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# Field guide for life insurance underwriting

RiseTerm

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This underwriting field guide is intended to be a reference only and provides information regarding the typical underwriting requirements for Banner Life Insurance Company.

We reserve the right to request information other than as stated herein. Our underwriters will make decisions based on the entirety of the information provided to and received by Banner Life Insurance Company, which may result in a determination that is more or less favorable than this guide.



We believe each client is unique, bringing a new collection of risks and goals along with them. In our underwriting process, we review the entirety of that risk when making a coverage decision.

This guide serves as an overview of the approach Banner Life Insurance Company takes to underwriting. We don't believe underwriting has to be inflexible or restrictive, and you should keep that in mind throughout this guide.

### **Our approach to underwriting**

Our underwriting processes are built on a holistic approach – we underwrite the entire risk.

Practically, that means we use data sources, applicant responses, and our longstanding expertise in every case. Our experienced underwriters seek to provide the correct level of coverage at a fair price to all our clients. We rely on the relationships agents build with their clients to provide the best customer experience possible.

As more data sources and assessment tools become available, we evaluate our existing processes to find ways of making underwriting faster and easier for everyone in the chain.

### **Our commitment to agents and customers**

We provide as much transparency as possible into our underwriting process. We respond to inquiries in a timely manner. We apply a consistent and predictable approach to risk classification.

Our goal is to give everyone the coverage they need at a price that accurately reflects the risk they present, which means we must be unbiased in everything we do. Above all, we seek to act with integrity.

## Risk classes

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### Non-Tobacco classes

Preferred plus non-tobacco: No use of tobacco or nicotine based products in the last 36 months.

Preferred non-tobacco: No use of tobacco or nicotine based products in the last 24 months.

Standard Plus non-tobacco: No use of tobacco or nicotine based products in the last 12 months.

Standard non-tobacco: No use of tobacco or nicotine based products within 12 months.

### Tobacco classes

Preferred tobacco or Standard Tobacco

### Tobacco use

A tobacco user is considered to be anyone who has used tobacco in any form in the last 12 months.

- Cigarettes
- Cigars — only limited cigar usage may be considered for non-tobacco rates. See below.
- Pipes or hookah
- Smokeless tobacco
- Chewing tobacco/snuff
- Nicotine substitutes/cessation products (such as patches, pouches and gum)
- Electronic cigarettes/vaping

### Cigar use

This policy will apply only to occasional cigar users and not other forms of tobacco. Preferred Plus is available if:

- The use is admitted at the time of application/inquiry and all case data coincides with the admitted degree of usage; and
- No more than one cigar per month; and
- No indication of nicotine use from 3rd party data; and
- There is no use of tobacco products other than occasional cigars for at least three years prior to the time of application or inquiry; and
- No comorbid conditions such as diabetes or asthma

### Marijuana use

Non-tobacco rates will apply.

Preferred classes may be available for infrequent recreational use. Marijuana used for medicinal use is typically rated based on the underlying condition.

### Substandard risk

Substandard ratings only available through Table 12.

Table ratings are not available on Preferred Plus Non-Tobacco, Preferred Non-Tobacco or Preferred Tobacco.

**Substandard premium calculations are based on our Standard Plus rates.**

Meaning, non-tobacco substandard premiums are based off Standard Plus rates - not Standard. This includes flat extras with a table rating.

**Note:** Temporary flat extras (medicinal impairments) without a table rating will have a base rating of standard.

### Visit our underwriting hub

[Click here to access more information about our underwriting approach. →](#)

