



## Accelerated Underwriting Best Practices

### Accelerated Underwriting Speeds Up Your Business

Accelerated underwriting is an expedited process that eliminates invasive medical requirements for applicants who meet certain qualifications. The process is simple and more convenient for the client, and it helps you move business quickly.

While not every client will qualify, here are some guidelines to help you identify good candidates for accelerated underwriting, as well as how the process works.

### Accelerated Underwriting Best Practices

- › Do not request a paramed exam! If you request a paramed, the case will automatically go to full underwriting.
- › Make sure your client can answer yes to the items on the checklist.
- › Let your client know they will receive a phone call to collect health information.

### Accelerated Underwriting Candidate Checklist

Can your client check all the boxes? If so, they are a candidate for accelerated underwriting.

- |  |  |
|--|--|
| <input type="checkbox"/> Between the ages of 20–55.  | <input type="checkbox"/> Strong finances.  |
| <input type="checkbox"/> Applying for Indexed Explorer <i>Plus</i> ® with a face amount between \$100,000 and \$1,000,000. | <input type="checkbox"/> Have not filed for bankruptcy in the past five years.         |
| <input type="checkbox"/> Within recommended weight limits.   | <input type="checkbox"/> Have a clear motor vehicle report.                            |
| <input type="checkbox"/> No major medical conditions.  | <input type="checkbox"/> Have not received a criminal conviction in the past 10 years. |

Instructions continued on reverse side >

## How Accelerated Underwriting Works

Accelerated underwriting uses basic client information to provide a score using predictive analytics and reach an underwriting decision in as little as three business days. If approved, an offer is made, otherwise full underwriting is required. There is no special process to request accelerated underwriting, it is automatic with qualified clients. [Here's how it works.](#)



1 Fill out IUL application and send to home office.



2 Do NOT request a paramed exam.



3 Home office receives application, may contact client to answer health questions (with on-demand translation services).



4 Information is processed through underwriting model (72 hours or less).



5 Application accepted either for Accelerated Underwriting or Full Underwriting.



6 Offer is made for those approved. Others undergo full underwriting process.

Applying this best practice and identifying those clients who are good candidates increases the chance that accelerated underwriting will help speed the submission-to-commission process for your business. With our new expanded guidelines, there has never been a better time to find out how accelerated underwriting can serve you and your clients.

**QUESTIONS?** Call our Sales Desk: **800.677.9696, Option 4**

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