



# ***A New Generation of Solutions***

## **Final Expense Products**

*Conducting Business with Monumental Life*

# Applications

- All applications are paper
- Two applications for most states
  - Application (L122) for issue ages 45-85
  - Application (L123) for issue ages 0 - 44
    - Additional questions
    - Answers may warrant additional underwriting
- Down-load and print packets or order via web site [www.agentnetinfo.com](http://www.agentnetinfo.com)



# Application Completion

- Applications must be taken face-to-face.
- The “App is the Map”
- Ask questions as written
- Witness all signatures
- Client initials any changes to app
- Use of prescription drug is “treated for” a condition
- Answer all questions
  - Tobacco – use of any type, including electronic cigarettes
  - Nursing Home – must answer



# Application Completion

- Supplemental Application page
  - Only complete when appropriate
  - Dual purpose medications
  - 3<sup>rd</sup> party owner reason
  - Provide unique information
  - Applicant must sign
- Review completed app with client
- Replacement form, HIPPA, ADBR Disclosure
- Future draft – indicate month and day
  - Placed in-force upon approval
  - Compensation paid when placed in-force
  - No coverage until effective date



# Underwriting – Ages 45 and over

- MIB, Prescription Drug check on all apps
- Personal History Interview (PHIs) as required
- 75% decision within 3 business days
- ANI updated regularly – Available 24/7
  - Agent controlled items
  - Aging of items
- New Business can answer most questions
- Agent Guide
- Prescription List



# Underwriting – Ages 0 - 44

- Same as ages 45 and older, plus
- Potential MVR and Criminal
- Explanations of health history

# Breakdown of Business

*(Estimate thru June 30, 2013)*

## ***By product***

- Immediate Solutions: 92%
- 10-Pay Solution: 3%
- Easy Solution (Graded): 5%

## ***By rating class***

- Preferred 75%
- Standard 21%
- Graded 4%



# Tools

- Smartphone Premium calculator
  - New premiums for approved states
  - Old premiums for pending states
- Transware Illustration Software
  - New portfolio only
  - Client name, all modes, cash values Prescription drug data base
- Prescription Drug Database





# Learn More about Solutions

- Click on “Learn More” on Monumental’s agent web site – [www.agentnetinfo.com](http://www.agentnetinfo.com)
- Register for ***Final Expense Friday*** webinars
- New/Updated guides
  - Monumental Product Portfolio
  - Product Rate and Underwriting Guide
  - Agent Field Manual
  - Prescription list
    - Mobile
    - ANI





# ***A New Generation of Solutions***

## **Questions.....**

\* [www.agentnetinfo.com](http://www.agentnetinfo.com)

\* Contact your up-line

\* Agent Services 877-234-4848

\* Bob Grannan

[bob.grannan@transamerica.com](mailto:bob.grannan@transamerica.com)

877-788-0113 office

919-606-6840 cell

***Expanded Solutions for Clients***