## Underwriting criteria: Preferred classes

### Preferred Plus (Non-Tobacco)

|                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|--------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Aviation</b>                | Available only with exclusion rider. Aviation Exclusion Endorsement (Rider) includes, but is not limited to, participation in any kind of aeronautic or aviation training or instruction; or intentionally leaving, falling or jumping from an aircraft while in flight; or participation in any activity involving intentionally leaving, falling or jumping from an aircraft while in flight. Private pilots over age 70 require an aviation exclusion rider. |
| <b>Avocation</b>               | Available only if no flat extra premium would be required.                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Blood Pressure</b>          | Currently well controlled with or without treatment, with the average readings in the past two years not greater than 135/85.                                                                                                                                                                                                                                                                                                                                   |
| <b>BMI</b>                     | <a href="#">See chart on page 7. →</a>                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>Cholesterol</b>             | 120 - 300, with or without treatment.                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <b>Chol/HDL Ratio</b>          | May not exceed 4.5 with or without treatment.                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>Driving History</b>         | No more than two moving violations in last three years. No DWI, DUI <sup>1</sup> , reckless/negligent driving <sup>2</sup> , license revocation or suspension in last five years.                                                                                                                                                                                                                                                                               |
| <b>Family History</b>          | No cardiovascular death in either parent or sibling before age 60.<br>CAD is disregarded for applicants over age 70 who don't use tobacco.<br>Cancer is no longer a factor preventing consideration for our preferred classes.                                                                                                                                                                                                                                  |
| <b>Residency / Citizenship</b> | U.S. citizen or legal permanent resident/green card <sup>3</sup> residing in the US at least three years.                                                                                                                                                                                                                                                                                                                                                       |
| <b>Tobacco Use</b>             | No use of tobacco or nicotine-based products in last 36 months.                                                                                                                                                                                                                                                                                                                                                                                                 |

### Preferred (Non-Tobacco/Tobacco)

|                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|-------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Aviation</b>               | Available only with exclusion rider. Aviation Exclusion Endorsement (Rider) includes, but is not limited to, participation in any kind of aeronautic or aviation training or instruction; or intentionally leaving, falling or jumping from an aircraft while in flight; or participation in any activity involving intentionally leaving, falling or jumping from an aircraft while in flight. Private pilots over age 70 require an aviation exclusion rider. |
| <b>Avocation</b>              | Available, however may have a flat extra.                                                                                                                                                                                                                                                                                                                                                                                                                       |
| <b>Blood Pressure</b>         | Currently well controlled with or without treatment, with the average readings in the past two years not greater than 140/90.                                                                                                                                                                                                                                                                                                                                   |
| <b>BMI</b>                    | <a href="#">See chart on page 7. →</a>                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>Cholesterol</b>            | 120-300, with or without treatment.                                                                                                                                                                                                                                                                                                                                                                                                                             |
| <b>Chol/HDL Ratio</b>         | May not exceed 5.5 with or without treatment.                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>Driving History</b>        | No more than two moving violations in last three years. No DWI, DUI <sup>1</sup> , reckless/negligent driving <sup>2</sup> , license revocation or suspension in last five years.                                                                                                                                                                                                                                                                               |
| <b>Family History</b>         | No cardiovascular death in either parent before age 60.<br>CAD is disregarded for applicants over age 70 who don't use tobacco.<br>Cancer is no longer a factor preventing consideration for our preferred classes.                                                                                                                                                                                                                                             |
| <b>Residency/ Citizenship</b> | U.S. citizen or legal permanent resident/green card <sup>3</sup> residing in the US at least three years.                                                                                                                                                                                                                                                                                                                                                       |
| <b>Tobacco Use</b>            | No use of tobacco or nicotine-based products in last 24 months.                                                                                                                                                                                                                                                                                                                                                                                                 |

<sup>1</sup>Multiple DUIs within 10 years will result in a decline. A single DUI within 2 years will result in a decline.

<sup>2</sup>Reckless/Negligent Driving: includes, but is not limited to, speeding  $\geq 30$  mph over the posted limit or speeding  $\geq 90$  mph

<sup>3</sup>Acceptable Green Cards include IR1, CR1, CR6, EB-1, EB-2, EB-3. Temporary visas E3, H1B, H4, K1, L1, L2 may also be considered. Additional green cards and visas may be available. Please contact your underwriter for individual consideration.

