An Easier Approach to IDI Applications

Simplified Underwriting for You and Your Customers

The Standard offers a simplified approach to underwriting Platinum Advantage, Protector Platinum\(^{SM}\), Protector Essential\(^{SM}\) and Business Overhead Protector\(^{SM}\) individual disability income insurance applications if certain criteria are met.

Simplified Underwriting removes the requirement of lab tests and income documentation, which streamlines the underwriting process and often results in quicker policy placement.\(^1\)

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.

48 Hour Service Commitment

If the application qualifies for Simplified Underwriting, an underwriter will provide a decision or case status within 48 hours of receiving both the application and completed TeleApp interview at The Standard.

Simplified Underwriting Criteria

TeleApplications Required

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

Maximum Benefit Amounts

<table>
<thead>
<tr>
<th>Product</th>
<th>Age</th>
<th>Maximum Issue From The Standard(^3)</th>
<th>Maximum Participation With Other Carriers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Platinum Advantage</td>
<td>18-45</td>
<td>$6,000(^3)</td>
<td>$10,000</td>
</tr>
<tr>
<td>Protector Platinum</td>
<td>46-50</td>
<td>$3,000</td>
<td>$10,000</td>
</tr>
<tr>
<td>Protector Essential</td>
<td>50+</td>
<td>Ineligible</td>
<td>Ineligible</td>
</tr>
<tr>
<td>Business Overhead Protector</td>
<td>18-50</td>
<td>$10,000</td>
<td>$10,000</td>
</tr>
</tbody>
</table>

A Business Overhead Protector policy may be added to a Platinum Advantage, Protector Platinum or Protector Essential policy for a combined maximum benefit amount of $16,000 for applicants aged 18-45 and $13,000 for those aged 46-50.

1 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. A Script Check and MIB will be conducted for each application. The Standard may also order medical records and other information based on admitted medical history, Script Check or MIB findings.
2 This maximum includes all IDI, existing and applied for, with The Standard.
3 Maximum issue may be up to new-in-practice limits for physician and dental residents and fellows age 18-45 within six months before or after completing their training.
Eligible Occupation Classes
Occupation classes listed 2A/2P and higher in the The Standard’s IDI Online Reference 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.

The Future Purchase Option Rider is an optional rider available with Protector Platinum and Protector Essential policies. The FPO is available with a pool amount limit of $4,000, including any FPO pool available to the applicant through existing policies with The Standard. For example, if an applicant currently owns another policy with The Standard that has an unused $3,000 FPO pool, the remaining FPO amount he or she can apply for using Simplified Underwriting would be $1,000. In this example, any amount of FPO greater than $1,000 would result in the case being underwritten using traditional underwriting.

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

Discounts
All discounts usually available with Platinum Advantage, Protector Platinum, Protector Essential and Business Overhead Protector 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 Online Reference 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, a TeleApp will be ordered. Please notify your client that they will be asked questions already answered on the previously submitted application.