



# Agent guide to F&G's Exam-Free Underwriting

F&G's Exam-Free Underwriting is easy, efficient and hassle-free for you and your clients. We know your time is valuable, so we do the heavy lifting and take the guesswork out of the experience for you.

## Key benefits

- You can confidently tell your clients that we will not ask for an exam.<sup>2</sup>
- We order exactly what we need.
- Your clients gain access to a competitive and valuable indexed universal life (IUL) solution with a simple underwriting experience.
- This is not an accelerated underwriting program. We underwrite virtually all applicants without invasive medical requirements.
- Applicants eligible for InstApproval<sup>®</sup> can get approved even faster. Available for ages 0-60 through \$1M.

## Eligibility details

We offer Exam-Free Underwriting for eligible applicants, outlined below:

- Issue ages: 0-60<sup>4</sup>
- Issue face amount: through \$1,000,000<sup>5</sup>

## What we order

We order what we need to give your client the best offer. These are the tools we use<sup>6</sup>:

- Application information, including personal and medical history
- Motor Vehicle Report (MVR)
- MIB, LLC
- Credit and public records based insurance score (CR, MVR and public record info)
- Prescription drug, lab history and medical test results database (RX, Lab and medical claims info)
- InstantID<sup>®</sup> (IID)

## In order to make the best decision without an exam, we might also ask for:

- Brief telephone interview
- Medical records (APS)

# 99%

Over 99% Exam-Free<sup>1</sup> underwriting for ages 0-60 through \$1,000,000.<sup>2,5</sup>

# 90%

Over 90% of exam-free applications are approved Standard or better.<sup>3</sup>

# 50%

50% of applications are approved in 5 days or less.

<sup>1</sup> Policy approval is determined by a review of medical and personal history on the application and may be subject to additional underwriting requirements at the discretion of F&G. Review Fidelity & Guaranty Life Insurance Company Underwriting Guidelines for additional details.

<sup>2</sup> In rare situations, F&G may request additional information or requirements, if necessary. This could include paramedical exams, blood tests and/or fluid collections.

<sup>3</sup> These percentages reflect F&G's life new business from 12/31/2023 - 12/31/2024. Past business does not guarantee future decisions.

<sup>4</sup> Some F&G products include a "low band" with an adjusted cap, spread and participation rate for ages 18-45, under \$150,000. Refer to monthly interest rate sheets on SalesLink for details on current rates. Not eligible for Preferred rates.

<sup>5</sup> For applicants who are not U.S. citizens or not Permanent Resident Cardholders, Maximum Issue Face Amount for Exam-Free Underwriting: \$300,000. In Puerto Rico, Exam-Free Underwriting is available for applicants age 0-45 who are applying for less than \$150,000.

<sup>6</sup> The specific requirements ordered are based on age and face amount. Please refer to F&G General Underwriting Guidelines for additional details.

# FAQs

## Is Exam-Free Underwriting an accelerated underwriting program?

F&G Exam-Free Underwriting goes beyond traditional accelerated underwriting programs – the kind of programs that make you and your clients wait to see if exams are needed. When you submit an eligible application, you can be confident that we will not ask for medical requirements. Please review our General Underwriting Guidelines for more details.

## Is this guaranteed issue?

No. F&G will work to approve applicants at Preferred, Standard or an appropriate table rating without exams. An application can be declined, but we will work to obtain an APS or additional information without an exam whenever possible, if we believe the information will help us approve the case.

## Can my client choose to complete exams anyway?

No, exam-free-eligible applicants do not have the option to complete a paramedical exam because it will not improve their rate class.

## If a phone interview is needed, how can my client complete this?

Following the underwriting review, your F&G Life New Business Specialist will clearly communicate to you the status of your client's application; and, if a phone interview is needed, you will be provided instructions at that time. Our interview partners will reach out to your client to complete the brief interview. If you prefer to have your client call at their convenience, please allow approximately 24 hours upon receipt of the instructions from F&G before your client calls to complete the interview to ensure our interview partners have your client's information available.

## How can I help prepare my client for a phone interview, if it's needed?

It's important for your client to answer all questions in the telephone interview truthfully and completely. Your client should be prepared for the phone interview with proof of identity, personal background info, financial information and medical information. See [Preparing for Your Interview](#) for helpful hints on what to gather and expect during this interview.

## What is the credit and public records based insurance score (CR, MVR and public record info)?

The credit and public records based insurance score is a consumer-based credit behavior score provided through LexisNexis which tracks specific credit behavior attributes along with public records and motor vehicle history shown to correlate with mortality risk.

- The score shows a direct correlation to mortality risk
- The credit and public records based insurance score is not the same as a FICO score
- The data collected is governed by the Fair Credit Reporting Act (FCRA)
- The applicant has the ability to dispute and correct inaccurate information

## What is the prescription drug, lab history and medical test results database (RX, Lab and medical claims info)?

RX, lab history and medical test results database is a report of current and past prescription and lab history along with medical test results as ordered by the proposed insured's physician.

- It accesses physician-ordered laboratory results
- The score analyzes laboratory results and other medical data
- The data used is governed by Health Insurance Portability and Accountability Act (HIPAA) and the Fair Credit Reporting Act (FCRA)
- The applicant can dispute and correct inaccurate information

## What is the InstantID® (IID)?

This service allows us to complete identity verification, spot potential fraud and uncover discrepancies.

## What is Express Standard?

Applicants within our Exam-Free Underwriting program who do not qualify for Preferred or Standard rates may be approved at Express Standard, with either Express Standard Tobacco or Express Standard Non-Tobacco rates. This option allows F&G to make a fair and appropriate offer to the client without medical requirements and is priced accordingly.

## Who do I contact with questions on Exam-Free Underwriting?

Your Dedicated Sales Support Team can assist you or you can call New Business at 800.445.6758.

"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.

Policy issuance may be dependent on answers to the health questions on the application.

InstApproval® is an underwriting process and is not available to all applicants. Those who qualify for InstApproval®, as determined by an initial questionnaire, are considered low-risk in all critical underwriting categories, and no additional risks can be uncovered in an instant search of online records databases. If risks are found, traditional underwriting may be required, and placement in another Indexed Universal Life (IUL) product may be more appropriate. Same-week coverage requires electronic payment (ACH) of initial premium at time of application.

Clients ineligible for ExecuDex InstApproval® may still be able to be insured with an F&G indexed universal life insurance (IUL) product but may need to submit to a medical exam and traditional underwriting.

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