

UNDERWRITING

PruFast Track

**PUT YOUR
LIFE CLIENTS
ON TRACK TO
A QUICKER
APPROVAL**

FASTER AND EASIER UNDERWRITING

PruFast Track is Prudential's 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 applicants¹ who meet the following requirements:

- ▶ **Age:** 18 to 60
- ▶ **Face Amounts:** \$100,000 to \$1,000,000
- ▶ **Underwriting Category²:** Nonsmoker or better
- ▶ **Products³:** 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 70 from cancer, heart disease, or diabetes.
- ▶ No tobacco or nicotine use in past 5 years.
- ▶ 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
 - Rheumatoid arthritis
 - 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

¹ Multiple applications submitted on the same client at the same time are not eligible.

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

³ PruLife UL Plus and Survivorship products are not eligible.

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IMPORTANT

Be sure to set expectations with your client:

- Encourage your client to complete the phone interview as soon as possible.
- Prepare your client for the exam, even if they appear eligible for an Accelerated decision.
- 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 phone interview and receipt of the Medical Information Bureau Authorization.



1

Submit Part 1 of the Application

- Utilize an electronic method (Xpress Quick form or Fast App) to submit Part 1 information.
- The Client will receive an automated message within 48 hours with instructions needed to complete the phone interview (if Xpress Quick Form is used) or will be contacted directly by EMSI (if Fast App is used).



2

Collection of Remaining Application Information

- Phone 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.

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, Term Elite, 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. PruTerm WorkLife 65SM is issued by Pruco Life Insurance Company, except in New York, where it is currently unavailable. PruLife® Return of Premium Term is issued by Pruco Life Insurance Company except in New Jersey and New York, where the issuer is 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. [(Firm XYZ) is an independent organization and is not an affiliate of Prudential Financial.]

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FAQs

PruFast Track

What is PruFast Track?

PruFast Track is Prudential's underwriting process that allows for an Accelerated decision for clients who are applying for individual life insurance within specific eligibility criteria. It's a more customized approach than traditional underwriting. Requirements are based upon an evaluation of the client information, not just age and coverage amount.

It's a more streamlined process as well. The initial submission can be made via worksheet or drop ticket, and the client then completes the remainder of the application via a telephone interview.

The PruFast Track process determines the client's underwriting path. The speed of the PruFast Track process depends on completion of the phone interview and receipt of the Authorization. Accelerated cases will be approved within hours or days. Cases that do not qualify for the Accelerated path will generally follow our traditional process. Either way, the producer will be notified about the specific underwriting path and information required.

Who's eligible?*

PruFast Track eligible individuals are age 18 – 60, applying for coverage amounts of \$100,000 to \$1,000,000. In general, younger and healthier clients are more likely to follow the Accelerated path, although some minor medical conditions and/or non-medical issues are allowed.

PruFast Track is available on most of Prudential's term and permanent life insurance products, but not available on survivorship products. Applications with underwriting category quoted of Preferred Smoker, Smoker, or Special Class rating are not eligible.

*Multiple applications submitted on the same client at the same time are **not** eligible.

What types of data are used?

We work with third-party vendors to gather and/or verify the following information:

- Client identification
- Fraud and insurance history
- Prescription history
- Motor-vehicle records

Will my clients be required to complete a phone interview for PruFast Track?

Yes. The phone interview is required to collect personal, medical, and family information.

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Prudential
 Bring Your Challenges®

The entire interview should take approximately 20 – 30 minutes. To help clients prepare, provide them with a copy of the brochure, *Prepare For Your Phone Interview and Medical Exam (0248141)*.

We determine the need for and then order exam requirements (if necessary) after the phone interview is completed and the Authorization is received; therefore, it is important to have the client complete the interview shortly after the case is submitted.

How can I expedite the Exam ordering for clients that won't qualify for the Accelerated underwriting path?

If the Agent's Report reflects a quoted rating class of Preferred Smoker, Smoker, or Substandard (excluding temporary/flat extras), the case will not be eligible for PruFast Track and age and amount exam requirements will be ordered when the case is submitted.

How long does it take to receive an underwriting decision?

Individuals who qualify for the Accelerated path may receive a decision within a few days, possibly on the same day. Individuals who require Full Underwriting or an Attending Physician's Statement will receive a decision once all requirements are received (normal cycle time).

Why would my client receive an Accelerated decision?

The PruFast Track process is based on a statistical model. We studied clients who had been approved for our top three risk classes (Preferred Best, Preferred Non-Tobacco, and Non-Smoker Plus) in the past to determine what characteristics they had in common. Those clients who have similar characteristics as determined by the model will be put on the Accelerated path. Clients who do not follow the Accelerated path can still qualify for our top three risk classes.

Why would my client require exam requirements or an APS?

There are several reasons why a case may need an additional underwriting requirement. For example, the client:

- Did not have enough similar characteristics consistent with past clients who received our best three risk classes.
- Did not meet the underwriting guidelines for Preferred Best, Preferred Non-Tobacco, or Non-Smoker Plus. This includes people who are current smokers or who admit to tobacco use in the past year, have a BMI outside the preferred guidelines, etc.
- Is age 50+ and/or is applying for amounts of \$500,000 and up. (Where past decisions have relied more heavily on lab results, an Accelerated decision is less likely.)
- Has a significant and/or undisclosed health history, an adverse driving record, concerns with identity, and/or undisclosed medications.
- Is randomly selected for Full Underwriting. The random sample is designed to monitor the quality of the statistical model to ensure consistent mortality results.

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Have Prudential's underwriting guidelines changed?

No, PruFast Track uses the same underwriting guidelines as traditional underwriting, therefore, the risk class decision for PruFast Track and traditional underwriting will be the same.

Could the exams and labs result in a worse risk class decision?

We strive for consistent results in our underwriting decisions regardless of the application process; however, if the insurance exam provides information not otherwise available this may result in a worse risk class.

What will happen if my client requests a change after an Accelerated underwriting decision is made?

Depending on the nature of the change a medical exam may be required. For example, if the client requests an increase in face amount, there is a high likelihood that a medical exam will be required. Therefore, the initial application should reflect the client's intention.

Are replacement cases eligible for PruFast Track?

Yes, provided all state-specific requirements are satisfied.

Can my client apply for an additional policy after receiving an Accelerated decision on a PruFast Track case?

Yes, but additional exam requirements will likely be required.

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.

Life insurance is issued by The Prudential Insurance Company of America, Pruco Life Insurance Company (except in NY and/or NJ), and Pruco Life Insurance Company of New Jersey (in NY and/or NJ). All are Prudential Financial companies located in Newark, NJ.