

Mature assessments: Submitting applicants age 70 and over



Application

Personal Information

NAME (LAST NAME FIRST)

ADDRESS

PHONE NO.

CITY

SOCIAL SECURITY NO.

STATE

REFERRED BY

As baby boomers age, the average age of your life insurance clients is increasing. To remain competitive, it's crucial to understand how to submit business for older-age applicants. Minnesota Life and Securian Life, a New York admitted insurer, have expertise in mature underwriting, with cognitive and mobility screenings, allowing us to offer Preferred Select, Preferred and Non-Tobacco Plus underwriting classes to many applicants – up to age 85.

Applicants age 70 and over

- Do not need to complete treadmill stress tests.
- Must provide Third-Party Financial Documents (TPD) instead of Personal Financial Statements (PFS), Personal History Interviews (PHI) and Commercial Inspection Reports (CIR) for amounts over \$1 million.
 - TPDs include documents such as audited business financials, net worth statements or tax returns signed by a CPA.
- Will undergo additional screening on:
 - Activities of Daily Living (ADL) questionnaire
 - Peak flow testing
 - Timed get up and go
 - Clock face drawing

Insurance products are issued by Minnesota Life Insurance Company in all states except New York. In New York, products are issued by Securian Life Insurance Company, a New York authorized insurer. Both companies are headquartered in Saint Paul, MN. Product availability and features may vary by state. Each insurer is solely responsible for the financial obligations under the policies or contracts it issues.

Mature underwriting requirements

Refer to this chart when ordering requirements for your clients age 70 and over. Note the requirements are different when using the tele-interview process.

Tele-interview and requirements

Amount	0-\$50,000	\$50,001-\$99,999	\$100,000	\$100,001-\$200,000	\$200,001-\$250,000	\$250,001-\$500,000
Requirements	TI APS PHYS	TI APS PHYS	TI APS PHYS LABS	TI APS PHYS LABS EKG	TI APS PHYS LABS EKG	TI APS PHYS LABS EKG
Amount	\$500,001-\$1,000,000	\$1,000,001-\$1,500,000	\$1,500,001-\$2,000,000	\$2,000,001-\$5,000,000	\$5,000,001-\$10,000,000	\$10,000,001 +
Requirements	TI APS PHYS LABS EKG	TI APS LABS EKG PHYS TPD	TI APS LABS EKG PHYS TPD	TI APS LABS EKG PHYS TPD	TI APS LABS EKG PHYS TPD	TI APS LABS EKG PHYS TPD

Paramedical exam and requirements

Amount	0-\$50,000	\$50,001-\$99,999	\$100,000	\$100,001-\$200,000	\$200,001-\$250,000	\$250,001-\$500,000
Requirements	PM APS	PM APS	PM APS LABS	PM APS EKG LABS	PM APS EKG LABS	PM APS EKG LABS
Amount	\$500,001-\$1,000,000	\$1,000,001-\$1,500,000	\$1,500,001-\$2,000,000	\$2,000,001-\$5,000,000	\$5,000,001-\$10,000,000	\$10,000,001 +
Requirements	PM APS EKG LABS	PM APS LABS EKG TPD	PM APS LABS EKG TPD	PM APS LABS EKG TPD	PM APS LABS EKG TPD	PM APS LABS EKG TPD

APS Attending Physician's Statement
EKG Electrocardiogram
HOS Home Office Specimen
PM Paramedical exam
LABS Blood Profile and Home Office Specimen
TPD Third Party Financial Documents
PHYS Physical Measurements
TI Tele-Interview
TST Treadmill Stress Test

MVRs will be ordered by Minnesota Life/Securian Life

Amount is face amount plus additional agreement amounts (when applied for).

TO LEARN MORE
 about mature underwriting
 assessments, call your
 underwriter today.

Securian Financial Group, Inc.
 www.securian.com

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NonMed ParaMed: Know what exams are necessary

Refer to the chart below when discussing necessary exams with your client.

Age nearest Amount	0-14	15-30	31-40	41-44	45-50	51-54	55-60	61-69
0-\$50,000	NM	NM *	NM *	NM *	NM *	PM *	APS PM *	APS PM *
\$50,001-\$99,999	NM	NM *	NM *	NM *	PM *	PM *	APS PM *	APS PM *
\$100,000	NM	NM LABS PHYS	NM LABS PHYS	NM PHYS LABS	PM LABS	LABS PM	APS LABS PM	APS LABS PM
\$100,001-\$200,000	NM	NM LABS PHYS	LABS PM	PM LABS	PM LABS	LABS PM	APS LABS PM	APS LABS EKG
\$200,001-\$250,000	NM	LABS PM	LABS PM	PM LABS	PM LABS	LABS PM	PM LABS APS	PM LABS APS EKG
\$250,001-\$500,000	NM	LABS PM	LABS PM	PM LABS	PM LABS	PM LABS	PM LABS APS	APS LABS EKG PM
\$500,001-\$1,000,000	NM APS	PM LABS	PM LABS	PM LABS	PM LABS	EKG LABS PM	APS EKG LABS PM	APS LABS EKG PM
\$1,000,001-\$1,500,000	NM APS	PHI LABS PM	PHI LABS PM	PM LABS PHI	PM LABS PHI	PM EKG LABS PHI	PHI EKG LABS APS PM	PM APS LABS PHI EKG
\$1,500,001-\$2,000,000	NM APS	PHI LABS PM	PHI LABS PM	PM LABS PHI	PM LABS PHI	PM EKG PHI	EKG LABS PHI APS PM	PM APS LABS PHI EKG
\$2,000,001-\$5,000,000	NM APS FS	PHI LABS PM FS	PHI LABS PM FS	PM APS LABS PHI FS	PM APS LABS PHI FS	PM APS LABS PHI FS	PM APS LABS PHI FS EKG	PM APS LABS PHI FS EKG
\$5,000,001-\$10,000,000	NM APS FS	APS LABS PM PHI FS	PM APS LABS PHI FS	PM APS LABS PHI FS	PM APS LABS PHI FS	PM APS LABS PHI FS	PM APS LABS PHI FS EKG	PM APS LABS PHI FS EKG
\$10,000,001 +	NM APS CIR TPD	APS LABS PM TPD CIR	APS LABS PM TPD CIR	APS LABS PM TPD CIR	APS LABS PM TPD CIR	APS LABS PM TPD CIR	APS LABS PM TPD CIR EKG**	APS LABS PM TPD CIR EKG**

- APS Attending Physician's Statement
- EKG Electrocardiogram
- HOS Home Office Specimen
- NM Non-Medical Interview
- CIR Commercial Inspection Report
- LABS Blood Profile and Home Office Specimen
- PHYS Physical Measurements

- PHI Personal History Interview
- TPD Third Party Financial Documents
- PM Paramedical
- FS Financial Supplement

MVRs will be ordered by Minnesota Life or Securian Life. Amount is face amount plus additional agreement amounts (when applied for).

**TO LEARN MORE
about underwriting exams,
call your underwriter today.**

*Include full blood profile at age 15 and older for face amounts of \$25,000 or more in CA, FL, NJ, TX and DC.

**Ages 51 through 69, an EKG will be required for new business amounts over \$10 million. If the proposed insured is found to have significant cardiac risk factors, we may require a Treadmill Stress Test. In these scenarios, please discuss requirements with your underwriter prior to examination.

Securian Financial Group, Inc.

www.securian.com

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