


LIFE
INSURANCE



FULLY UNDERWRITTEN LIFE INSURANCE UNDERWRITING GUIDE

Term and Permanent Products

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619000



Underwritten by
United of Omaha Life Insurance Company
A Mutual of Omaha Company

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Our Life Underwriting Philosophy

Mutual of Omaha appreciates your business and is committed to providing you with the tools that improve the underwriting process. We look at the total picture of the applicants and evaluate each application based on several criteria. You will find that in this easy-to-use reference guide, we have included valuable information including our requirements grid, build chart and much more.

We provide you with some of the most experienced and knowledgeable underwriting teams in the industry. Our teams review each case carefully to give your clients the best offer and look to see if any of our Fit underwriting credits apply. We also offer pre-quotes to give you an idea of our position on certain cases. Our team is here to help you place business. Give us a call with any questions you may have at 1-800-775-7896 or contact your underwriting team.

Important Note Regarding Underwriting for the LTC Rider

When submitting a life insurance application that includes a Long-Term Care (LTC) Rider, the rider will be underwritten separate from the base life insurance policy. The underwriter who will review the LTC Rider will be the same underwriter that is reviewing the base life insurance policy. For complete underwriting guidelines on the LTC Rider, please refer to the separate LTC Rider Information and Underwriting Guide.

Submitting Applications

All applications and required forms should be submitted to:

Mutual of Omaha
3300 Mutual of Omaha Plaza
Omaha, NE 68175

Fax: (402) 997-1804

All applications received that are in the process of being underwritten will be reported on your pending status report found on Sales Professional Access.

How to Contact Us

Underwriting Support: 1-800-775-7896

iGo eApp Support: 1-800-641-6557

Sales Support: 1-800-693-6083

Underwriting Strengths

Medical

Tobacco

- Occasional cigar users (two per month or less) can qualify for Preferred Plus, Preferred and Standard Plus nontobacco rates if there is a negative urinalysis test
- Clients who occasionally use marijuana may qualify for Preferred or Standard Plus nontobacco rates
- We offer a Preferred tobacco class

Family History

- Family history qualifications do not apply if the proposed insured is 60 or older for Preferred Plus, Preferred and Standard Plus classes
- Family history qualifications do not apply to gender specific cancers for opposite sex persons
- Family history qualifications apply only to deaths rather than disease
- Family history of deaths due to diabetes can qualify for Preferred Plus, Preferred and Standard Plus

Health Conditions

- Mild asthma may be eligible for Preferred
- Mild sleep apnea may be eligible for Preferred with verified c-PAP usage
- Treatment for cholesterol or hypertension does not exclude a proposed insured from our Preferred Plus, Preferred or Standard Plus classes
- We offer unisex build charts
- The max cholesterol level for Preferred classes is 300, with ratios as follows:
 - Preferred Plus < 5.0
 - Preferred NT < 6.0
 - Standard Plus < 7.0

Non-Medical

- Commercial pilots for regularly scheduled U.S. and Canadian passenger airlines can qualify for all Preferred classes and private pilots can qualify for Preferred Plus, Preferred or Standard Plus classes with an Aviation Exclusion Rider (AER)
- Private pilots meeting the following requirements may qualify for Preferred and Standard Plus risk classes:
 - Ages 30-70
 - A minimum of 1,000 total hours of piloting experience and flying between 50-250 hours annually
 - Must hold an IFR/ATP rating
 - No FAA violations within the past 5 years
 - Must be a Standard aviation risk
- All Preferred classes may be available for occasional scuba diving if the proposed insured is certified and dives less than 100 feet
- We offer an Age Last Birthday advantage

Fit Underwriting Credit Program

Up to 2 table credits are possible through age 75 and on face amounts up to \$5,000,000

Underwriting Build Chart

This build chart is not applicable to Juvenile risks. Please contact underwriting to discuss your juvenile build risks.

	Preferred Plus	Preferred	Standard Plus	Standard	+25 (Table 1)	+50 (Table 2)
Height	Weight					
4' 8"	125	144	153	158	170	184
4' 9"	131	150	160	165	176	189
4' 10"	135	155	165	170	182	194
4' 11"	141	160	170	176	187	199
5' 0"	146	166	177	184	193	205
5' 1"	152	173	185	191	199	211
5' 2"	158	179	190	197	205	215
5' 3"	164	184	195	203	213	220
5' 4"	169	189	200	209	221	225
5' 5"	174	194	205	215	226	231
5' 6"	180	200	210	222	232	239
5' 7"	185	205	215	228	239	245
5' 8"	189	209	220	235	246	251
5' 9"	195	215	225	242	254	258
5' 10"	200	221	232	250	262	266
5' 11"	206	227	237	258	269	274
6' 0"	211	232	244	265	275	281
6' 1"	217	239	252	271	282	289
6' 2"	222	244	257	279	289	296
6' 3"	228	250	262	285	296	303
6' 4"	233	255	268	292	301	311
6' 5"	239	261	274	298	307	319
6' 6"	246	268	280	307	313	328
6' 7"	252	274	286	313	320	336
6' 8"	258	280	294	320	327	345
6' 9"	264	287	302	326	335	352
6' 10"	270	294	310	334	343	359

Underwriting Build Chart (continued)

	+75 (Table 3)	+100 (Table 4)	+125 (Table 5)	+150 (Table 6)	+200 (Table 8)	+250 (Table 10)	+300 (Table 12)
Height	Weight						
4' 8"	190	197	204	212	221	230	240
4' 9"	195	202	209	216	225	234	244
4' 10"	201	208	214	222	231	240	249
4' 11"	207	214	220	228	237	245	254
5' 0"	213	220	226	235	244	253	262
5' 1"	218	226	233	242	250	259	269
5' 2"	223	232	239	248	257	266	277
5' 3"	228	238	246	255	264	275	284
5' 4"	235	245	252	261	270	281	292
5' 5"	242	251	259	268	277	286	299
5' 6"	248	258	268	276	285	293	308
5' 7"	254	265	275	284	293	303	316
5' 8"	262	274	283	291	300	312	324
5' 9"	270	282	291	299	309	319	331
5' 10"	278	289	300	307	316	327	340
5' 11"	287	298	307	315	325	339	349
6' 0"	292	305	315	322	333	348	356
6' 1"	300	313	322	330	340	355	365
6' 2"	308	321	331	339	349	366	374
6' 3"	317	329	339	348	358	376	383
6' 4"	325	338	348	357	367	385	394
6' 5"	334	347	357	366	376	393	402
6' 6"	345	358	366	375	385	405	413
6' 7"	354	367	375	384	394	413	422
6' 8"	363	376	385	395	405	422	431
6' 9"	372	385	395	406	415	435	444
6' 10"	382	395	407	418	427	444	462