## Underwriting criteria: Standard classes

### Standard Plus (Non-Tobacco)

|                                |                                                                                                                                                                                          |
|--------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Aviation</b>                | Available, however may have flat extra or exclusion rider. Private pilots over age 70 require an aviation exclusion rider.                                                               |
| <b>Avocation</b>               | Available, however may have a flat extra.                                                                                                                                                |
| <b>Blood Pressure</b>          | Currently well controlled with or without treatment, with the average readings in the past two years not greater than 145/90.                                                            |
| <b>BMI</b>                     | <a href="#">See chart on page 7. →</a>                                                                                                                                                   |
| <b>Cholesterol</b>             | 120 - 300, with or without treatment.                                                                                                                                                    |
| <b>Chol/HDL Ratio</b>          | May not exceed 6.5 with or without treatment.                                                                                                                                            |
| <b>Driving History</b>         | No more than three moving violations in last three years. No DWI, DUI <sup>1</sup> , reckless/negligent driving <sup>2</sup> , license revocation or suspension in the last three years. |
| <b>Family History</b>          | No cardiovascular death of more than one parent before age 60.<br>CAD is disregarded for applicants over age 70 who don't use tobacco.                                                   |
| <b>Residency / Citizenship</b> | U.S. citizen or legal permanent resident/green card <sup>3</sup> residing in the U.S. at least two years.                                                                                |
| <b>Tobacco Use</b>             | No use of tobacco or nicotine-based products in last 12 months.                                                                                                                          |

### Standard (Non-Tobacco)

|                                |                                                                                                                                                                                    |
|--------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Aviation</b>                | Available, however may have flat extra or exclusion rider. Private pilots over age 70 require an aviation exclusion rider.                                                         |
| <b>Avocation</b>               | Available, however may have a flat extra.                                                                                                                                          |
| <b>Blood Pressure</b>          | Currently well controlled with or without treatment, with the average readings in the past two years not greater than 156/94.                                                      |
| <b>BMI</b>                     | <a href="#">See chart on page 7. →</a>                                                                                                                                             |
| <b>Cholesterol</b>             | 120 - 300, with or without treatment.                                                                                                                                              |
| <b>Chol/HDL Ratio</b>          | May not exceed 8.0 with or without treatment.                                                                                                                                      |
| <b>Driving History</b>         | No more than 4 moving violations in last three years. No DWI, DUI <sup>1</sup> , reckless/negligent driving <sup>2</sup> , license revocation or suspension in the last two years. |
| <b>Family History</b>          | No cardiovascular death of more than one parent before age 60.<br>CAD is disregarded for applicants over age 70 who don't use tobacco.                                             |
| <b>Residency / Citizenship</b> | U.S. citizen or legal permanent resident/green card <sup>3</sup> residing in the U.S. at least two years.                                                                          |
| <b>Tobacco Use</b>             | No use of tobacco or nicotine-based products in last 12 months.                                                                                                                    |

<sup>1</sup>Multiple DUIs within 10 years will result in a decline. A single DUI within 2 years will result in a decline.

<sup>2</sup>Reckless/Negligent Driving: includes, but is not limited to, speeding ≥ 30 mph over the posted limit or speeding ≥ 90 mph

<sup>3</sup>Acceptable Green Cards include IR1, CR1, CR6, EB-1, EB-2, EB-3. Temporary visas E3, H1B, H4, K1, L1, L2 may also be considered. Additional green cards and visas may be available. Please contact your underwriter for individual consideration.

## BMI chart

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### BMI and underwriting classifications

RiseTerm uses Body Mass Index (BMI) as a factor in its underwriting decisions. The chart below provides a clear view of how different BMI ranges align with specific underwriting classifications.

Contact your underwriting team for guidance on BMI values outside of this table.

| BMI           | Underwriting classification                                              |
|---------------|--------------------------------------------------------------------------|
| >48 - 55.49   | BMIs in this range may be rated or declined depending on age and gender. |
| 32.52 - 37.97 | Standard                                                                 |
| 30.22 - 32.51 | Standard Plus                                                            |
| 28.21 - 30.21 | Preferred                                                                |
| 18.51 - 28.2  | Preferred Plus                                                           |
| 18 - 18.5     | Standard                                                                 |
| <18 and ≥55.5 | Decline                                                                  |

**Note:** Ratings may differ for pregnancy, weight loss, and bariatric surgery.

## Declines and postpones

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### Transparent underwriting process

Our goal is to provide you and your clients with a quick, transparent underwriting process. To support that aim, we want to help you submit applications that are more likely to result in an offer and positive experience.

