

- Resting and Exercise EKGs will be accepted up to 180 days from date of the Fidelity & Guaranty Life application date.
- Inspection Reports will be accepted up to 180 days from the Fidelity & Guaranty Life application date.

Fidelity & Guaranty Life will accept exams results, lab EKGs (resting and stress) and inspection reports from another insurance company as long as they meet Fidelity & Guaranty Life's company standards. Any exams that have been reviewed and accepted from other insurance companies will be deemed as an amendment to the Fidelity & Guaranty Life application.

Cover Letters

Though optional, cover letters written by agents are encouraged to accompany the application. A strong cover letter can provide the agent with the opportunity to offer any additional information on behalf of the applicant which could be vital to the underwriter's decision to issue coverage.

What should be included?

In addition to providing a full explanation of the reason for the sale, the cover letter should include a financial justification for the case.

Cover Letters for Personal Insurance

A cover letter for personal insurance should highlight the background information of the sale, purpose of the coverage and how the amount was determined.

Non-working Spouse

If coverage amount sought for non-working spouse is equal to or less than \$250,000, maximum allowed coverage is \$250,000, not to exceed wage earner's inforce coverage amount.

If coverage amount sought for non-working spouse is greater than \$250,000, maximum allowed coverage is the greater of \$250,000 or half of wage earner's inforce coverage, not to exceed \$500,000.

Juvenile

Juvenile insurance is frequently sold as part of a combined financial plan of savings and insurance. Insurance is purchased on the lives of dependent children in anticipation of future insurance needs, which could include savings, education and/or protection of future insurability.

Juvenile Insurance should be a part of an overall family insurance program which includes life insurance on the parents and children.

Underwriting Guidelines:

- 50% of the amount of coverage on the parent, up to a maximum of \$250,000. Individual consideration is the basis for amounts over the maximum. Subject to reinsurance approval.
- The parents should have at least twice as much coverage as their children.
- All children should be covered for similar amounts.
- An Insurable Interest must exist between the juvenile and the owner/beneficiary.
- Parents and grandparents have an apparent insurable interest. Any other arrangement must be explained.
- The application must be signed by the owner and the custodial parent if different than the owner.