Initial Underwriting Requirements

Age	Amount Being Underwritten: Effective 1-01-2023				
	\$25,000 - \$99,999	\$100,000 - \$249,999	\$250,000 - \$499,999	\$500,000 - \$750,000	\$750,001 - \$1,000,000
Under 18	Nonmedical, Rx	Nonmedical, Rx	Nonmedical*, Rx	N/A	N/A
18-30	Nonmedical, Rx	Paramed, Blood & HOS, MVR, Rx	Paramed, Blood & HOS, MVR, Rx	Paramed, Blood & HOS, MVR, Rx	Paramed, Blood & HOS, MVR, Rx
31-35	Nonmedical, Rx	Paramed, Blood & HOS, MVR, Rx	Paramed, Blood & HOS, MVR, Rx	Paramed, Blood & HOS, MVR, Rx	Paramed, Blood & HOS, MVR, Rx
36-45	Nonmedical, Rx	Paramed, Blood & HOS, MVR, Rx	Paramed, Blood & HOS, MVR, Rx	Paramed, Blood & HOS, MVR, Rx	Paramed, Blood & HOS, MVR, Rx
46-55	Nonmedical, Rx	Paramed, Blood & HOS, Rx	Paramed, Blood & HOS, Rx	Paramed, Blood & HOS, Rx	Paramed, Blood & HOS, Rx
56-60	Nonmedical, Rx	Paramed, Blood & HOS, Rx	Paramed, Blood & HOS, Rx	Paramed, Blood & HOS, Rx	Paramed, Blood & HOS, Rx
61-65	Nonmedical, Rx	Paramed, Blood & HOS, Rx	Paramed, Blood & HOS, Rx	Paramed, Blood & HOS, Rx	Paramed Blood & HOS BNP, Rx
66-70	Nonmedical, APS, Rx	Paramed, Blood & HOS, APS, Rx	Paramed, Blood & HOS, APS, Rx	Paramed & SA**, Blood & HOS, APS, Rx	Paramed & SA**, Blood & HOS, BNP, APS, Rx
71 and Over	Nonmedical, APS, Rx	Paramed, Blood & HOS, APS, Rx	Paramed, Blood & HOS, BNP, APS, Rx	Paramed & SA, Blood & HOS, BNP, APS, MVR, Rx	Paramed & SA, Blood & HOS, BNP, APS, MVR, Rx

Key

APS	Attending Physician's Statement	PFS	Personal Financial Supplement (Form L4844)
Blood & HOS	Blood & Urine Collection	Rx	Pharmaceutical Check
BNP	NT-Pro BNP (Part of the blood profile)	SA	Senior Assessment (Completed as a part of a paramedical exam)
EIR	Electronic Inspection Report (Ordered by Home Office)	TT	Tax Transcripts (4506-C) and Authorization for Release Form (462441)
EKG	Electrocardiogram	*	APS required on juveniles over \$250,000
IR	Inspection Report	**	Senior Assessment is only required for this age and amount when applying for LTC Rider.
MVR	Motor Vehicle Report (Ordered by Home Office)		
Nonmedical	A Fully Completed Application		
Paramed	Long Form Exam (Form MLU21727)		

Initial Underwriting Requirements (continued)

Age	Amount Being Underwritten: Effective 1-01-2023			
	\$1,000,001 - \$2,000,000	\$2,000,001 - \$5,000,000	\$5,000,001 - \$10,000,000	Over \$10,000,000
Under 18	N/A	N/A	N/A	N/A
18-30	Paramed, Blood & HOS, MVR, Rx	Paramed, Blood & HOS, EIR, MVR, PFS, Rx	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx
31-35	Paramed, Blood & HOS, MVR, Rx	Paramed, Blood & HOS, EIR, MVR, PFS, Rx	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx
36-45	Paramed, Blood & HOS, MVR, Rx	Paramed, Blood & HOS, EIR, MVR, PFS, Rx	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx
46-55	Paramed, Blood & HOS, EIR, MVR, Rx	Paramed, Blood & HOS, APS (>Age 50), EIR, MVR, PFS, Rx	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx
56-60	Paramed, Blood & HOS, EIR, MVR, Rx	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx
61-65	Paramed, Blood & HOS, EIR, MVR, Rx, BNP	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx, BNP	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx, BNP, EKG	Paramed, Blood & HOS, APS, EIR, MVR, PFS, Rx, BNP, EKG
66-70	Paramed, Blood & HOS, APS, MVR, Rx, BNP	Paramed & SA, Blood & HOS, EIR, EKG, APS, MVR, PFS, Rx, BNP	Paramed & SA, Blood & HOS, EIR, EKG, APS, MVR, PFS, Rx, BNP	Paramed & SA, Blood & HOS, EIR, EKG, APS, MVR, PFS, Rx, BNP
71 and Over	Paramed, Blood & HOS, APS, MVR, Rx, BNP	Paramed & SA, Blood & HOS, EIR, EKG, APS, MVR, PFS, Rx, BNP	Paramed & SA, Blood & HOS, EIR, EKG, APS, MVR, PFS, Rx, BNP	Paramed & SA, Blood & HOS, EKG, APS, IR, MVR, PFS, Rx, BNP, TT

Key

APS	Attending Physician's Statement	PFS	Personal Financial Supplement (Form L4844)
Blood & HOS	Blood & Urine Collection	Rx	Pharmaceutical Check
BNP	NT-Pro BNP (Part of the blood profile)	SA	Senior Assessment (Completed as a part of a paramedical exam)
EIR	Electronic Inspection Report (Ordered by Home Office)	TT	Tax Transcripts (4506-C) and Authorization for Release Form (462441)
EKG	Electrocardiogram	*	APS required on juveniles over \$250,000
IR	Inspection Report	**	Senior Assessment is only required for this age and amount when applying for LTC Rider.
MVR	Motor Vehicle Report (Ordered by Home Office)		
Nonmedical	A Fully Completed Application		
Paramed	Long Form Exam (Form MLU21727)		

Paramedical Vendors

American Para Professional Systems (APPS): 1-800-635-1677

ExamOne: 1-877-933-9261

UNDERWRITING REQUIREMENTS ARE GOOD FOR UP TO ONE YEAR THROUGH AGE 70 WITH A FULLY COMPLETED APPLICATION PART 2 OR GOOD HEALTH STATEMENT. OVER AGE 70, UNDERWRITING REQUIREMENTS ARE GOOD FOR UP TO SIX MONTHS.

Note: Premium Finance cases will be assessed on case-by-case basis and additional requirements may be needed.

Underwriting Class Criteria

Non-Smoker/Non-Nicotine Qualifications

To qualify for non-nicotine rates, the proposed insured must not have used tobacco or nicotine products in any form (gum, patch, cigar, vaping, electronic cigarettes, hookah, etc.) within one year prior to the application. We allow up to 24 cigars per year to qualify for nontobacco rates with a negative urinalysis test. The best class for tobacco usage is Preferred Tobacco.

Preferred Plus Underwriting Criteria	
Nicotine: Tobacco	No nicotine x 36 months Occasional cigar, nontobacco available with negative HOS ¹
Family History	No death of a parent prior to age 60 due to Cancer or Heart Disease (Family history does not apply if age 60 and older, or for gender-specific cancers for opposite sex persons)
Blood Pressure	Treatment allowed with good control ≤ 140/85
Cholesterol	Cholesterol ratio ≤ 5.0 (average of 3 cholesterol readings over past 12 months, if available ²) Treatment allowed
Alcohol & Drug History	Allowed after 15 years
Medical History	No history of CAD, DM or Cancer (Basal Cell skin cancer and superficial squamous cell allowed)
Driving Record	No convictions for DWI, DUI or reckless driving within the last five (5) years and otherwise not rateable
Avocation/Occupation³	No participation in any hazardous occupation, avocation or sport in the last five (5) years
Aviation⁴	No flying as a private pilot or crewmember unless aviation exclusion
Criminal Record	No felony convictions in the past 10 years
Build	See Underwriting Build Chart
Profile & HOS	If all Preferred Plus criteria are met and the laboratory values do not warrant any debits, Preferred Plus is allowed

In addition to the criteria above, there must not be any other significant health problems. Final risk determination will be made by the United of Omaha Life Insurance Company home office underwriter.

¹An occasional celebratory cigar is no more than 24 cigars per year.

²Total cholesterol cannot exceed 300.

³Limited scuba diving as a part of vacation or other occasional occurrence is acceptable if depth of dive does not exceed 100 feet.

⁴Some types of commercial aviation may be acceptable based on manual guidelines.

