

Product & Service Notice



Date: September 23, 2022
To: Ameritas Field Associates
RE: Occupation Class Additions and Enhancements for Disability Income Insurance Products

Form Number: PS4379
Product Area: DI

Summary: Effective immediately, Ameritas is making changes to the Occupation Class Guide for our disability income products. Additions and enhancements are noted below.

Medical Occupation Classes

Palliative (Hospice) Care Physicians

Palliative care physicians are available with a 6M classification.

Pain Management

Pain management physicians are available with a 5M classification.

Therapists

The occupation class for physical, occupational and speech therapists is improved from 3M to 4M.

Non-Medical Occupation Classes

Sales

The experience and income requirements for sales managers and salesperson occupations are enhanced, including availability of a 6A occupation class as follows.

Sales managers with staff, minimum of three years in that position
Income greater than or equal to \$125,000 for at least two years, 6A
Income greater than or equal to \$75,000 for at least two years, 5A
Income greater than or equal to \$50,000 for at least two years, 4A
Others, 3A

Salesperson including manufacturer's representative (inside or outside), no manual or delivery duties, not listed elsewhere

Income greater than or equal to \$125,000 for at least two years, 6A
Income greater than or equal to \$75,000 for at least two years, 5A
Income greater than or equal to \$50,000 for at least two years, 4A
Others, 3A

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Office Workers

We've enhanced the experience and income requirements including availability of a 6A occupation class as follows.

Office managers, clerical, administrative assistant, legal assistant – office duties only:

Income greater than or equal to \$100,000 for at least two years, 6A

Income greater than and equal to \$60,000 for at least two years, 5A

Income greater than or equal to \$30,000 for at least two years, 4A

Paralegals

The occupation class is improved from 4A to 5A.

Finance

The experience and income requirements are revised for stocks, securities and financial occupations as follows.

Fund managers, portfolio managers, financial analysts, investment bankers (hedge funds, mutual funds, and others)

Income greater than or equal to \$150,000 for at least two years, 5A

Others, 4A

Brokers/Traders (bond, stock, commodity)

Income greater than or equal to \$150,000 for at least two years, 5A

Others, 4A

Venture capitalists

Income greater than or equal to \$150,000 for at least two years, 5A

Others, 4A

Private equity manager

Income greater than or equal to \$150,000 for at least two years, 5A

Others, 4A

Financial planner, financial advisor, investment advisor

Minimum five-year experience, income greater than or equal to \$75,000 prior two-years, 5A

Minimum three-year experience, income greater than or equal to \$30,000 prior two years, 4A

Transition Rules

Applications currently in underwriting may request the enhancements above, subject to the following:

- Receipt of written request.
- A revised proposal reflecting the change.
- Underwriting approval.

Policies issued on or after July 23, 2022, may be issued for the higher occupational class subject to the criteria listed below:

- A revised proposal reflecting the change must accompany the return of the original policy.
- The request, original policy and revised proposal must be received by your new business representative no later than 90 days from the original policy issue date.
- Premium differences will be refunded.
- For situations other than above, normal replacement rules will apply.
- All requests are subject to underwriting approval.

The agent guide, DI 1228 and associated marketing material will be updated to include these changes. The illustration software, Illustration Pro will be updated to include these changes on the next scheduled maintenance. In the interim, please prepare quotes using the occupation classes noted above for accurate premiums.

Please contact the Ameritas sales development team at 800-319-6903 for questions regarding this notice.

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