

# Lab Lift

## Exam substitution program



With Lab Lift from Legal & General America, the best of both worlds is available to your eligible clients.

Electronic health records (EHRs) or an attending physician statement (APS) will be used as a substitute for a paramedical exam and fluids – by pulling medical data and lab results from recent physician visits.



### Eligibility requirements for Lab Lift



Physical within the last 18 months that includes complete blood work.



Ages 20-50, applying for up to \$4 million in coverage.



Ages 51-60, applying for up to \$2 million in coverage.

### Expect speed and inclusivity

The Lab Lift program includes process automation to speed up cases and cover more people. These below examples are real-life case studies with eligible applicants where exams and labs were replaced with either an EHR or APS.

### No additional work or information required.

Eligibility for Lab Lift is determined by date of last physician visit and blood work. If not qualified, a paramed exam will be ordered.

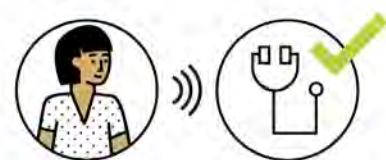


#### Case 1: John

- 60-year-old male
- Applying for \$250,000
- History of sleep apnea and high blood pressure

#### Underwriting outcome:

- Approved in 16 days without exam or labs
- Table 2



#### Case 2: Samantha

- 40-year-old female
- Applying for \$1.5 million
- History of hypertension and gestational diabetes

#### Underwriting outcome:

- Approved in 20 days without exam or labs
- Table 2

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### Frequently asked questions

#### How do I submit the Lab Lift case?

Simply drop a ticket. Nearly all cases can be completed on a digital application, with a few exceptions at this time. If you need further assistance, reach out to our Sales Team.

#### What happens if my applicant does not meet the qualifications for Lab Lift?

The application will proceed through traditional underwriting and a paramed will be ordered.

#### What factors might result in my client not qualifying?

- The applicant is older than age 60
- The applicant is applying for more than the eligible amount for their age range, including any existing coverage with Banner Life or William Penn that is not being replaced (eligibility includes up to \$2 million for those aged 51-60; up to \$4 million for those aged 20-50)
- The applicant has not been to see a medical professional and had a comprehensive blood panel done in the last 18 months
- The applicant does not have 2 years of established medical history for an underwriter to review.

#### Are there any rate classes that do not qualify for Lab Lift?

No, all rate classes including table-rated cases can be underwritten using Lab Lift.

#### Will Lab Lift underwriting work on replacement business?

Yes, replacement business may qualify for Lab Lift if eligible.

#### My agents currently don't complete a Part 2. What are the options for those agents?

ExamOne will be the Part 2 completion vendor for Lab Lift cases. Agencies should contact our Sales Team if they need assistance with initial setup.

#### How do I follow the status of my client's qualification status for Lab Lift underwriting?

Same as today. Case status will be available through Partner Dashboard and other agency management vendors. In the Underwriting Case Notes section you will see a hold for a paramed exam.



**Give your clients an exam-free experience with great term pricing and coverage options.**

The digital application is available for Banner Life business only at this time and is not available in New York. Lab Lift available for all OPTerm series options. For the digital application, Lab Lift is not available in New York. Clients who do not fit all accelerated underwriting or Lab Lift requirements may need to submit additional information like a paramedical exam or other labs or medical records. Legal & General America life insurance products are underwritten and issued by Banner Life Insurance Company, Urbana, MD, and William Penn Life Insurance Company of New York, Valley Stream, NY. Banner products are distributed in 49 states and in DC. William Penn products are available exclusively in New York; Banner Life is not authorized as an insurer and does not do business in New York. Clients who do not fit all accelerated or Lab Lift underwriting eligibility requirements may need to submit additional information like a paramedical exam or other labs or medical records. The Legal & General America companies are part of the worldwide Legal & General Group. For broker use only. Not for public distribution. CN12122023-5 (12.12.2023)