

# UNDERWRITING

## PruFast Track

**PUT LIFE CLIENTS ON TRACK TO A QUICKER APPROVAL**

### FASTER AND EASIER UNDERWRITING

PruFast Track is Prudential's accelerated underwriting process for eligible applicants.

- ▶ **More convenient**
- ▶ **Less invasive** for clients
- ▶ Still uses **experienced underwriters**
- ▶ Plus, there's **no change in pricing or commissions** for you!

### WHO'S ELIGIBLE?

All applicants who meet the following requirements:

- ▶ **Age:** 18 to 60
- ▶ **Face Amounts:** \$100,000 to \$3 million
- ▶ **Permanent Legal U.S. Residents**
- ▶ **Underwriting Category:**<sup>1</sup> Nonsmoker or better
- ▶ **Products:**<sup>2</sup> All Term Products (except PruTerm One), PruLife® Custom Premier II, VUL Protector®, PruLife® Founders Plus UL, PruLife® Index Advantage UL, PruLife® Essential UL

### UNDERWRITING APPROVAL TRACK

#### ACCELERATED

- ▶ Generally healthy
- ▶ Preferred classes
- ▶ No exams/labs
- ▶ Approved in one to two days

- ▶ Height and weight within preferred guidelines
- ▶ No cigarette use, including vaping, within the past 12 months
- ▶ Hypertension may qualify if well controlled
- ▶ No DUIs and a relatively clean driving record
- ▶ Aviation and avocations are accepted
- ▶ Minor health conditions accepted, such as:
  - Mild asthma
  - Cysts
  - Benign polyps
  - Mild anxiety
  - Basal cell cancer
  - Some types of benign heart murmurs

#### FULL UNDERWRITING

- ▶ May have health impairments
- ▶ All classes
- ▶ Full Age/Amount exam and labs
- ▶ Normal cycle time

- ▶ Major medical conditions that require Full Underwriting include, but are not limited to:
  - Most heart conditions
  - Most cerebrovascular conditions
  - Cancers
  - Diabetes, high blood sugar, and glucose intolerance
  - Hepatitis
  - Epilepsy and seizures
  - COPD
  - Ulcerative colitis and Crohn's disease
  - MS/Parkinson's
  - Bipolar disorder or major depression
  - Kidney and/or liver disease
- ▶ Other non-medical conditions that require Full Underwriting:
  - DUI within five years
  - Alcohol or drug treatment within five years
  - Drug use within five years
  - Current cigarette or cigarette use within the past year
  - Previous Prudential application within the past year
  - Single client applying with multiple carriers (i.e., "stacking")
  - Producer quoted smoker or substandard rating class

<sup>1</sup> Applications with underwriting category quoted of Preferred Smoker, Smoker, or Special Class rating are not eligible.

<sup>2</sup> PruLife UL Plus and Survivorship products are not eligible.

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**Prudential**

# IMPORTANT

Be sure to set expectations with the client:

- Encourage the client to complete the client interview as soon as possible.
- Do not automatically order an exam as the healthiest clients may not need one.
- Even if the client requires an exam, they may still qualify for all preferred classes.

**The speed of this process depends on the completion of the client interview and receipt of the Medical Information Bureau Authorization.**



## 1

### Submit Part 1 of the Application

- Use the PruXpress Quick Form or a Drop Ticket to submit Part 1 information.
- Client is contacted within 24 – 48 hours to complete the client interview.



## 2

### Collection of Remaining Application Information

- Client interview to collect information is completed (takes approximately 20 minutes).
- Rx records, Motor Vehicle Records, and identity checks are obtained.
- Case goes through PruFast Track process.



## 3

### Decision

- PruFast Track process determines underwriting path.
- Accelerated cases will be approved within hours or days.
- Cases not accelerated will require additional requirements such as Exams, Labs, and/or Attending Physician Statement.

## QUESTIONS?

**Contact your Prudential Wholesaler**

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The availability of coverage and rates will vary based on company underwriting criteria including, but not limited to, age, sex, health history, smoking status, and residency.

Underwriting rules are subject to change at our discretion.

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