Preferred Underwriting Criteria	
Nicotine: Tobacco	No nicotine x 24 months Occasional cigar, nontobacco available with negative HOS ¹
Family History	No death of a parent prior to age 60 due to Cancer or Heart Disease With good risk factors and negative cardiac work up appropriate for age group, one cardiac death allowed (Family history does not apply if age 60 and older, or for gender-specific cancers for opposite sex persons)
Blood Pressure	Treatment allowed with good control ≤ 145/90
Cholesterol	Cholesterol ratio ≤ 6.0 (average of 3 cholesterol readings over past 12 months, if available ²) Treatment allowed
Alcohol & Drug History³	Allowed after 10 years
Medical History	No history of CAD, DM or Cancer (Basal Cell skin cancer and superficial squamous cell allowed)
Driving Record	No convictions for DWI, DUI or reckless driving within the last five (5) years and otherwise not rateable
Avocation/Occupation⁴	No hazardous activities within the past 2 years
Aviation^{5,6}	No flying as a private pilot or crewmember unless aviation exclusion
Criminal Record	No felony convictions in the past 10 years
Build	See Underwriting Build Chart
Profile & HOS	If all Preferred criteria are met and the laboratory values do not warrant any debits, Preferred is allowed

In addition to the criteria above, there must not be any other significant health problems. Final risk determination will be made by the United of Omaha Life Insurance Company home office underwriter.

¹An occasional celebratory cigar is no more than 24 cigars per year.

²Total cholesterol cannot exceed 300.

³History of and current experimental, occasional, or intermittent marijuana use allowed for Preferred and Standard Plus for ages 18 and above. CBD oil use allowed if no debits for chronic pain.

⁴Limited scuba diving as a part of vacation or other occasional occurrence is acceptable if depth of dive does not exceed 100 feet.

⁵Some types of commercial aviation may be acceptable based on manual guidelines.

⁶Certain private pilots may qualify for Preferred and Standard Plus risk classes: Ages 30-70, minimum 1,000 total hours of piloting experience and flying between 50-250 hours annually, IFR/ATP rating, no FAA violations within the past 5 years and must be a Standard aviation risk.

Standard Plus Underwriting Criteria	
Nicotine: Tobacco	No nicotine x 12 months Occasional cigar, nontobacco available with negative HOS ¹
Family History	No death of a parent prior to age 60 due to Cancer or Heart Disease (Family history does not apply if age 60 and older, or for gender-specific cancers for opposite sex persons)
Blood Pressure	Treatment allowed with good control ≤ 150/90
Cholesterol	Cholesterol ratio ≤ 7.0 (average of 3 cholesterol readings over past 12 months, if available ²) Treatment allowed
Alcohol & Drug History³	Allowed after 5 years
Medical History	No history of CAD, DM or Cancer (Basal Cell skin cancer and superficial squamous cell allowed)
Driving Record	No convictions for DWI, DUI or reckless driving within the last five (5) years and otherwise not rateable
Avocation/Occupation⁴	Flat extras are allowed
Aviation^{5,6}	No flying as a private pilot or crewmember unless aviation exclusion (IFR private pilots allowed if standard)
Criminal Record	No felony convictions in the past 10 years
Build	See Underwriting Build Chart
Profile & HOS	If all Standard Plus criteria are met and the laboratory values do not warrant any debits, Standard Plus is allowed

In addition to the criteria above, there must not be any other significant health problems. Final risk determination will be made by the United of Omaha Life Insurance Company home office underwriter.

¹An occasional celebratory cigar is no more than 24 cigars per year.

²Total cholesterol cannot exceed 300.

³History of and current experimental, occasional, or intermittent marijuana use allowed for Preferred and Standard Plus for ages 18 and above. CBD oil use allowed if no debits for chronic pain.

⁴Limited scuba diving as a part of vacation or other occasional occurrence is acceptable if depth of dive does not exceed 100 feet.

⁵Some types of commercial aviation may be acceptable based on manual guidelines.

⁶Certain private pilots may qualify for Preferred and Standard Plus risk classes: Ages 30-70, minimum 1,000 total hours of piloting experience and flying between 50-250 hours annually, IFR/ATP rating, no FAA violations within the past 5 years and must be a Standard aviation risk.

Completing Fully Underwritten Applications

General Instructions

Please follow the instructions below when completing a fully underwritten application:

- Only one base policy can be applied for per application
- Select the product name on the application and write in the amount of insurance applied for
- Select risk/rate class applied for
- Children's Rider Supplement Application – complete if applying for the Children's Rider
- Juvenile Life Insurance Supplemental Application – complete if Proposed Insured or Other Proposed Insured is age 15 days-17 years
- Long-Term Care Rider Supplemental Application – complete if applying for the LTC Rider
- Complete the Monthly Bank Withdrawal Form if applicable
- Attach a cover letter or additional information, as needed
- All changes should be initialed by the Applicant/Owner
- Always submit the Producer Statement and always provide the client with MIB Group Inc. Pre-Notice, Notice of Information Practices, Investigative Consumer Reports Notice, Summary of Rights and Life Insurance Buyer's Guide
- Always obtain signed MIB and HIPAA authorizations
- If the face amount is \$100,000 and above, you will need a signed HIV consent form
- You will need a signed Accelerated Death Benefit Disclosure Form
- If face amount is \$1,000,000 and above, and the Proposed Insured is age 65 or over – you will need signed Statement of Policyowner Intent and, signed Premium Funding and Acknowledgement form
- **DO NOT** collect a check or electronic transaction authorization for initial premium if any of the 6 TIA questions are answered "yes." **DO NOT** complete the TIA if initial payment won't be collected until issue
- Have client sign state replacement forms (if applicable) and provide a copy to the client
- If a Financial Institution would receive compensation for a sale, the Financial Institution Consumer Disclosure must be signed by the client
- If the face amount is over \$5,000,000, an Authorization to Release form and an IRS 4506-C form will need to be filled out and signed by the client
- An illustration or Acknowledgment/Illustration Certification form must be submitted for Income Advantage IUL, Life Protection Advantage IUL and AccumUL Answers
- The illustration must match how the policy is issued. When changes are made after application submission, a newly signed illustration marked as revised will be required
- For additional information, please refer to the appropriate Application Submission Checklist
- The product and application used should be the one approved for the state where the application is being signed

Note: If an application is taken on a Kansas resident, the producer must be licensed and appointed in Kansas and in the state where the application is signed

Producer Report

The producer report will need to be completed and sent in with each application.

The product and application used should be the one approved for the state where the application is being signed.

Note: If an application is taken on a Kansas resident, the producer must be licensed and appointed in Kansas and in the state where the application is signed.

Reinsurance

Mutual of Omaha has very good relationships with the reinsurers and will work very hard to place your larger cases. Send us your large cases and we will work with the reinsurer to get your cases placed. However, we do require a signed application and it must be received in our home office before we can assess the case.

Life Insurance Submission Guidelines and Criteria

Temporary Life Insurance Agreement (TIA)

TIA Eligibility Requirements

- A check, credit card or Bank Service Plan (BSP) authorization for the full initial modal premium must be submitted with the application (**Note:** initial draft via the client’s bank account is available only for monthly premium mode)
- All six TIA eligibility questions must be answered “no.” If an eligibility question is answered “yes,” do not collect a check from the client. The TIA does not need to be submitted, but the electronic transaction authorization may still be submitted
- The maximum face amount eligible for coverage is \$1,000,000. TIAs are not allowed on any face amount over \$1,000,000*

No temporary insurance is provided if:

- A completed TIA is not submitted with the application
- A TIA eligibility question is answered “yes”

Temporary life insurance and any coverage provided hereunder will end on the earliest of the following dates:

- 90 days from the date of the TIA
- The date we deliver the policy applied for to the applicant/owner and all delivery requirements have been completed
- The date we mail a letter notifying that we: (a) are unable to approve the requested coverage at a standard risk class; or (b) have declined to issue the policy; or (c) will not provide temporary insurance coverage
- The date the applicant/owner withdraws the application for insurance

*Maximum benefit amount is \$1,000,000

Maximum Autobind and Retention Limits

Ratings & Flat Extras		Ages 0-80	Ages 81-85
Standard through Table 6 and Flat Extras through \$15/Thousand	Maximum Autobind	\$50,000,000	\$5,000,000 Standard Only
	Retention	\$5,000,000	\$500,000
Table 7+ and Flat Extras over \$15/Thousand	Maximum Autobind	\$25,000,000	Facultative Only
	Retention	\$2,500,000	N/A

Jumbo Limits

Up to Age	Total Amounts In Force and Applied for Including Any Replacements
80	\$65,000,000
81-85	\$25,000,000

Testing of Proposed Insured

Telephone Interview

Your client may be contacted for a confidential telephone interview to complete the application process. This call should last approximately 30 minutes. It is important to note that the telephone dialogue between your client and the phone representative will be recorded and relied upon as part of our risk analysis. As a result, it's important that your client be prepared to answer questions as accurately as possible.