Below, we've listed common situations and medical impairments (admitted or discovered) that result in declines or postponements. Avoid submitting applications with these conditions unless you've spoken to our underwriting team ahead of time.

#### History of the following will not be considered:

- Acromegaly
- Acute adrenal insufficiency
- Acute respiratory failure in the last 3 years
- Addison's disease
- Alcohol abuse in the last 10 years
- Alcoholic, autoimmune, chronic, or toxic hepatitis or any hepatitis diagnosed in the last 6 months
- Amputation NOT due to trauma
- Angina in the last 2 years
- Aneurysm
- Anti-coagulant use in the past 12 months without specific diagnosis
- Any cardiac valve disorders, other than mitral valve prolapse
- Aortic valve murmur
- Brain hemorrhage
- Cancer in the last 10 years (other than non-melanoma skin cancer)
- Cardiac failure
- Cardiomyopathy or hypertrophy
- Cardiopulmonary edema
- Carotid artery disease
- Central sleep apnea
- Cerebral palsy
- Charcot Marie Tooth
- Chronic kidney disease
- Chronic liver disease
- Chronic pain with opioid use
- Chronic pancreatitis
- Chronic respiratory failure
- Cognitive disorders/dementia
- Coronary Artery Disease and/or Heart Attack
- Complete left bundle branch block
- Current pregnancy with complications or with history of past complications
- Disabled
- Drug Use/Abuse in the last 10 yrs (other than marijuana)
- Eating Disorders in the last 10 yrs
- Ehler's Danlos syndrome
- Endocarditis or myocarditis in the last 12 months
- Felony history in the last 10 yrs including probation/parole.
- Frequent or recent falls
- Gaucher's disease
- Growth hormone deficiency
- Heart Attack/CAD/Angioplasty/Coronary Thrombosis
- Hemophilia
- HIV positive
- Huntington's disease
- Implantable cardioverter defibrillator (ICD)
- Irregular heartbeat or palpitations caused by alcohol or drugs
- Leukemia, ever
- Liver or intracranial hemangioma
- Lymphoma, ever
- Marfan's syndrome
- Muscular dystrophy
- Paralysis
- Parkinson's disease
- Pending testing or investigation of any impairment without diagnosis
  - (Annual physical testing or normal preventative care acceptable)
- Pericarditis in the last 12 months
- Peripheral vascular disease
- Personality disorders
- Polycystic Kidney Disease
- Polymyositis
- Proteinuria in the last 12 months
- Pulmonary Embolism:
  - Any in the last 6 months
  - Vena cave filter
  - Three or more ever
- Pulmonary fibrosis
- Pulmonary hypertension
- Schizophrenia
- Scleroderma other than cutaneous
- Self-Harm in the last 10 yrs
- Sick sinus syndrome
- Sickle cell anemia
- Stroke
- Transplant recipient
- Uninvestigated hematuria (blood in urine)
- Uninvestigated syncope (fainting)

## Financial underwriting guidance

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### Financial underwriting focus

Our financial underwriting philosophy mirrors our general underwriting philosophy. We assess the whole individual and their risk when considering an application for coverage. This includes insurable interest at the time of application and the purpose of coverage.

Throughout the process, we seek to work as collaborators, not gatekeepers. If additional information is required, we'll reach out to you. If you have any questions about the process, please contact us.

The financial guidelines listed here represent some of the factors considered to justify the requested face amount. Individual aspects of each case determine the final amount of coverage that can be offered.

Providing answers to the questions below, any other key points and supporting documentation will help streamline the underwriting process:

- Does the owner, beneficiary, and/or premium payor have an interest in the continued life of the proposed insured?
- What is the reason for an uncommon owner, beneficiary or payor?
- What is the specific purpose of coverage or need being covered?
- How was the amount applied for determined?
- Are the premiums being paid for all life insurance coverage affordable in relation to the client's annual income in order to sustain the policy?
- Does the amount of insurance applied for correlate with the amount of financial loss to the owner/beneficiary?
- What is the total amount of life insurance with all carriers on the insured's life?
- Are any policies being replaced?
- Are there applications pending with other carriers?

