

Why F&G recommends illustrating most clients at standard rates

For most clients, F&G recommends illustrating at standard rates.

While this doesn't apply to clients with known medical conditions, the recommendation does apply in most other cases.

Why?



Best-class underwriting

We will always underwrite and approve your clients at the best possible class. You don't need to ask.



Speed and efficiency

On average, cases that are approved other than applied for (example, illustrated at preferred but approved at standard) take nine additional days from application to issuance due to the extra communication and acceptance needed on an offer extended other than applied for (OTAF).

Applicants who are approved as applied for or better can go directly to issue upon underwriting approval. This process saves you time and eliminates additional back-and-forth on your pending business.

By illustrating at standard rates, you are increasing the likelihood of a smooth and speedy process for you and your clients while still allowing them the potential of a best-class offer. It's a win-win.



Protection

As an agent, thorough and complete field underwriting is your responsibility. Not doing so adequately can result in unfavorable action for your clients as well as for you, potentially.

However, not all aspects of mortality risk may be visible or may not be reported by your clients. Illustrating and applying at standard rates helps provide cover for those obscured risks.



Underpromise, overdeliver

Delivering good news to your client is always a win.

By illustrating at standard, you are creating the opportunity to advise them that they were approved as applied for (or even better than applied for). It can be a challenge to keep the sale when the client expects best class but does not receive it.



Performance potential

Illustrated performance differences are typically minimal between preferred and standard rates.

Our products are competitive, and at standard rates, still provide excellent value and upside potential to your clients.

Contact F&G for risk assessment of clients with medical conditions

Before you submit an application for an impaired risk client, please call **800.445.6758** for a risk assessment. You will need to have all relevant medical details available including medications, conditions, treatments, height/weight, etc.

For general questions about case design, please contact the F&G Sales Team at Life.Sales@fglife.com.

"F&G" is the marketing name for Fidelity & Guaranty Life Insurance Company issuing insurance in the United States outside of New York. Life insurance and annuities issued by Fidelity & Guaranty Life Insurance Company, Des Moines, IA.