Paramedical Appointment

A paramedical exam may be required depending on the face amount applied for and the age of your client. There is no cost to the client for this examination and it can take place in their home or place of employment. The exam includes:

- Height and weight
- Blood pressure and pulse
- Urine and blood samples may also be needed
- Depending on the client's age and amount of life insurance applied for, an electrocardiogram (EKG), as well as a Senior Assessment evaluation, may be required

Prior to the paramedical appointment have your client:

- Get a good night's sleep
- Avoid drinking alcoholic beverages for at least 8 hours
- Do not smoke or drink coffee for a least 1 hour before the appointment
- Drink a glass of water 2 hours prior
- Try not to eat any food 2 hours prior. If possible, fast for 12 hours
- Advise the paramedic of any medication(s) being taken
- Skip heavy exercise on the day of exam
- Wear comfortable, loose-fitting clothes

Approved Paramedical Companies

American Para Professional Systems (APPS): 1-800-635-1677

ExamOne: 1-877-933-9261

Attending Physician's Statement

The Attending Physician's Statement (APS) is a vital source of information on which to base underwriting decisions. You have the option to order an APS for your clients, we just ask that you notify us the APS has been ordered when you submit the application. If an APS has not been ordered, an underwriter will order the APS for you. If you do not notify us with the application that you have ordered the APS and we order a duplicate order, we will not reimburse you the cost. In addition, if Mutual of Omaha has ordered the APS, please do not send a duplicate request to the doctor or hospital as it will delay the process.

On average only 50% of fully underwritten life applicants require an APS.

Reimbursement for APSs

If you choose to order the APS on your client instead of Mutual of Omaha, we will reimburse you the usual and customary cost of the APS provided we have received the application to correspond with the APS order. If you order the APS and have submitted the application to multiple carriers, we ask that you only send in for reimbursement if you place the case with Mutual of Omaha.

APS Guidelines

An APS should be ordered for cause in all cases with significant medical history such as Cancer, CAD, Diabetes, other potentially ratable or uninsurable impairments or major medical testing as outlined below. The APS age and amount criteria is shown in our Underwriting Requirements chart.

The following exceptions can generally be made to the age and amount criteria if an exam was done as part of a:

- Work physical
- Routine GYN exam
- Aviation exam
- DOT exam, etc.
- Eye exam

If an APS is not available on someone over age 65, the application file will be reviewed on a case-by-case basis and coverage may be limited or unavailable.

An APS may not be needed for a health history of treated hypertension or treated cholesterol if the insured:

- Qualifies for a Preferred Plus through Standard risk class
- Is age 65 or younger
- Has a face amount \$2,000,000 or less
- Does not exceed \$2,000,000 in total coverage in force plus the amount being applied for

(APS Guidelines continued on next page)

Some of the more common impairments that always require an APS are listed below:

- Abnormal heart rhythm
- Alcohol or drug treatment history
- Amyotrophic Lateral Sclerosis (ALS, Lou Gehrig's Disease)
- Bipolar, schizophrenia, major depression
- Cardiomyopathy
- Cerebral Palsy
- Congestive heart failure (CHF)
- Crohn's disease/Ulcerative Colitis
- Coronary disease including heart attack or heart surgery
- COPD including Chronic Bronchitis or Emphysema Cystic Fibrosis
- Cancer
- Collagen Vascular disease including Lupus
- Diabetes
- Heart valve disease or surgery
- Hepatitis B or C
- Hodgkin's or Non-Hodgkin's Lymphoma
- Liver disease including Cirrhosis
- Mental incapacity
- Neurological disorders including Muscular Dystrophy, Multiple Sclerosis and Parkinson's disease
- Paralysis
- Organ transplants
- Peripheral vascular disease (PVD or PAD)
- Polycystic kidney disease
- Renal insufficiency/failure
- Rheumatoid disorders including rheumatoid arthritis
- Seizure disorders
- Sleep apnea
- Stroke or mini stroke (TIA)
- Suicide attempt

Note: This is a guide and not an all-inclusive list. The specifics of an individual case may warrant an APS to determine the appropriate risk classification.

Inspection Reports

Inspection reports are required for face amounts over \$10,000,000 and above for ages 71 and above.

Motor Vehicle Records

Motor vehicles records are required as shown below:

Ages	Face Amounts
18-45	\$100,000 and Over
46-70	\$1,000,001 and Over
71 and Over	\$500,000 and Over

Statement of Policyowner Intent

A Statement of Policyholder Intent is required for all life insurance applications where the proposed insured is age 65 and above and the proposed face amount is \$1,000,000 and above.

United of Omaha Life Insurance Company does not issue insurance policies unsupported by an insurable interest, including any policies involved or contemplated to be involved in stranger originated life insurance (STOLI) transactions. STOLI is the practice or plan to initiate a life insurance policy for the benefit of a third party, who at the time of the policy origination, has no insurable interest in the insured.

We require that the Statement of Policyowner Intent form be completed on all cases that meet these requirements. If any of the questions on this form are answered "Yes," you will need to provide an explanation in the space provided on the form.

Power of Attorney (POA)

An application signed by a person holding a POA is not an acceptable authorization for us to issue a life insurance policy. The person designated as having the "power" cannot adequately attest to the answers to the questions on the application and the Company would waive its rights to contest a claim based on misrepresentation as that person does not have the knowledge of the applicant's history. In addition, they can't authorize us to check MIB, order an Rx, MVR or medical records in most cases.

Underwriting Programs

Accelerated Underwriting Program

Our Accelerated Underwriting Program can offer faster decisions for healthy individuals who desire a faster underwriting timeline with no paramed requirement. If the client meets the eligibility requirements, an underwriting decision can be delivered in as little as 48 - 72 hours.

Program Parameters

- **Issue Ages:** 18-60
- **Face Amounts:** \$100,000 - \$2,000,000
- **Products Available:**
 - Term Life Answers (10-, 15-, 20- and 30-year)
 - Income Advantage IUL
 - Life Protection Advantage IUL
 - AccumUL Answers
- **Applications:** Electronic Drop Ticket must be used

Qualification Requirements

- The applicant must be the same as the policyowner
- Build must be within limits (See Underwriting Build Chart)
- No major medical conditions (See Unacceptable Medical Conditions list)
- Any previously underwritten United of Omaha policies must have been approved at Standard or better, if applicable
- The applicant must be a U.S. citizen or legal permanent resident with no planned travel to hazardous locations
- If age 50 or greater, must have evidence of regular medical care and routine medical exams
- No more than one death of a parent prior to age 60 due to heart disease
- No convictions for DUI or reckless driving within the last five (5) years
- No felony convictions in the last ten (10) years
- No life, health or disability insurance has been rated or declined
- No flying as a private pilot or crew member
- No hazardous activities in the last two (2) years

Note: Current nicotine/tobacco guidelines apply.