### Financial underwriting requirements

#### Trust certificate

A Trust Certificate must be submitted prior to underwriting approval whenever a trust is the Policy Owner or Primary Beneficiary if:

- The proposed insured is over age 65 or the face amount is over \$1,000,000
- The agent is the trustee. A detailed explanation of the agent's relationship to proposed insured and beneficiaries in the trust must also be provided. A copy of the complete, executed trust may also be required.
- There are multiple or third-party trustees.

**Note:** Trust Certificate information is obtained during the Horizon digital application.

## Financial underwriting: Personal insurance

### Personal insurance

| Purpose                          | Guidelines                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Considerations                                                                                                                                                                                                                                                                                                                                           |               |     |     |       |     |       |     |       |     |       |     |       |    |     |    |                                                                                                                                                                                                                                                                                                                                                                               |
|----------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|-----|-----|-------|-----|-------|-----|-------|-----|-------|-----|-------|----|-----|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Income replacement               | <table><thead><tr><th>Age</th><th>Income factor</th></tr></thead><tbody><tr><td>&lt;30</td><td>40x</td></tr><tr><td>30-39</td><td>35x</td></tr><tr><td>40-49</td><td>25x</td></tr><tr><td>50-59</td><td>20x</td></tr><tr><td>60-64</td><td>10x</td></tr><tr><td>65-70</td><td>5x</td></tr><tr><td>71+</td><td>3x</td></tr></tbody></table> <p>The above are maximum income factors of which the underwriter may modify on a case-by-case basis, if the individual circumstances warrant such a change.</p> <p>For applicants age 71 or older who are still employed, we will individually consider income replacement using small multipliers.</p> | Age                                                                                                                                                                                                                                                                                                                                                      | Income factor | <30 | 40x | 30-39 | 35x | 40-49 | 25x | 50-59 | 20x | 60-64 | 10x | 65-70 | 5x | 71+ | 3x | <ul style="list-style-type: none"><li>Gross annual earned income</li><li>How the amount of insurance was determined</li><li>Amount of personal insurance coverage pending and in force with Banner Life and all carriers not being replaced</li><li>Verification of income such as tax returns (included those verified by 4506TEZ form) or W-2 forms may be needed</li></ul> |
| Age                              | Income factor                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                          |               |     |     |       |     |       |     |       |     |       |     |       |    |     |    |                                                                                                                                                                                                                                                                                                                                                                               |
| <30                              | 40x                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                          |               |     |     |       |     |       |     |       |     |       |     |       |    |     |    |                                                                                                                                                                                                                                                                                                                                                                               |
| 30-39                            | 35x                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                          |               |     |     |       |     |       |     |       |     |       |     |       |    |     |    |                                                                                                                                                                                                                                                                                                                                                                               |
| 40-49                            | 25x                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                          |               |     |     |       |     |       |     |       |     |       |     |       |    |     |    |                                                                                                                                                                                                                                                                                                                                                                               |
| 50-59                            | 20x                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                          |               |     |     |       |     |       |     |       |     |       |     |       |    |     |    |                                                                                                                                                                                                                                                                                                                                                                               |
| 60-64                            | 10x                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                          |               |     |     |       |     |       |     |       |     |       |     |       |    |     |    |                                                                                                                                                                                                                                                                                                                                                                               |
| 65-70                            | 5x                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                          |               |     |     |       |     |       |     |       |     |       |     |       |    |     |    |                                                                                                                                                                                                                                                                                                                                                                               |
| 71+                              | 3x                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                          |               |     |     |       |     |       |     |       |     |       |     |       |    |     |    |                                                                                                                                                                                                                                                                                                                                                                               |
| Dependent spouse or life partner | <p>A dependent or non-wage earning spouse or life partner is eligible for coverage generally up to the amount of personal insurance coverage of the working spouse or life partner.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                            | <ul style="list-style-type: none"><li>Dependent on household income</li><li>Amount of personal insurance coverage pending and in force with all carriers for working spouse/life partner and applicant</li><li>Other sources of income and amounts</li><li>Any special circumstances contributing to how the amount of coverage was determined</li></ul> |               |     |     |       |     |       |     |       |     |       |     |       |    |     |    |                                                                                                                                                                                                                                                                                                                                                                               |
| Charitable giving                | <p>Annual donation x number of years pledged</p> <p>OR</p> <p>Annual donation x earned income multiplier</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <ul style="list-style-type: none"><li>Contribution Record (confirming established history of giving to the institution/charity)</li><li>Other insurance needs must be met</li><li>Charitable giving statements</li></ul>                                                                                                                                 |               |     |     |       |     |       |     |       |     |       |     |       |    |     |    |                                                                                                                                                                                                                                                                                                                                                                               |
| Estate conservation/liquidity    | <p>Maximum amounts based on future value of the estate amount x estate tax rate (40%)</p> <p>General guidelines</p> <ul style="list-style-type: none"><li>Interest rates for future value from 5-10% (subject to individual consideration)</li><li>Growth spans based on the applicant's age and life expectancy to a maximum of 20 years</li></ul>                                                                                                                                                                                                                                                                                                | <ul style="list-style-type: none"><li>Net worth</li><li>How the face amount was determined (estate analysis)</li><li>Verification of assets and liabilities (such as broker dealer statements, CPA letter/audited statements, tax appraisals) may be needed</li></ul>                                                                                    |               |     |     |       |     |       |     |       |     |       |     |       |    |     |    |                                                                                                                                                                                                                                                                                                                                                                               |

