

DATE:	May 20, 2021	N° 2021-12
CATEGORY:	INSURANCE	
TO:	Managing General Agents, Associate General Agents, Advisors, General Agents, Independent Financial Advisors and National Accounts	
SUBJECT:	Reduced underwriting requirements with no fluid tests for life coverages up to \$2,000,000 (for life insured's ages 18 to 50)	

Effective May 20, 2021, standard underwriting requirements for life insurance coverage amounts up to \$2,000,000 on life insureds age¹ 18-50 will no longer include vitals and blood profiles in most cases^{*}. This is a significant improvement to our standard underwriting process for life insurance products.

Clients still have the option to apply for Preferred/Elite rates for Solution term products starting at \$1,000,001. Fluid testing is required for all Preferred & Elite applications.

Summary

- Life underwriting requirements will be non-medical, and fluid tests will **no longer be required, for coverage amounts between \$1,000,001 and \$2,000,000 for individuals aged 18-50** (both inclusive)^{*}
- Applicable to all life insurance products, including EstateMax[®], Optimax Wealth[®] and Solution Series, unless applying for Preferred/Elite rates.
- There is **no change to our premium rates** (including Standard, Preferred and Elite premium rates).

Please note:

- Personal telehealth interviews (PHIs), vitals (or paramed) and blood profiles will be required for life insurance coverage amounts starting at:
 - \$2,000,001 for individuals aged 18-50
 - \$150,001 for individuals aged 51-55
 - \$100,000 for individuals aged 56-60
 - All amounts for individuals aged 61+

Higher temporary non-med limits are effective for life insureds over age 50 during the COVID-19 pandemic. (See below)

To be able to offer this enhancement, Empire Life has developed advanced underwriting techniques that deliver an **improved customer experience with no premium rate changes**.

*** As per Empire Life's normal underwriting process for new applications, additional underwriting requirements may be required based on the information submitted in the application.**

Also, a number of new applications will be selected for additional underwriting requirements (including fluid tests) based on our random selection and predictive analytics algorithms. All life insurance applications with coverage amounts between \$500,000 and \$2,000,000 for life insureds aged 18-50 may be considered for additional underwriting requirements.

Optional Preferred & Elite rates available at \$1,000,001

- There is no change to our underwriting requirements for Preferred and Elite rates for Solution 10[®], Solution 20[®], Solution 25[™] and Solution 30[®], which rates are available for coverage amounts starting from \$1,000,001 for all ages.
- Clients have the choice of applying for Preferred/Elite rates and life insureds must undergo fluid testing, or they can choose to apply for Standard rates between \$1,000,001 and \$2,000,000 and no fluid tests will be required.

¹ Calculated as insurance age (age nearest)

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Transition rules

Applications for life insurance received on or after May 20, 2021 will follow the **new** underwriting requirements outlined in this bulletin. Underwriting requirements can be found at: <https://www.empire.ca/advisor/support/underwriting>

Any pending, in-process applications for life insurance as of May 20, 2021 will follow the applicable age and amount chart in effect on the application submission date. Any applications for life insurance re-opened after May 20, 2021 will follow the new underwriting requirements.

Term Exchange Program: for an exchange on or after May 20, 2021 of a Solution 10 coverage issued with Elite or Preferred risk class, the same risk class will apply to the new Solution 20, Solution 25 or Solution 30 coverage provided the new coverage amount is at least \$500,000. Please refer to the FAQ for more details.

Illustration software

This change will be included in Envision 12.2 to be released on May 20, 2021.

Sales support

We have also updated our sales support materials (including an FAQ). These will be available on our advisor sites starting May 20, 2021. If you have any questions, please contact your Empire Life Sales Representative or the Sales Centre at 1-866-894-6182 or by email at salescentre@empire.ca

Temporary underwriting limits during the COVID-19 pandemic

Until further notice, Empire Life will continue our temporary underwriting limits described below for both life and CI products.

Life: continue temporary non-med limit guidelines for life insureds:

- Ages 51 to 60: up to \$300,000
- Ages 61 to 70: up to and including \$99,999 will require a PHI only
- Ages 71+: standard UW requirements apply (e.g. PHI & Vitals, BP)

Critical illness: continue temporary non-med limit guidelines for life insureds:

- Ages 18 to 40: up to \$250,000
- Ages 41 to 50: up to \$99,999
- Ages 51+: standard UW requirements apply (e.g. PHI & Vitals, BP)

Reference

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