Unacceptable Medical Conditions

- Alcohol Abuse and/or Treatment
- Atrial Fibrillation
- Barret's Esophagus
- Bipolar Disorder
- Cancer (Except Basal Cell and Squamous Cell Carcinoma)
- Chronic Obstructive Pulmonary Disease
- Crohn's Disease
- Diabetes
- Drug Use/Abuse and/or Treatment
- Epilepsy/Seizure
- Gastric Bypass/Lap Band
- Heart Disease or Surgery: All Types
- Hepatitis
- Kidney Disease
- Human Immunodeficiency Virus
- Melanoma
- Lupus
- Parkinson's Disease
- Multiple Sclerosis
- Peripheral Vascular Disease
- Peripheral Arterial Disease
- Sleep Apnea
- Rheumatoid Arthritis
- Ulcerative Colitis
- Stroke/TIA

Note: Other Medical History may require full traditional underwriting.

Accelerated Underwriting Build Chart

Height	Weight	Height	Weight
4' 8"	74 - 158	5' 8"	109 - 235
4' 9"	77 - 165	5' 9"	112 - 242
4' 10"	79 - 170	5' 10"	115 - 250
4' 11"	82 - 176	5' 11"	119 - 258
5' 0"	85 - 184	6' 0"	122 - 265
5' 1"	88 - 191	6' 1"	126 - 271
5' 2"	91 - 197	6' 2"	129 - 279
5' 3"	94 - 203	6' 3"	133 - 285
5' 4"	97 - 209	6' 4"	136 - 292
5' 5"	100 - 215	6' 5"	140 - 298
5' 6"	103 - 222	6' 6"	143 - 307
5' 7"	106 - 228	6' 7"	147 - 313

Fit Underwriting Credit Program

The Fit Underwriting Credit Program offers discounts for clients who stay fit and have health test numbers that show it. These discounts are offered in the form of mortality credits for clients who meet the eligibility requirements.

Program Parameters

- **Ages:** 18-75
- **Minimum Face Amount:** \$100,000
- **Maximum Face Amount:** \$5,000,000 (total coverage in force and applied for with United of Omaha Life Insurance Company)
- **Products Available:**
 - Term Life Answers
 - Income Advantage IUL
 - Life Protection Advantage IUL
 - AccumUL Answers
- Nontobacco users
- Base rating after normal credits of table 4 or less
- Does not apply to "flat extra" ratings or those with current ratable substance abuse histories, CAD prior to age 50, stroke, ratable cancers, Type 1 diabetes or Human Immunodeficiency Virus (HIV)

Fit Credits

If your clients have any of these health test results or lifestyle choices, they may qualify for up to an additional two table credits from the base rating.*

Note: No more than two lifestyle characteristics can be applied toward credits. Any three of the below characteristics equals one table credit — any five characteristics equals two table credits.

Medical Characteristics Include:

- Great family history – no deaths of parents or siblings from any disease prior to age 70
- Cholesterol/HDL ratio <5.0
- A1c test <5.7
- Serum albumin >4.2 for ages 61-75
- Negative cardiac testing: GXT, non-imaged or imaged (stress echo, perfusion study), echocardiogram, EBCT or angiography within the past two years
- GXT exercise performance >10 METS within the past two years
- Optimal blood pressure control-treated or untreated average of 135/85 or better
- Preferred or better build for ages 18-60; Standard Plus or better build for ages 61-75
- BNP <100 for ages 61-75
- Normal CBC for ages 61-75

Lifestyle Characteristics Include:

- Regular preventative medical care and compliant follow-up for treated impairments within the past 12 months
- No tobacco use for the past 10 years
- Income >\$100,000, or net worth >\$1,000,000
- Preferred or better driving record

*Best case final assessment available is Standard. (Table 3 (C) can only be reduced to Table 1 (A).)

Financial Underwriting Guidelines

Income Replacement Amounts*

Ages	\$25,000 or Higher Annual Earned Income
Under 30	40X
30-39	35X
40-49	30X
50-59	20X
60-64	10X
65 and Over	7X*

Larger amounts may be considered on an individual case basis for special needs situations with supporting documentation of financial need. A spouse working full or part time to supplement their household income can qualify for a similar amount as a non-working spouse depending on the circumstances.

Estate Conservation

The personal net worth of an individual or family is used as the basis for a calculation of an approximate estate federal tax liability and related expenses. Generally, the net worth can be expected to increase over a period of years, so it is common practice to project that growth over a period of years at a selected rate of interest. A growth rate of 6 percent is most recommended although different rates can occasionally be used if appropriate. At older ages or impaired risks, a lower rate is usually used.**

Ages	Years
Up to 55	20
56-70	15
71 and Over	10

After applying a growth factor over a period of time, a simple method for calculating the approximate future estate tax need is as follows: Projected estate minus the estate tax exemption times 40% less any in force coverage.

While the changes in the federal estate tax laws have reduced the number of estates that have a need for tax avoidance for the wealthy, members of the middle class can suffer serious impacts to their assets and retirement planning due to the high cost of health care as they age. It's not unreasonable to consider these potential impacts to their financial well-being on a case-by-case basis. Several states also have estate or inheritance tax laws which are not tied to federal estate tax laws.

*Income replacement is generally not considered for those over age 66 unless an individual is actively at work or if the insured has a surviving spouse who may lose the benefit of a larger spousal Social Security or pension benefit.

**Standard or better risk classes

Non-Working Spouse

Will generally consider for an amount equal to the amount in force and applied for on the breadwinner depending on the circumstances of the case up to a maximum of \$2,000,000 unless there is also an estate tax need. Additional insurance can be considered with cover memo or other documentation outlining any special needs.

Business Insurance

A business insurance questionnaire (BIQ) should be submitted on all business cases, and a well-constructed cover letter explaining the purpose of coverage and how the face amount was determined is very helpful. Copies of company financial statements and buy/sell agreements may be necessary to help value a business to determine the appropriate amounts of coverage on each owner for business continuation cases.

Key Person

Generally, 10-15 times earned income plus bonuses if paid regularly as part of a company bonus plan up to age 70. If key person has an ownership interest in the company, the appropriate percentage of company net income can be added to his income. Some states have specific requirements to qualify as a key person.

The key person's value to the business can be established by several other factors including the amount of experience in the specific occupation or industry, unique or specialized talents, patent ownership rights, and client relationships. There should be a reasonable balance between business and personal insurance. The coverage applied for on the life of a sole proprietor or member of a family-owned corporation should be considered personal insurance and kept within personal insurance limits.

Creditor Insurance

We generally allow up to a maximum of 75 percent of a secured loan unless the agreement has a loan provision calling the loan due upon the death of owner/key person.

Buy/Sell

Coverage should usually be applied for or in force on all major active partners. A business insurance questionnaire should be fully completed in all cases unless a detailed cover letter and company financial statements are submitted with the application. Each partner's ownership percentage should be included, and coverage should be proportional to the ownership interest.

Company financial statements and copies of a buy/sell agreement are sometimes necessary to help establish a reasonable market valuation for the company and may be ordered at the underwriter's discretion.

Charitable Giving

Life insurance is purchased in favor of a charity or an institution to replace the potential value of future contributions by the donor or purely as a gift. Most situations are reasonable and financially acceptable, but the insurable risk of loss to the institution should be closely related to the potential loss suffered by the charity and the donor's personal insurance needs should be already taken care of.

To establish insurable interest, the underwriter will request evidence of a past and present affiliation with the institution showing an established pattern of giving or a pledge of future donations which may be outlined in a letter of agreement between the donor and the charity. Our preference is that the insured is the owner of the contract unless it's a part of a tax advantaged planning situation and face amounts should normally be limited to around 10 times the annual contribution.

If the policy is to be owned by the foundation or charity, a letter of agreement between the institution and the applicant must be provided outlining the terms of the arrangement and the tax status of the charity or foundation. We will not participate in any arrangements where the source of the premium is a third party with no real ties to the insured or owner.

Contact 1-800-693-6083 for additional Sales Support.