## TIAA and Good Health Statement

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### Temporary Insurance Application and Agreement (TIAA)

Our agreement provides a limited amount of life insurance coverage, for a limited amount of time and is subject to specific terms, conditions and other limitations.

Temporary insurance cannot begin and no payment should be taken, if any question on the TIAA is answered "Yes" or left blank.

Maximum face amount for temporary insurance is \$1,000,000 for all pending applications. Maximum issue age is 70.

If, based on the terms of the TIAA, payment is made and accepted with the application, please be sure to:

- Read and answer all questions accurately
- Fully explain the terms of the agreement to the proposed insured and owner
- Fully complete the TIAA
- Secure proposed insured and owner signatures and date TIAA

Policies covered under the TIAA will receive a policy date equal to the issue date, unless an older date is requested.

**Note:** Underwriting can return the payment and remove temporary insurance at any time within the underwriting process. (Kansas exception: temporary coverage is limited to \$25k and will not be removed until a final decision has been made by underwriting.)

### Good Health Statement

**A Good Health Statement is required when:**

- The proposed insured is over age 70
- The application is approved on a substandard/rated basis
- Medical evidence is over 60 days
- Delivery is extended
- The policy is reissued
- An application previously closed, withdrawn or incomplete is reopened and approved
- Post-issue change request is to increase amount, policy duration, death benefit or an increase in our liability

If any change in the insured's health has occurred or if the insured has seen or consulted with a member of the medical profession, do not deliver the policy or collect any premium even if a premium was collected with the TIAA.



**Banner Life Insurance Company**  
Urbana, MD | 800-638-8428

RiseTerm policy form #ICC24-DTCV3, ICC23-DT1-SCH and state variations. After the end of the level term period, the face amount may be lower than \$100,000. Life insurance and retirement products are underwritten and issued by Banner Life Insurance Company, Urbana, MD and William Penn Life Insurance Company of New York, Valley Stream, NY. Banner Life products are distributed in 49 states and in D.C. William Penn products are available exclusively in New York; Banner Life is not an authorized New York insurer and does not do business in New York. Each company is solely responsible for its own financial and contractual obligations. Product guarantees are backed by the financial strength and claims paying ability of the issuing company. Policy coverage and features may not be available in all states and may vary by state. Exclusions and limitations may apply. Two-year contestability and suicide provisions apply. A one-year suicide provision applies in CO, MO, and ND. CN01092026-7

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