

Primerica Life Underwriting Process

First and foremost, you have taken a big step in securing your family's financial security. I sincerely appreciate your trust in me to help you with such an important matter. I promise you, my follow-up habits will be a refreshing change from what you have become accustomed to in the past. My goal now is to provide excellent service so that you will have no reservations in referring others to me who have similar needs as yours.

Please be patient throughout this process. We will be working to get through the underwriting process as quickly as possible. Most policies are issued within 4 – 8 weeks, but it is not unheard of that a policy might take up to 3 months to be finished. There are many factors that determine how quickly your policy is issued, such as: the extent of your medical history, how expediently your doctor responds to our request for your medical data, how soon you are able to get your blood work submitted, etc. Remember, you will not be making any premium payments while your policy is still in the middle of underwriting.

What if we are **REPLACING** your current coverage?

If you are replacing a current policy you **MUST NOT CANCEL** your existing coverage, as you may not get coverage with Primerica Life. You will have signed a replacement disclosure form that is required by law and must be mailed to your current life insurance provider. This form (even though it *does not cancel your policy*) will often generate a phone call from your old agent, and **his/her goal will be to convince you to keep his/her plan**. A simple way to handle this phone call might sound something like this, *"We decided to go with something that suits our family a little better, but thanks for calling."* You may also just have him/her call me and I can politely handle the call for you. Either way, please notify us if any areas of concern arise during this process and we will walk you through it.

The underwriting is a 5-step process:

Step 1: Complete application with 1st month's premium. The money that is collected when the application was completed pays for all the underwriting time (4 - ? weeks) and also your first 30 days of policy coverage. You WILL NOT have another premium due until your policy has been in force for 30 days. If you are paying annually or quarterly then your next premium will be due accordingly.

Step 2: For certain types of coverage Primerica Life will need you to submit a blood or urine sample (in some cases an exam, complete with E.K.G, may be required) depending on your age and coverage. The company that does our paramedical work is called APPS and they will be calling you to set up a convenient time to come out to your home to collect the necessary requirements. If you need to reach them for any reason the number is 1-800-727-2101.

Step 3: A phone interview is usually required; the interview is handled by a separate company NOT PRIMERICA and the purpose is to make sure the coverage is appropriate and that you are a real, living person. If they can't reach you on the phone, we will need you to call in at your leisure and take care of the quick (10 minute) interview. The toll-free phone number to reach them is 1-800-727-2101.

Step 4: Primerica Life will be acquiring your medical information and history from your doctor(s); this can take a short while, or a lot of time depending on how much history you have and also on how fast your doctor is at getting us the info. If Primerica Life discovers that your height & weight, driving/criminal record or your over-all health is different than first anticipated, your premium could go up or down from your agent's original quote. In the event that your premium goes up we will make every attempt to get your policy back to an affordable range for you. If Primerica Life determines that you are not eligible for the coverage they will mail your premium back to you with a letter explaining the decision.

Step 5: Once all of the requirements have been met and Primerica accepts you as a good risk, your policy is either mailed to your agent's office and he/she will deliver it to you personally or e-mailed it to you if requested. Either way, your agent will be there for you and answer any questions you may still have.