Premium Funding Acknowledgement

We will screen for and reject any stranger originated life insurance (STOLI) policies, or policies using non-recourse premium financing. We will consider policies funded by traditional premium financing programs:

- The loan must be 100% collateralized by personal or business assets of the borrower
- If the life insurance policy is part of the collateral, only the cash surrender value of the policy may be considered
- We must be provided with full details regarding all aspects of the premium financing program
- We reserve the right to refuse to issue the policy based on our assessment of the premium financing structure

Medical Impairments

Fit program may apply.

These are general ranges for best case scenarios and final offers are dependent upon the merits of the case.

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A

Acromegaly Table 4 - 8

Acquired Immunodeficiency

Syndrome (AIDS) Decline

Addison's Disease Standard - Table 3

ADHD/ADD Standard - Table 2

Alcohol

Current excessive use Decline

Alcoholism treatment, no current use, postponed 2 years Standard - Table 8

Alzheimer's Disease Decline

Anemia

Aplastic Anemia Standard - Decline

Sickle Cell Decline

Sickle Cell Trait Standard

Aortic Aneurysm

Unoperated Table 6 to Decline

Surgery, stable 6 months Table 2 - 6

Angina Pectoris

Angina Table 2 - 8

Unstable Angina, under age 40 Decline

Stable Angina, over age 40 (dependent on age and cath. report). Table 4 - 8

Angioedema Standard - Table 2

Ankylosing Spondylitis Standard - Table 4

Anorexia Nervosa

Current Decline

Full recovery, stable > 4 years Standard - Table 2

Anxiety Disorders

Mild or well-controlled Standard

Others Standard - Table 4

Aortic Murmurs/Insufficiency Standard - Table 8

Arrhythmias

Atrial Fibrillation Standard - Decline

Atrial Flutter Standard - Decline

Infrequent PVC(s) Standard

Multiple PVC(s) Standard - Table 8

Arteriosclerosis Obliterans Table 4 - Decline

Arteriovenous (AV) Malformations

Cerebral unoperated Decline

Surgery, stable 6 months Table 4 - 8

Arthritis

Osteoarthritis Standard

Asbestosis

Mild degree of respiratory impairment Standard - Table 4

Severe impairment Decline

Ascites Decline

Asthma

Mild intermittent Standard

Persistent, depends on severity Table 2 - Decline

Atrial Fibrillation Standard - Decline

Atrial Flutter Standard - Decline

Atrial Septal Defect

No surgery Standard - Decline

No residuals 6 months after surgery Standard

Atrioventricular Block

1st degree - 2nd degree Standard - Table 2

3rd degree - complete Table 2 - Decline

B

Bacterial Endocarditis

Normal heart and valves, recovered after
1 year..... Table 2 - 4

Barlow's Syndrome..... Standard - Table 3

Basal Cell Carcinoma

Maximum 4 excisions, complete
resolution..... Standard

Bells Palsy

Recovered..... Standard

Benign Prostatic Hypertrophy

Normal PSA levels and urinalysis..... Standard

Berger's Disease (IgA Nephropathy)..... Table 2 - 8

Bicuspid Aortic Valve Standard - Table 8

Bigeminy..... Standard - Table 8

Bi-Polar Disorder

Stable..... Table 2 - 8

Blood Pressure

Controlled with medication Standard

Bright's Disease

Acute full recovery Standard - Table 2

Chronic good renal function Standard - Table 8

Chronic poor renal function Decline

Bronchiectasis

Mild - moderate, no surgery Standard - Table 6

Severe - extreme, no surgery Table 8 - Decline

Bronchitis

Chronic mild - moderate Standard - Table 3

Severe..... Table 4 - Decline

Buerger's Disease

Nonsmoker, no surgery or other
impairments..... Standard - Table 4

Bundle Branch Blocks (EKG)

Hemiblock Standard

Right..... Standard - Table 4

Left, more than 1 year from onset Table 4

C

Cancer

Most malignancies, postponed
2 - 5 years Indiv. Consideration

Chronic Heart Failure..... Decline

Cardiac Pacemaker (Artificial) Standard - Decline

Cardiomyopathy Table 4 - Decline

Carotid Bruits

Asymptomatic and no other
related history Standard - Table 2

Celiac Disease

Controlled with diet Standard - Table 4

Cerebral Embolism/Thrombosis

Single episode, no complications,
stable 1 year Table 2 - Table 8

Multiple episodes..... Decline

Cerebral Palsy

Mild - moderate Standard - Table 3

Severe Decline

Cerebrovascular Accident

Single episode, no complications,
stable 1 year Standard - Table 8

Multiple episodes..... Decline

Charcot Marie - Tooth Disease Standard - Decline

Chest Pain

Non-cardiac Standard

Cardiac Indiv. Consideration

Cholangitis, Cholecystitis, Cholelithiasis

Recovered..... Standard

**Christmas Disease (Factor IX
Deficiency)** Table 2 - 8

Chronic Obstructive Pulmonary

Disease (COPD)..... Standard - Table 8

Cirrhosis

Confirmed diagnosis..... Decline

Cocaine

No current use, postponed
3 years then Standard to Table 8

Colitis (Ulcerative)

Controlled with medication Table 2 – 8

Colon Polyps

Benign..... Standard

Malignant Indiv. Consideration

Congestive Heart Failure (Chronic)..... Decline**Convulsions** Table 2 – 8**Cor Pulmonale**

Chronic..... Decline

Costochondritis..... Standard**Crohn’s Disease** Standard – Table 8**Cushing’s Syndrome**

Controlled with medication Standard – Table 4

Cystic Fibrosis..... Decline**Cystitis**

Recovered..... Standard

D**Dementia**..... Decline**Depression**

Controlled with medication Standard – Table 3

Diabetes

Type I, over age 20 Table 2 – 8

Type II, over age 20..... Standard – Table 8

Dialysis

Renal failure Decline

Diverticulitis/Diverticulosis..... Standard – Table 3**Down’s Syndrome**..... Decline**Drug Addiction**

Postponed 3 years then Standard – Table 8

Duodenal Ulcer

No Bleeding..... Standard

E**Eclampsia**

Recovered..... Standard

Emphysema Standard – Table 8**Encephalitis**

Recovered..... Standard

Others Decline

Endocarditis

Normal heart and valves Table 2

Structurally abnormal heart..... Table 2 – Decline

Epilepsy Table 2 – 8**Erythema Nodosum**

Recovered..... Standard

F**Fibrocystic Breast Disease**

Benign..... Standard

G**Gastric Bypass**

PP 1 year, then rated..... Table 2 – 4

Gastritis..... Standard**Gestational Diabetes**

Currently pregnant..... Postpone

History of..... Standard – Table 2

Gilbert’s Syndrome Standard**Glomerulonephritis (Chronic)**

Good renal function Table 4 – 8

Poor renal function..... Decline

Goiter/Graves’ Disease

Recovered no complication..... Standard – Table 3

Guillain – Barré Syndrome..... Standard – Table 3

H

Hashimoto's Disease	Standard
Heart Attack (See Myocardial Infarction)	
Heart Failure (Chronic)	Decline
Hemochromatosis	Table 2 - Decline
Hemophilia	Table 2 - Decline
Hepatitis (Chronic)	Standard - Decline
Hereditary Nephritis	Decline
Herpes Simplex	Standard
Hirschsprung's Disease	
Unoperated.....	Table 2 - 3
Surgery, full recovery.....	Standard
Histoplasmosis	
Treated, full recovery.....	Standard - Table 2
Hodgkins Disease	Indiv. Consideration
Human Immunodeficiency Virus (HIV)	Indiv. Consideration
Huntington's Chorea	Decline
Hydrocephalus	
Over age 19.....	Table 2 - 8
Hyperlipidemia	
Controlled.....	Standard
Hypertension	
Controlled.....	Standard
Hyperthyroidism	
No complications.....	Standard - Table 3
Hypoglycemia	
Functional.....	Standard
Hypothyroidism	
Controlled with medication.....	Standard
Hysterectomy	
Not due to malignancy.....	Standard

