

Submitting Life Business:

Proper Completion of Application

- Complete all sections of the application.
- Frequent omissions are Birth State, Beneficiary Information and Source of Funds.
- Double-check for US-Citizen response.
- Ensure the Purchase Across State Lines Disclosure (ET-5100) is included if clients are purchasing outside their resident states.

Not-in-Good-Order Applications with Outstanding Requirements

Any outstanding requirements must be received within 15 business days.

Multiple Policies for the Same Client

- Separate application paperwork is required for each policy.
- Include a Letter of Instruction detailing number of policies and how to split the funds.

Underwriting:

Requirements Prior to Telephone Interview

Application paperwork must be completed, dated and client-signed before conducting the telephone interview.

30-Day Telephone-Interview Window

The telephone interview must be completed within 30 calendar days of application-signed date.

Agent Must Initiate Telephone Interview

Telephone interview must be initiated by agent.

Scheduled Telephone Interviews

If the sale and application are completed after ESP business hours or at a time that doesn't accommodate the telephone interview, you may schedule a subsequent time/date for ESP to call your client for the interview. You are not required to be present with your client during the interview. To schedule an interview for a later time or date, call ESP to make arrangements. If after hours, leave a voicemail which includes: your name and phone number, your client's name and phone number, and preferred call-back time and date. ESP will first call you to begin the interview, then will call your client. Underwriting declines based only on MIB or prescription history will be referred automatically for additional underwriting. Once an underwriting decision is determined, ESP will call you with decision information and a confirmation number for conditional underwriting approvals.

Applicants with Pending Surgeries

Applications should not be taken for clients with pending surgeries. Surgery must be completed with a full recovery before submitting an application or conducting a telephone interview.

APS Policy

Premium \$250,000 and over (new and existing life premium combined), APS is required – ordered by EquiTrust.

Underwriting Clarification Turnaround

If Underwriter requests clarification, information must be provided within 15 business days.

Funding Requirements

Funding Requirements for 1035 Exchanges/Transfers

- Policy must be funded within 90 calendar days of underwriting approval.
- Will consider after 90 days with Statement of Health if funds are received within 6 months of app-signed date.
- 1035/Transfer Form must be received by EquiTrust in good order within 15 days of underwriting approval.
- Policies not issued within 6 months of app-signed date will be closed.

For more information, contact Life Sales Support at 800-811-9733.

