



Nationwide[®] Intelligent Underwriting

Streamlined. Simple. Smart.

Your step-by-step guide



What is **Intelligent Underwriting?**

Nationwide® Intelligent Underwriting is a streamlined approach to the life insurance application process — one that will greatly save time for you, your staff and your clients.

Intelligent Underwriting:



Reduces the time needed to reach an underwriting decision



Eliminates the need to talk to clients about their personal medical history



Minimizes the number of attending physician statements needed



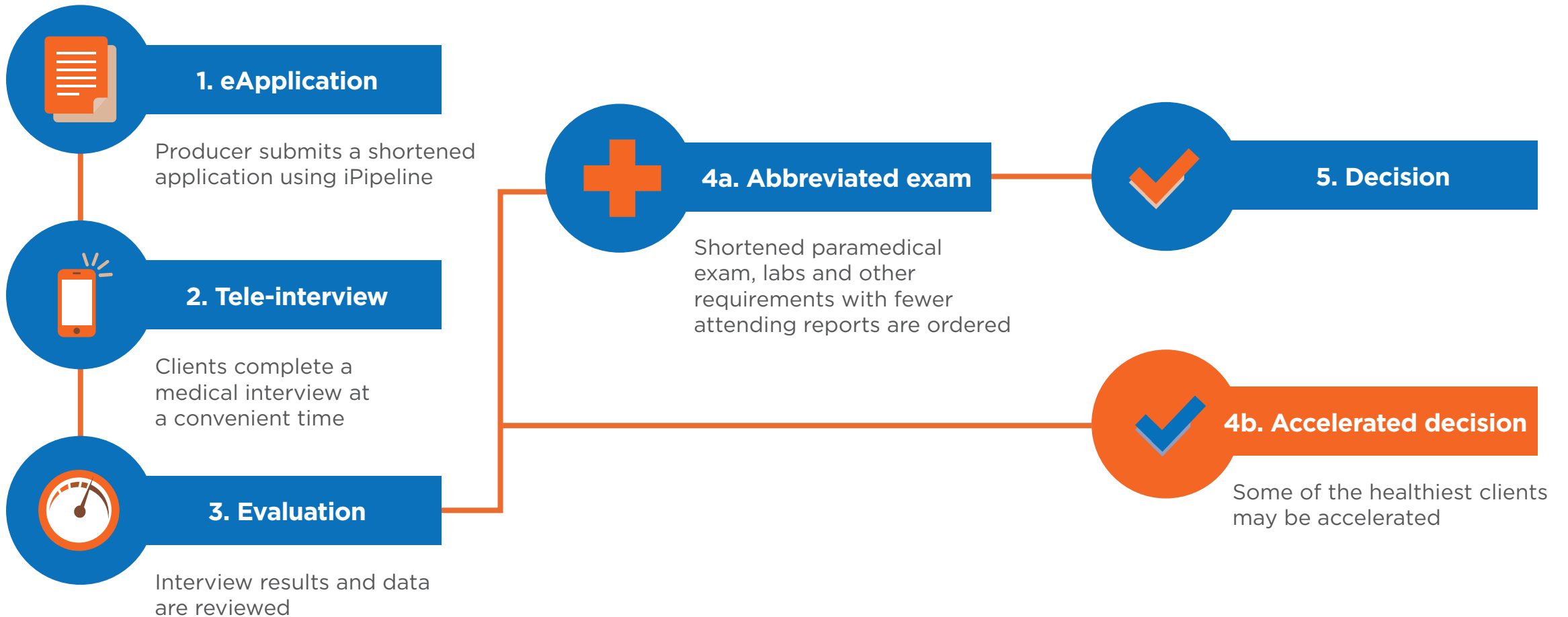
Shortens paramedical exams — or completely eliminates them for those who qualify for acceleration¹



Cuts down the amount of time you and your staff spend on paperwork

¹ U.S. citizens and permanent residents (10-year green card status) ages 18–60 applying for face amounts of \$100,000 to \$1 million are eligible for possible acceleration. Some clients may not be accelerated if sufficient information isn't gathered.

Here's how it works:





Step 1: eApplication

Our streamlined eApplication is available through iPipeline.

To access the application:

1. Visit nationwidefinancial.com to access the **Nationwide Sales and Service Center**
2. Log in to **iPipeline** and select **Start a New Case** to begin the life application process
3. In the application setup, select **Intelligent Underwriting**

After completing the eApplication with your client, eSign, review and electronically submit the application.

Be sure to check with your firm to see if Nationwide Intelligent Underwriting is approved for use.



Step 2: **Tele-interview**

Once you've completed the eApplication, your client can complete the tele-interview immediately or select a more convenient time.

The benefits:

- Eliminates the need for you to talk with clients about their medical history
- Turns the interview over to our medical professionals, who can complete the tele-interview in more than 200 languages, including Mandarin and Spanish
- Streamlines the interview process for your client to an average of less than 30 minutes (depending on your client's history and readiness for the call)



Step 3: **Evaluation**

Your client's interview results and data are reviewed.

Step 4a: **Abbreviated Exam**

After completing the interview, the results are evaluated and some clients may need to complete a shortened paramedical exam.

The benefits:

- Labs are automatically ordered by Nationwide
- Exam times are shortened
- Fewer attending physician reports are needed



Step 4b: **Accelerated decision**

For some of your healthiest clients,¹ an underwriting offer will be made immediately after **Step 3** (Evaluation) without the need for a shortened paramedical exam or labs.¹



Step 5: **Decision**

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Intelligent Underwriting summary



- Eliminating certain requirements
- Reducing follow-ups
- Streamlining the process

More time to focus on complex cases
and growing your business

Intelligent Underwriting

Streamlined. Simple. Smart.



To learn more about how easy it can be to submit your policies with Intelligent Underwriting, visit us at NationwideFinancial.com/IU or call us at **1-866-678-LIFE (5433)**.



Nationwide Intelligent Underwriting is subject to state and firm approvals.

Products are issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

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