

UNDERWRITING REQUIREMENT CHANGES - TRANSITION RULES

Effective November 16, 2017 to November 24, 2017

WHAT'S NEW

We've increased our preferred term underwriting minimum from \$250,000 to \$500,000.

Medical evidence is no longer required on life insurance under \$500,000 up to and including age 45, and on critical illness insurance under \$100,000 up to and including age 50.

Please reference our revised [1343: Evidence of insurability schedule](#) (dated 2017/10/16) for details.

To make the transition as smooth as possible, please take a moment to review the following rules.

PROCESSING YOUR APPLICATION

All impacted applications for new business or policy changes that are signed and received at our Waterloo head office will be handled as follows:

Applications received at H.O.	What will happen?
Up to and including Friday, November 24, 2017 at 11:59:59 p.m.	You will have the option to: <ol style="list-style-type: none">1. Continue to order medical evidence and apply for preferred term rates for life insurance amounts of \$250,000 and more, or2. Follow the new requirements and only order medical evidence when specified in the updated Evidence of insurability schedule. Preferred rates will not be available for life insurance amounts less than \$500,000.
Commencing at midnight Saturday, November 25, 2017	All life and critical illness insurance applications will be processed based on the new requirements specified in the updated Evidence of insurability schedule

EZCOMPLETE & PAPER APPLICATIONS

The medical requirements shown in *EZcomplete* applications will not be updated to the new medical requirements until November 25, 2017. Until that time, you will have the choice to either ignore those requirements and follow the new schedule, or continue to request medical evidence as set out in the *EZcomplete* online application. Please **indicate in the special instructions section that you wish to follow the OLD requirements**. If medical requirements are ordered, Equitable Life is obligated to accept and review them. Equitable Life will underwrite based on evidence results.

351 SHORT FORM APPLICATION DISCONTINUED

Form *351: Short form application for single life term insurance* has been discontinued. Going forward, please use *EZcomplete* for the most efficient processing of term applications. If you need to use a paper application, please use form [350: Application for life and/or critical illness insurance](#).

ILLUSTRATION SOFTWARE WAS UPDATED OCTOBER 16, 2017

Equitable Life's illustration software was updated October 16, 2017 to include the new \$500,000 minimum for preferred underwriting on term plans and riders. Visit the [Equitable Sales Illustrations](#) page for information on how to download or check for updates.

BACK-DATING

Back-dating up to 6 months (3 months for CI) to save age is permitted for new business and policy changes.

- New medical evidence requirements will apply to applications received after November 24, 2017 regardless of whether coverage is backdated to save age after this date.
- All back premiums must be paid to save age.

WHO TO CONTACT FOR MORE INFORMATION

Contact your Regional Sales Manager for more information on these changes and other sales ideas. If you require clarification on administrative details, please contact your Equitable Life Regional Service Representative:

Western (BC, AB, SK, MB)

1-888-939-7788

western-service@equitable.ca

Eastern (ON, QC, NB, NS, PE, NF)

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