have electronic medical information (fast data) available. If no fast data hit is available, the underwriter will order a paramed exam and labs. ITIN holder face amounts are unchanged with the expansion of nonmedical limits.

### Individuals not eligible for Part 2:

- Non-U.S. Residents: The administrative system will generate nonmedical requirements at the specified age and amounts; however, Underwriting reserves the right to order paramed exams and labs.
  - **Note:** Agents can choose to order from an approved vendor for exam and labs only for an individual that does not reside in the U.S.
- New York is in scope on the current FFIUL product version **only**. For Guam and the Virgin Islands, Underwriting will order paramed exams and labs if there is no Milliman footprint.

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### Q. Is this available for ITIN holders or Foreign Nationals?

A. ITIN holders are eligible if they have an electronic prescription and medical database check. If not, the Home Office will order a paramed exam and labs. Foreign Nationals are eligible if they reside in the U.S., have an electronic prescription, and medical database check.

### Q. What rate classes are available?

A. All rate classes are available for consideration, though face limitations may apply.

### Q. Are all rate classes available on Trendsetter Super or FFIUL under 100k?

A. No, standard is the best rate class available on amounts under \$100k. Keep in mind, all rate classes are available at amounts of \$100k and up.

**Q. Are all rate classes available on Trendsetter LB under 250k?**

**A.** No, not all are available. Standard is the best rate class available through \$99,999, and preferred nonsmoker is the best class available for amounts \$100,000–\$249,999. Keep in mind, all rate classes are available at amounts of \$250k and up.

**Q. What are the expanded nonmedical limits?**

**A.** The expanded nonmedical limits are:

- Trendsetter Super and FFIUL
  - Ages 18–45 and \$100,000–\$2 million face amount, all rate classes available
  - Ages 46–55 and \$100,000–\$1 million face amount, all rate classes available
- Trendsetter LB
  - Ages 18–45 and \$250,000–\$2 million face amount, all rate classes available
  - Ages 46–55 and \$250,000–\$2 million face amount, all rate classes available
- Additional requirements may be requested at the underwriter’s discretion.

**Q. Do these limits apply to both paper and electronic applications?**

**A.** Yes, the expanded nonmedical limits apply for both paper and electronic applications if they meet the age, amount, and eligibility parameters.

**Q. Will all the current paper applications work?**

**A.** Yes, except for the Express Application for FFIUL.

**Q. What fast data will you source?**

**A.** We will use MIB, Rx, and medical data check, as well as an MVR at some age/face amount.

**Q. Can APPS complete the nonmed Part 2?**

**A.** No, the nonmedical Part 2 should be completed by the proposed insured with the agent.

**Q. I have an application pending but I’m still waiting on a decision; will it be eligible for Best Class?**

**A.** Yes, Best Class is available if they qualify.

**Note:** If you did not submit Part 2 nonmedical with the application, you’ll need to complete it with the client. If the Express Application was used for the FFIUL, long-form U327 will be required.

**Q. I have a paramed scheduled on a submitted application; should I cancel it?**

**A.** If any exam or labs were ordered and you want the expanded nonmedical limits, you will need to complete the following steps:

1. Contact the underwriter before canceling the exam/labs at least four business days before the paramed appointment to see if the individual will require either a paramed exam, labs, or vitals. This is to avoid canceling the exam only to realize Underwriting needs additional testing.
2. Confirm the pending exam/labs have been canceled.
3. Inform the underwriter the pending exam/labs have been canceled and that the application is being requested nonmedically.

**Q. Do I need to write anything on the application like I did for COVID-19 Nonmed Underwriting Guidelines?**

**A.** No, the expanded nonmedical limits are now our routine initial age and amount requirements.

**Q. Can I keep my current policy and increase my coverage?**

**A.** Increases are not allowed on Term policies. FFIUL can be considered for an increase in coverage with a 25% increase in both face amount and MNLP. This requires underwriting.

**Q. Can I increase the face amount of my pending applications?**

**A.** Yes, we will consider face amount increase requests. Please email your underwriter or call or email New Business to request the increased face amount.

**Q. Is an Attending Physicians Statement (APS) from a doctor required?**

**A.** APSs are ordered as needed at the underwriter's discretion.

**Q. Will these changes result in a faster underwriting decision?**

**A.** Applications that qualify for the expanded nonmedical limits will see reduced underwriting cycle times, if additional requirements are not needed. The application submission and policy issue time frames will be unchanged.

**Q. What will trigger a request for more underwriting?**

**A.** More underwriting may be required if the applicant has an impairment that affects mortality or if there's a hit on one of our fast data sources indicating a risk of increased mortality (or morbidity if applying for living benefit riders or long term care rider). The following are some conditions that may not be eligible for the Trendsetter LB product or the chronic and critical illness living benefit coverage on the FFIUL product. (This list is not all inclusive, and cases are reviewed individually to determine eligibility):

- Alcohol abuse or any drug abuse within three years
- Anemia
- Autoimmune disorders
- Cancer
- Coronary artery disease
- Diabetes
- Heart attack
- No fast data footprint (electronic medical records)

**Q. What percentage of clients do you think will go through nonmed?**

**A.** We anticipate about 70% of submitted applications will go through nonmedically at the targeted age and face amounts. This is based on current underwriting experience and impairments listed above.

**Q. What is the normal turnaround timeline for the initial underwriting review?**

**A.** Underwriting has a two-day turnaround on initial reviews and additional requirements received on pending cases.

**Q. Will there be any changes to commissions or other non-underwriting issues?**

**A.** Commissions and chargebacks will be handled in the same manner as before the expanded nonmedical limits. If the policy advanced, there are coverage and rate class changes, and the premium is adjusted, there will be an adjustment in commissions.

**Q. If the policy is approved for a rate other than what was applied for, is acceptance of the new rate class needed?**

**A.** Yes, we will need acceptance from the agent or policy owner to issue the policy.

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