

# Product & Service Notice



Date: May 20, 2021  
To: Ameritas Field Associates  
RE: Underwriting Guidance, COVID-19

Form Number: PS4253, PS4253AD REVISED  
Product Area: Life Insurance

## **Summary:**

Ameritas Life Insurance Corp. continues to evaluate and adjust our underwriting practices to support your business and navigate the risks associated with the ongoing COVID-19 pandemic. As a result of our evaluation, temporary guidelines originally announced on April 13, 2020 have been reviewed and updated on an ongoing basis. Please review the guidelines carefully to ensure you are familiar with the updates, including the most recent addition of 30 day parameters to the amendment regarding COVID exposure and diagnosis, and specific guidelines for the survivor product.

## **What to expect:**

The underwriting guidelines noted below were initiated on April 13, then updated as we carefully evaluated the risks as the pandemic continued. We will continue to apply these guidelines until further notice. For any case requiring a Good Health Statement and COVID-19 questions, policies will not be placed in force and commissions will not be released until we have received and reviewed these documents.

## **Temporary Underwriting Guidelines**

The guidelines below apply to all new and pending life insurance applications.

- A Good Health Statement will be required for: all applicants 61 and older; rated cases due to medical reasons; cases with an application or Part II or an exam 30 days since completion; over \$2,000,000 death benefit.
  - The Good Health Statement must be completed and returned prior to premium being applied to a case.
- COVID-19 questions will be added to an amendment (part II supplement) with the following confirmatory statements:
  - I have not exhibited signs of respiratory distress or fever, been self-isolating based on medical advice or known exposure to COVID-19 within the past 30 days.
  - I have not had a confirmed diagnosis of COVID-19 disease within the past 30 days.
  - The amendment must be completed and returned prior to premium being applied to a case.
- For clients 61 and older, we have implemented a 'hold period' prior to approval of the application. We will hold an application for at least 14 days from the original application signature date or the submission date, whichever is later.
- Applicants age 80 and older will be postponed until further notice pending pandemic developments.
- If high risk medical conditions are known at the initial review temporary insurance coverage will be declined.
- We have temporarily suspended the annual renewable term (ART) product until further notice.

Effective July 17, 2020, the temporary guidelines were expanded to include the following for our low-band product only:

- We are temporarily suspending sales of our low-band product over age 70.
- We are temporarily postponing those applicants who have two or more underlying medical conditions that may increase their risk for severe illness from COVID-19 including but not limited to the following:
  - Cancer history (excluding superficial skin cancers such as basal/squamous cell)
  - Chronic kidney disease
  - Coronary artery disease/cardiomyopathy
  - Hypertension requiring multiple medications to control
  - Morbid obesity (BMI greater than 35)
  - Respiratory diseases including COPD, chronic bronchitis, asthma
  - Type 2 diabetes mellitus

Beginning September 1, 2020, applications for individuals age 70+ assessed Sub-Standard (rated) and/or Rapid Standard for FLX products will be postponed.

#### **Survivor Product Specific Underwriting Guidelines (effective May 24, 2021)**

- We will not allow either life to be uninsurable at this time. **Both lives must be considered insurable.**
- Applicants must be Standard or better actual age or joint equal issue age between ages 70-79.
- We would not consider an offer if either applicant is actual age 80 and up or joint equal issue age is 80 and up.

Ameritas also offers other underwriting processes that can help you and your clients including non-med underwriting and accelerated underwriting. Please refer to the Accelerated Underwriting guide for more details.

We will continue to assess the COVID-19 pandemic and the impact to our business. These guidelines may be altered or eliminated as the pandemic situation evolves. In addition, having or not having the COVID-19 vaccine does not have any effect on the underwriting process or claims payment processes.

If you have questions, please call Sales Development today.

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