

# 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<sup>SM</sup>, Protector Essential<sup>SM</sup> and Business Overhead Protector<sup>SM</sup> 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.<sup>1</sup>

### 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

Product	Age	Maximum Benefit Amount
Platinum Advantage	18-45	\$6,000 <sup>2</sup>
Protector Platinum	46-50	\$3,000 <sup>2</sup>
Protector Essential	50+	Ineligible
Business Overhead Protector	18-50	\$10,000 <sup>3</sup>

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 individual disability income insurance in force with any insurance carrier, including The Standard.
- 3 This maximum includes all business overhead insurance in force with any insurance carrier, including The Standard.



**For producer use only.  
Not for use with consumers.**

Standard Insurance Company  
The Standard Life Insurance Company  
of New York

[www.standard.com/di](http://www.standard.com/di)

Simplified Underwriting  
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## 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.

The Benefit Increase Rider is available with Platinum Advantage. However, the client must provide income documentation to qualify (except for those qualifying as Students and New Professionals).

## 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.

## 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 The 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 may be ordered with the understanding that the applicant will be asked all questions from the full application again.**

