Give yourself an edge in the business insurance market

Your guide to underwriting and submitting multi-life cases
For help underwriting your multi-life case, call Nationwide® Business Solutions Group at 1-877-351-8808.
Rely on our business life insurance specialists

When you’re competing for a multi-life case, it’s important to work with a team that can match your pace and provide critical support when you need it. That’s just what you get with our Nationwide Business Solutions Group:

• A leader in the business insurance market for over 20 years
• Providing services to over 1,000 businesses — many in the Fortune 1000
• More than 51,000 business-owned policies in force¹
• Over $17.9 billion in assets under management¹

So take advantage of the support we can provide you, beginning with this guide to our multi-life underwriting requirements and streamlined process.

¹ Nationwide’s Prefix Reporting System as of Dec. 31, 2017.
Underwriting made easier

You have much more to manage with a business insurance case. That’s why we keep things simple and limit our underwriting process to just two steps for you:

1 Send us your underwriting request.

- Complete our Nonqualified Benefits Client Questionnaire (Form #CLM-0491AO) with your Nationwide Business Solutions Group wholesaler; tell us about your client, the plan, replacement information, the type of underwriting desired\(^2\) and the insurance product you’ll use
- Include a census of the executives the plan will cover; for each one, list name, title and salary, date of birth, age, sex, tobacco status, death benefit amount and premium amount
- Email both documents to your Nationwide Business Solutions Group wholesaler or fax them to 1-855-677-2357

2 Watch for our offer letter.

- We’ll send you an offer letter for all Guaranteed Issue and Simplified Issue cases; it will summarize your case and highlight the initial face amounts available, the illustration features to note and any qualifying conditions for eligible participants
- Our underwriting offer will remain valid for 90 days; if you decide to submit the case to another carrier for consideration or the case parameters change, we reserve the right to reconsider our position

\(^2\) Refer to Pages 9 – 11 for a walk-through of the new business process.
Please remember:

• The general guidelines on the following pages are there to help you design and prepare your case; please contact one of our wholesalers to discuss the specifics of your case, even if it falls outside of these guidelines

• The limits you’ll see are for reference only; the actual offer we extend will depend on the specifics of your case and the availability of reinsurance, and we’ll outline all of that in the offer letter we send you
Choosing the underwriting for your case.

When you complete the underwriting client questionnaire for your case, you’ll indicate what type of underwriting you desire. Depending on the case design, size of the insured group and amount of premium, a number of options are available. To help you select from among them, we’ve included the following guidelines.

Guaranteed Issue (GI)

In many cases, we can offer your business client Guaranteed Issue underwriting, where a consent form — without medical questions — is all we need for underwriting.

<table>
<thead>
<tr>
<th>Minimum number of lives</th>
<th>Maximum face amount Number of lives</th>
<th>Potential death benefit multiple per life</th>
<th>Insurability</th>
<th>Eligibility</th>
<th>Rate classes</th>
<th>Additional underwriting details</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>10 – 19</td>
<td>$40,000 – $50,000 per proposed insured</td>
<td>Ages 21–65³</td>
<td>Employee/employer relationship</td>
<td>Nontobacco Standard</td>
<td>Premium or death benefit must be formula-based</td>
</tr>
<tr>
<td></td>
<td>20 – 49</td>
<td>$50,000 – $60,000 per proposed insured</td>
<td>Working at least 30 hours per week</td>
<td>Clearly defined group of employees in compliance with the requirements of IRC Sec. 101(j) 85% participation</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>50+</td>
<td>$60,000 – $70,000 per proposed insured</td>
<td>Not hospitalized (in the 90 days prior to consent and issuance of coverage)</td>
<td>U.S. citizen or permanent resident of U.S.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: The maximum total specified amount is $5 million.

³ Ages 66–70 are considered based on plan design and need.
Modified Guaranteed Issue (MGI)

Modified Guaranteed Issue is an option for certain cases that qualify for Guaranteed Issue consideration but are outside the Guaranteed Issue guidelines. It is generally available only for corporate-owned arrangements.

<table>
<thead>
<tr>
<th>Minimum number of lives</th>
<th>Maximum face amount</th>
<th>Insurability</th>
<th>Eligibility</th>
<th>Rate classes</th>
<th>Additional underwriting details</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Number of lives</td>
<td>Potential death benefit multiple per life</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>5 - 9</td>
<td>$50,000 per proposed insured</td>
<td>Ages 21-65</td>
<td>Employee/employer relationship</td>
<td>Nontobacco Standard</td>
</tr>
<tr>
<td></td>
<td>10 - 19</td>
<td>$65,000 per proposed insured</td>
<td>Working at least 30 hours per week</td>
<td>Tobacoo Standard</td>
<td>Premium or death benefit must be formula-based</td>
</tr>
<tr>
<td></td>
<td>20+</td>
<td>$80,000 per proposed insured</td>
<td>Not hospitalized</td>
<td></td>
<td>We require:</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Note: The maximum total specified amount is $5 million.</td>
<td>(in the 90 days prior to consent and issuance of coverage)</td>
<td></td>
<td>- MIB</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Not absent for four or more days due to any illness or injury</td>
<td></td>
<td>- Script check</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>(in the 90 days prior to consent and issuance of coverage)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>U.S. citizen or permanent resident of U.S.</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>Consent form includes one short medical question</td>
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</tr>
</tbody>
</table>
Simplified Issue (SI)

Simplified Issue is an option for cases that don’t meet the criteria for either Guaranteed Issue or Modified Guaranteed Issue underwriting. We review plan participants individually based on limited underwriting requirements and approve them on a standard or rated basis, or, in some cases, we may need to either pivot to Regular Issue or deny coverage.