I

Idiopathic Hypertropic Sub-Aortic Stenosis (IHSS)	
Under age 40.....	Decline
Over age 40.....	Table 4 - Decline
Ileitis	Standard - Table 8
Intermittent Claudication	Table 2 - Decline
Irritable Bowel Syndrome	Standard
Inflammatory Bowel Disease	
1 year after diagnosis or major attack, over age 20.....	Standard - Table 8

J

Juvenile Rheumatoid Arthritis	Decline
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K

Kaposi's Sarcoma	Decline
Kidney Dialysis	Decline
Kidney Stones	Standard - Table 4

L

Left Bundle Branch Block (LBBB)	
1 year after diagnosis.....	Table 4
Left Anterior Hemiblock	
Isolated.....	Standard
Left Posterior Hemiblock	
Isolated.....	Standard
Legionnaire's Disease	
Recovered.....	Standard
Leukemia	Indiv. Consideration
Lupus (Discoid)	
No evidence of Systemic Lupus over 6 months.....	Standard
Lupus (Systemic) Erythematosus	
No symptoms or complications after 1 year, over age 20.....	Standard - Decline
Lymphoma	Indiv. Consideration

M

Mallory-Weiss Syndrome

Present Decline

Marfan's Syndrome Table 2 - Decline

Marijuana

Over age 18 Preferred - Decline

Megacolon

Congenital with surgical repair Standard

No surgery or surgery with recurrence Table 2

Melanoma

Surgery and confirmed pathology Standard - Decline

Meniere's Disease

Recovered Standard

Meningitis

Recovered and no residuals Standard

Mental Retardation

Mild - no complications, over

age 8 Standard - Table 2

Severe Decline

Migraines/Headaches Standard

Mitral Valve Murmurs

Functional Standard

Otherwise Standard - Table 8

Mononucleosis

Recovered Standard

Multiple Sclerosis (MS) Table 2 - Decline

Muscular Dystrophy (MD) Standard - Decline

Myasthenia Gravis

Mild, 1 year since onset Standard - Table 5

Others Decline

Myocardial Infarction

Over age 40 Table 4 - Decline

Myocarditis

Single attack, no complication,

2 years since resolution Standard - Table 2

With complications Decline

Myositis Standard - Decline

N

Narcolepsy

Onset over 6 months ago Standard - Table 4

Nephrectomy

Benign Standard

Nephritis

Acute Standard - Table 3

Chronic with good renal

function Standard - Table 4

Chronic with poor renal

function Decline

Neuritis Standard - Table 2

O

Organic Brain Syndrome Decline

Osteomyelitis

Chronic Standard - Table 4

Osteoporosis Standard

P

Pacemaker (Artificial)

No other heart disease after 3 months

over age 40 Table 2 - 4

Paget's Disease (bone)

Mild not progressive Standard

Others Decline

PTSD (Post Traumatic Stress Disorder)

Single episode, mild Standard

Others Table 2 - 6

Palpitations Standard - Table 3

Pancreatitis

Acute, recovered Standard

Chronic Decline

Paraplegia Indiv. Consideration

Parkinson's Disease

Mild Table 2 - 4

Marked or severe Table 4 - Decline

Patent Ductus Arteriosus

Unoperated Decline
 6 months after surgery, full recovery Standard

Pericarditis

Single episode, full recovery Standard

Peripheral Vascular Disease

Nonsmoker Standard - Table 4
 Smoker Decline

Phlebitis

Single episode, full recovery Standard

Poliomyelitis

No residuals Standard
 With residuals Table 3 - 8

Polycystic Kidney Disease

Normal renal function Table 2 - 8
 Abnormal renal function Decline

Polycythemia

1 year after diagnosis, controlled Table 2 - 4

Polymyositis Standard - Decline

Polyps

Excised pathology benign Standard

Prostatitis

Treated, full recovery Standard

Proteinuria Standard - Decline

Psoriasis

Systemic Standard - Table 2

Psoriatic Arthritis (see Rheumatoid Arthritis)

Pulmonary Embolism

Over 6 months Standard - Table 4

Pulmonary Hypertension Decline

Pulmonary Infarction

6 months after single episode,
 full recovery Standard - Table 4

Pyelonephritis

1 year after treatment, full recovery Standard

Q**Quadriplegia**

Complete Decline

R**Regional Enteritis**

Symptom free 1 year, over
 age 20 Standard - Table 6

Renal Artery Stenosis

No hypertension, over 6 months Standard - Table 3

Renal Failure Decline

Renal Transplant (single)

No complications after 1 year,
 over age 20 Table 6 - Decline

Right Bundle Branch Block

Complete Standard - Table 2

Rheumatoid Arthritis

Not disabled, over age 18 Standard - Table 6

S**Sarcoidosis**

Confined to lungs or skin, in remission
 6 months Standard
 Other Decline

Scleroderma

Localized Standard - Table 2

Sclerosing Cholangitis Decline

Seminoma

Over 8 years since treatment Standard

Senile Dementia Decline

Sickle Cell Anemia Decline

Sickle Cell Trait Standard

Sjogren's Syndrome

No other connective tissue disorders Standard

Sleep Apnea

Successfully treated Standard - Table 3

Spina Bifida

Minimal deformity Standard - Table 4

Stroke

1 year since event Table 4 plus flat - Decline

Suicide Attempt

Single attempt, over 1 year\$5 extra per thousand

Single attempt, over 5 years Standard

Multiple attempts Decline

Systemic Lupus Erythematosus (SLE)

1 year since diagnosis, no complications,
over age 20 Table 2 - 8

T

Tachycardia

No other heart disease.....Standard - Table 2

Transient Ischemic Attack (TIA)

Single event, over 6 months Table 2 - 4

Multiple events, over 1 year Table 4 - 8

U

Ulcerative Colitis

1 year since diagnosis or major attack,
over age 20 Table 2 - 8

V

Varices, Esophagus Decline

Ventricular Septal Defect (VSD)

Trivial or slight, without surgery Standard - Table 4

3 months since surgery Standard

With complications Decline

W

Wolff-Parkinson-White (WPW)

No complications Standard

X

Xeroderma Pigmentosum Usually Decline

Fit program may apply.
These are general ranges for best case scenarios and
final offers are dependent upon the merits of the case.
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Non-Medical Underwriting Considerations

Occupations

As you are completing the application, please make sure to list all the occupations on the application. The most hazardous occupation your client has will determine the rate classification. If your client does have a hazardous occupation such as scuba diving or aviation, please make sure you complete and sign the avocation questions and submit it with your application.

Occupation	Life	ADB	WP
Aviation - Paid Passenger or freight flying U.S. or Canadian airlines <ul style="list-style-type: none"> Scheduled and non-scheduled airlines Others Company owned aircraft flying within the U.S. or Canada <ul style="list-style-type: none"> Commercial pilot cert. and IFR 	Std 3.5 per M Std — 2.5 per M	D D D	D D D
Building and Construction <ul style="list-style-type: none"> Bridge, structural iron workers, tower workers, roofers 	2.5 per M	2x	Std
Electric Power Industry <ul style="list-style-type: none"> Line construction 	Std	2x	Std
Fire Department <ul style="list-style-type: none"> Municipal and volunteer Fire and smoke jumpers 	Std 3.5 per M	2x 3x	Std 2x
Fishing Industry - Officers and crew not coming ashore daily <ul style="list-style-type: none"> Inshore, harbors, lakes, rivers Gulfs, oceans, seas Grand Banks, sealers, whalers, Alaskan crab fisherman 	Std Std — 2.5 per M 2.5 per M	Std 2x — 3x 2x	Std Std Std
Law Enforcement <ul style="list-style-type: none"> Armed car guards, bank guards, municipal police, penal guards, border patrol Federal Agencies: FBI, DEA, CIA, SWAT, Secret Service, Federal Air Marshal 	Std IC	2x IC	Std IC
Liquor Industry <ul style="list-style-type: none"> Bartenders 	Std — 2.5 per M	Std — 2x	Std
Lumber Industry <ul style="list-style-type: none"> Explosive handlers, boommen, climbers, raftsmen, riggers, rivermen, topmen 	2.5 per M	2x	Std
Mining and Quarrying <ul style="list-style-type: none"> Assayers, chemists, detectives, guards, mining engineers, surveyors Underground mines - Surface workers Underground mines - Underground workers Open pit and surface mine workers 	Std Std — 2.5 per M 2.5 — 5 per M Std — 2.5 per M	2x 2x 3x Std — 2x	Std Std — 2x Std — 2x Std — 2x
Oil and Natural Gas Industry <ul style="list-style-type: none"> Onshore drilling and production <ul style="list-style-type: none"> Site crew, derrick, rig and tank crew Firefighters Offshore drilling and production <ul style="list-style-type: none"> All workers Firefighters 	Std — 2.5 per M 5 per M 2.5 — 5 per M 7.5 per M	2x 2x 3x D	Std 2x 2x D

