

EVIDENCE OF INSURABILITY REQUIREMENTS FAQ (UPDATED MARCH 2021)

Summary:

We are extending the Evidence of Insurability Requirements Temporary schedule till April 30, 2021. The [temporary schedule can be found on EquiNet](#).

In March 2020 we introduced changes to our evidence of insurability requirements that eliminated the automatic need for medical testing for life insurance amounts up to \$1,000,000 for ages 45 and under (and temporarily for ages 50 and under). Our applications and illustration system were updated to reflect the new permanent limits and were made available on September 12, 2020. However, temporary changes to evidence of insurability requirements introduced due to COVID-19 have been extended to April 30, 2021 and will not be reflected in the software updates released on September 12.

Q Why is my client being asked to complete medical evidence?

- A**
- While our new evidence of insurability schedule doesn't automatically require medical testing for insurance amounts up to \$1million, we still need to order requirements on a small number of cases. This practice of testing was not able to be fulfilled when paramedical services were temporarily stopped due to COVID-19 but is now in place.

Q Why are medical requirements needed for my client?

- A**
- The need for additional testing could be based on information in the application, random selection or selection based upon an algorithm. Should any issues arise, we will contact you to discuss with your client accordingly.

Q When was this communicated to Advisors?

- A**
- A communication was sent from Equitable Life Marketing to all advisors and distribution partners notifying of this new process on August 31, 2020. Please refer to the What's New section of EquiNet for more information on this process or contact your Regional Sales Manager for further information.

Q I did not receive an email follow-up reminding me of this new outstanding requirement for my client. Why?

- A**
- An email from Equitable Life would have been sent from your Case Manager or Underwriter when this requirement was first identified and our EquiNet system indicates that this requirement is outstanding. Automatic follow up email reminders on requirements that continue to be outstanding are not currently in place.

Q I'd like to request an exception for the medical evidence to be waived in this particular case for my client.

- A**
- Unfortunately, we will not be able to provide an exception to waive medical evidence on a case that has been asked to provide it.

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