<table>
<thead>
<tr>
<th>Minimum number of lives</th>
<th>Maximum face amount</th>
<th>Potential death benefit multiple per life</th>
<th>Insurability</th>
<th>Eligibility</th>
<th>Rate classes</th>
<th>Additional underwriting details</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>3+</td>
<td>$100,000 to $200,000 per proposed insured</td>
<td>Ages 21–65&lt;sup&gt;3&lt;/sup&gt; Working at least 30 hours per week Not hospitalized (in the 90 days prior to consent and issuance of coverage) Not absent for four or more days due to any illness or injury (in the 90 days prior to consent and issuance of coverage) U.S. citizen or permanent resident of U.S.</td>
<td>Employee/employer relationship Clearly defined group of employees in compliance with the requirements of IRC Sec. 101(j) 85% participation</td>
<td>Nontobacco Standard Tobacco Standard</td>
<td>Premium or death benefit must be formula-based Up to $1 million, we require: - MIB, MVR - Script check - APS for cause Over $1 million, we also require: - BCP/HOS</td>
</tr>
</tbody>
</table>

<sup>3</sup> Ages 66 – 70 are considered based on plan design and need.

Regular Issue (RI)

There’s still another option. Regular Issue is available for business cases that don’t meet the criteria for our other underwriting options. In that instance:

- We review the potential insureds individually based on Nationwide’s full underwriting requirements
- We also have the ability to offer Preferred and Preferred Plus rates (not available for all products)

Call our Nationwide Business Solutions Group at 1-877-351-8808 with your Regular Issue underwriting questions, too.
A streamlined new business process

Once you sell a case, there’s still a lot of work to do. But you can count on us to help you get it done much more easily. We provide you with a new-business coordinator, who will guide you through the following six-step process that we developed based on our years of experience working with advisors like you.

1. We confirm licensing and appointments.
   After our underwriter sends you the offer letter, the new-business coordinator will verify that all brokers are licensed and appointed in all the states where the business could be sold.
   Note: Licensing and appointments with Nationwide must be in place before you complete applications and related paperwork.

2. We send the new-business paperwork.
   After confirming the licensing and appointments, your new-business coordinator will email the new-business paperwork to you.
You complete and return the paperwork.

- Throughout this part of the process, your new-business coordinator will maintain contact with you to offer guidance and answer questions.
- When you’re ready, you should email or fax all materials directly back to your new-business coordinator’s attention; again, our fax number is 1-855-677-2357.
- At this time, these products are not supported on PaperClip or Uconnect.
- If you would like to, you may also mail the materials to us at:

  Nationwide Business Solutions Group
  Attn: New Business
  One Nationwide Plaza, 1-11-401
  Columbus, OH 43215

### New-business submission and good-order requirements

<table>
<thead>
<tr>
<th>Guaranteed Issue</th>
<th>Simplified or Regular Issue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master application[^1]</td>
<td>Full application[^1] with appropriate requirements as determined by underwriting</td>
</tr>
<tr>
<td>Acknowledgment of Internal Revenue Code Section 101(j)</td>
<td>Acknowledgment of Internal Revenue Code Section 101(j) (if applicable)</td>
</tr>
<tr>
<td>Variable supplement[^1] (if applicable)</td>
<td>Variable supplement[^1] (if applicable)</td>
</tr>
<tr>
<td>Commission election form (if applicable)</td>
<td>Commission election form (if applicable)</td>
</tr>
<tr>
<td>Consent forms[^1] — signed within 90 days of case submission</td>
<td>HIPAA authorization form[^1]</td>
</tr>
<tr>
<td>1035 exchange forms and replacement forms[^1] (if applicable)</td>
<td>1035 exchange forms and replacement forms[^1] (if applicable)</td>
</tr>
<tr>
<td>Illustration</td>
<td>Illustration</td>
</tr>
<tr>
<td>Insurance schedule</td>
<td>HIV consent form (if applicable)[^1]</td>
</tr>
</tbody>
</table>

[^1]: State-specific form.
4. We make sure we have everything we need.

- Your new new-business coordinator will review the paperwork and verify that it's in good order; he or she will let you know if anything is missing.
- Medical underwriting will be requested, if needed.

5. You submit the premium.

- Your new new-business coordinator will confirm that we're ready to receive the premium at Nationwide.
- Include a roster with each payment to show how much premium we should apply for each proposed insured (contact your new-business coordinator if you need assistance creating the roster).
- Send the premium via wire (instructions available upon request) or send check to:
  
  Nationwide Business Solutions Group  
  Attn: New Business  
  One Nationwide Plaza, 1-11-401  
  Columbus, OH 43215

6. We issue and mail the policies to you.

- Your new-business coordinator will issue the policies and assemble them into policy binders or compact discs (available upon request).
- He or she then sends them to you for delivery and works with you until we receive all delivery requirements.
This guide should help as you move forward with your business case, but nothing beats talking to a business insurance specialist. Call our Nationwide Business Solutions Group now at 1-877-351-8808.