

# UNDERWRITING

## PruFast Track



### 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<sup>1</sup> who meet the following requirements:

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

### UNDERWRITING APPROVAL TRACK

#### ACCELERATED

- ▶ Generally healthy
- ▶ Preferred classes
- ▶ No exams/labs
- ▶ Approved in 1 to 2 Days

- ▶ Height and weight within preferred guidelines.
- ▶ No family members who have died before age 60 from cancer, heart disease, or diabetes.
- ▶ No cigarette use (including vaping, ecigarettes) in the past year.
- ▶ 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 5 years
  - Alcohol or drug treatment within 5 years
  - Drug use within 5 years
  - Current cigarette or cigarette use with 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> Multiple applications submitted on the same client at the same time are not eligible.

<sup>2</sup> Applications with underwriting category quoted of Preferred Smoker, Smoker or Special Class rating are not eligible.

<sup>3</sup> PruLife UL Plus and Survivorship products are not eligible.

**NOT FOR CONSUMER USE.**



## IMPORTANT

Be sure to set expectations with your client:

- Encourage your 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 your 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

- Utilize the PruXpress Quick Form or a Drop Ticket to submit Part 1 information.
- If an online interview is requested, the client will receive an email immediately after the case is submitted. If a phone interview is requested, the Client will receive an automated message within 48 hours with instructions needed to complete the phone 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.

Term Essential, PruLife® Founders Plus UL, PruLife® Index Advantage UL, PruLife® Universal Protector, PruLife® Essential UL, VUL Protector®, and PruLife® Custom Premier II are issued by Pruco Life Insurance Company except in New York, where they are issued by Pruco Life Insurance Company of New Jersey. VUL Protector and PruLife Custom Premier II are offered through Pruco Securities, LLC (member SIPC). All are Prudential Financial companies located in Newark, NJ.

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