Key

D Decline **IC** Individual Consideration **M** Thousand

Note: This is a guide. Actual rates may change subject to specifics of an individual case.

Avocations

Aviation - Private	Life				ADB	WP
Student pilots	2.00 per M				D	D
Qualified pilots	Expected Annual Flying Hours					
Total solo hours	0-200	201-300	301-600	>600		
Age > 26						
• < 100	3.5 x 5	3.5 per M	5 per M	5 per M	D	D
• 100-399	Std	2.5 x 2	5 per M	5 per M	D	D*
• ≥ 400	Std	Std	2.5 per M	5 per M	D	D*
Age > 26						
• < 100	3.5 x 5	5 per M	5 per M	5 per M	D	D
• 100-399	2.5 x 5	3.5 per M	5 per M	5 per M	D	D
• > 400	2.5 x 5	2.5 per M	5 per M	5 per M	D	D
*WP is unavailable if aviation is rated, otherwise Std						
Balloon (hot air)						
• Tethered	Std				D	D
• Free flight	Std — 2.5 per M				D	D
Gliding sail planes	Rated as Aviation - Private					
Hang-gliding/Paragliding	2.5 — 7.5 per M				D	D
Parachuting	5 to 10 per M dependent on number of jumps/year					
Ultralights (commercially built)						
• Licensed pilot	Std — 5 per M				D	D
• Unlicensed	3.5 — 7.5 per M				D	D

Diving	Life		ADB	WP
Snorkel	Std		Std	Std
Scuba (with formal training)				
• < 100 ft	Std		Std	Std
• > 101 ft — 130 ft				
• < 10 dives annually	3.5 per M		D	D
• > 10 dives annually	5 per M		D	D
• > 130 ft - contact underwriting				
• Cave Diving	2.5 — 5 per M		D	D

Climbing/Mountaineering	Life		ADB	WP
Trail climbing, hiking	Std		Std	Std
Rock/Snow/Ice climbing				
• Altitude < 13,000 ft	2.5 — 3.5 per M		D	D
• Altitude > 13,000 ft — 23,000 ft	5 — 7.5 per M		D	D

Key

D Decline **M** Thousand

Note: This is a guide. Actual rates may change subject to specifics of an individual case.

Foreign National and Immigrant Residency Policy

Permanent Residents Living Permanently in the United States

An individual with a valid Permanent Resident Card (also referred to as a Green Card or Alien Registration Receipt Card) may be eligible to apply for life insurance coverage. Such permanent resident will only be considered if the individual meets all four requirements listed below:

1. Has in his/her possession his/her valid Permanent Resident Card.
2. Lived in the U.S. for a minimum of 12 continuous months.
3. Has a minimum annual income of \$20,000 from U.S.-based assets or entitlement benefits (i.e., Social Security or pension benefits) or U.S.-based employment. Income from government assistance programs, supplemental security income (SSI) or Social Security disability income (SSDI) cannot be included.
4. Completes the Foreign National and Foreign Travel Questionnaire, L5719_0107, and submits it with the application.

Temporary Visa Holders Living in the United States

Individuals who have the following valid temporary work visas may be considered for life insurance coverage. Those who do not hold current valid acceptable visas as listed here will not be eligible for coverage.

- E-1
- E-2 (spouse and children under age 21 can also qualify for an E-2 visa)
- H-1B
- H-4 (for spouse and children under age 21 of H-1B visa holders)
- L-1
- L-2 (for spouse and children under age 21 of L-1 visa holders)

Residents of Foreign Countries

We will consider residents of foreign countries on a case by case basis. Foreign residents should have substantial financial ties to the U.S. including well documented personal and/or business assets and taxable income or employees of U.S. or multinational companies to be considered.

Business should be written in the U.S., medical records must be obtainable and translated, and premiums paid in U.S. dollars and financially justified. "Offshore" ownership trusts are not acceptable. In addition, the face amount of the policy applied for must be equal to or less than the company's retention limit.

The producer or sales manager must contact the appropriate Life Underwriting Manager to obtain pre-approval prior to submitting an application. If pre-approval is given and an application is submitted, the appropriate manager in Life Underwriting will make the final determination of whether the proposed insured's visa or residence status is acceptable.

Juvenile Life Insurance Guidelines

Not available in the state of Washington

For fully underwritten life insurance purposes, juvenile applicants should fall between the ages of 15 days and 17 years old.

Life Insurance Face Amounts

Generally, the maximum face amount allowed on a juvenile is \$250,000. The face amount should not exceed 50 percent of the coverage carried on the parent with the least amount of life insurance in force and must be supported by household income and net worth — coverage is not guaranteed. Any amount exceeding 50 percent of the lesser insured parent must include a cover letter with an explanation of the need for underwriting consideration of the higher amount.

While we do not normally offer coverage over \$250,000 to juveniles, we will consider (not guaranteed) if the following criteria are met in addition to the guidelines below:

- Siblings must be covered similarly
- An APS is required in all cases
- A fully completed Confidential Personal Financial Statement with household financial figures is required`
- A cover letter must be provided explaining the rationale of the need for \$250,000 or higher face amounts
- The maximum face amount cannot be greater than \$500,000

Ownership/Beneficiary Relationships

The owner and beneficiary must be parent or grandparent. Other relatives and friends are considered to have no insurable interest.

If a grandparent applies as the owner and the child does not reside in the same household as the grandparent, a parent must sign the application on the "signature of parent" line authorizing the purchase and attesting to answers to the application questions.

A legal guardian can be considered as owner and/or beneficiary. Details should be provided in a cover letter along with copies of guardianship documentation.

Household Life Insurance Coverages

- All children should be equally insured. Please include a cover memo advising of the coverage amount on all family members
- The parent(s) must be insured

Risk Class

The proposed insured must be a Standard Risk (no impaired risk).

Why Mutual of Omaha

Over 50 years of Mutual of Omaha's Wild Kingdom taught us that the animal kingdom and the human kingdom have something in common ... an instinct to protect what matters most. Through insurance and financial products, we help people protect their lives, protect their families, protect their kingdoms.

MutualofOmaha.com



Submitting Applications

All applications and required forms should be submitted to:

Mutual of Omaha
3300 Mutual of Omaha Plaza
Omaha, NE 68175

Fax: (402) 997-1804

All applications received that are in the process of being underwritten will be reported on your pending status report found on Sales Professional Access.

How to Contact Us

Underwriting Support: 1-800-775-7896

iGo eApp Support: 1-800-641-6557

Sales Support: 1-800-693-6083

Life Insurance Policies are Underwritten By:

United of Omaha Life Insurance Company
3300 Mutual of Omaha Plaza
Omaha, NE 68175
mutualofomaha.com