An Easier Approach to IDI Applications

Simplified Underwriting for You and Your Customers
The Standard offers a simplified approach to underwriting Platinum Advantage and Business Overhead Protector® individual disability insurance applications if certain criteria are met.

Simplified Underwriting removes the requirement of lab tests and income documentation¹, which streamlines the underwriting process and often results in quicker policy placement.²

Simplified Underwriting Is Automatic
Nothing is needed from you to initiate Simplified Underwriting. If the application meets the requirements, it will automatically be submitted for Simplified Underwriting.

24 Hour Service Commitment
If the application qualifies for Simplified Underwriting, you’ll choose one of the following for your client to provide and complete their employment, income and medical information.

- The Electronic Medical Questionnaire³ lets clients provide their information in an online questionnaire.
- TeleApp allows clients to give their information in a scheduled, phone-based interview.

After your client completes the Full Underwriting Application Supplement, either with a completed Electronic Medical Questionnaire or TeleApp, the underwriter will provide a decision or case status within 24 hours of receiving both the application and the supplement at The Standard.

<table>
<thead>
<tr>
<th>Product</th>
<th>Employee Type</th>
<th>Issue Age</th>
<th>Maximum Issue From The Standard</th>
<th>Maximum Participation With Other Carriers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Platinum Advantage</td>
<td>Business Owners</td>
<td>18-50</td>
<td>$6,000</td>
<td>$10,000</td>
</tr>
<tr>
<td></td>
<td>Non-Owner Employees</td>
<td>18-50 (excluding CA)</td>
<td>$10,000⁵</td>
<td>$10,000</td>
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<tr>
<td></td>
<td></td>
<td>18-50 (CA only)</td>
<td>$6,000⁵</td>
<td>$10,000</td>
</tr>
<tr>
<td>Business Overhead Protector</td>
<td>Business Owners</td>
<td>18-50</td>
<td>$10,000</td>
<td>$10,000</td>
</tr>
</tbody>
</table>

An applicant may apply for both Business Overhead Protector and Platinum Advantage using Simplified Underwriting for a combined maximum benefit amount of $16,000.

For producer use only.
Not for use with consumers.
Simplified Underwriting Criteria

The Electronic Medical Questionnaire Option
Start your client’s questionnaire to provide employment, medical and other information — all in the eApp system. Get the details to prepare your client or start the Electronic Medical Questionnaire for your clients.

TeleApp Option
For more information, please see the TeleApp Instructions and TeleApp Overview for Producers.

Eligible Occupation Classes
Occupation classes listed 2A/2P and higher in the The Standard's IDI Product Guide are eligible for Simplified Underwriting.

The Standard's underwriters determine occupation classes for Simplified Underwriting using the earned income and occupation duties indicated in each application.

Available Riders
All riders usually available are available with Simplified Underwriting.

Waiting and Benefit Periods Available
All waiting and benefit periods usually available with Platinum Advantage are available with Simplified Underwriting. Not all waiting and benefit periods are available in every state.

Discounts
All discounts usually available are available with Simplified Underwriting. However, those applying for the Business Owner Discount must provide two years of tax returns.

Business Owner Applications
Simplified Underwriting is not available to business owners who have been in business for less than one year. Owners in business less than one year may qualify under the New-In-Practice Limits published in the Special Occupations and Business Owner Rewards sections of the The Standard’s IDI Product Guide. Business owners may also be considered for the Business Owner Rewards program by submitting two years’ tax returns.

Please note: If an application does not meet one or more of the criteria above, the application will be underwritten using traditional underwriting.

Simplified Underwriting may be requested even if a full application has been submitted. In this case, you can order the Electronic Medical Questionnaire or TeleApp. Please notify your client that they will be asked questions already answered on the previously submitted application.

1 In California, income documentation must be submitted to include the Benefit Increase Rider in the policy.
2 The Standard’s underwriters will continue to evaluate applications based on all information available, including pending or prior applications. The Standard reserves the right to rate, modify, exclude or decline coverage. Prescription and MIB records will be requested for each application. The Standard may also order other information based on admitted history or other findings.
3 The Electronic Medical Questionnaire is not available for your customers residing in CA, FL, MT, NY, ND, SC, SD and WY.
4 This maximum includes all IDI, existing and applied for, with The Standard.
5 Physician residents can apply for up to issue and participation limits with financial documentation.