



EQUITABLE

Guaranteed Issue program

Guidelines

Our Guaranteed Issue program streamlines the process for obtaining life insurance for a group of highly compensated key executives. Guaranteed Issue is available with all of Equitable America's and Equitable Financial's permanent, single life products. Employers also have the flexibility to apply to add our Long-Term Care ServicesSM Rider (LTCSR).

Which groups are a good fit for Guaranteed Issue?



White-collar businesses with highly compensated key executives who are permanent U.S. residents.



Businesses with 10 or more executives, all or nearly all of whom will participate in the program.

Requirements for Guaranteed Issue

To qualify for Guaranteed Issue, groups will need to meet certain requirements, including:

- All members of the group must be highly compensated key executives, with salaries of **\$100,000 or more**, and actively working.
- There must be no known substandard or uninsurable risks in the group.
- The minimum group size is **10**.
- Issues ages must be **20-70**.
- A maximum average issue age of **55**.

Based on the group size, employers will also need a minimum participation level (for voluntary plans) and will need to stay within the maximum face amount limits, as shown on the following page.

Basic Guaranteed Issue limits			Enhanced Guaranteed Issue limits ³	
Number of eligible	Maximum face amount ¹	Minimum participation %	Maximum face amount ¹	Minimum participation %
10-14	\$30,000 x # of lives	100%	\$50,000 x # of lives	100%
15-19	\$40,000 x # of lives	100%	\$50,000 x # of lives	100%
20-25	\$50,000 x # of lives	100%	\$60,000 x # of lives	100%
26-49	\$50,000 x # of lives	85% ²	\$65,000 x # of lives	75% ⁴
50	\$50,000 x # of lives	75% ²	\$65,000 x # of lives	70% ⁴
51 or more	\$60,000 x # of lives	75% ²	\$70,000 x # of lives	70% ⁴

Requirements for Guaranteed Issue with the LTCSR

Each group needs to qualify for life insurance coverage before it can qualify for the LTCSR. If long-term care coverage is added to the policy, these are the requirements for the group's eligibility:

- Minimum group size of **20** (ages 65 and under).
- Issue ages must be **20-65**.
- **100%** participation of those age 65 and under.
- A maximum average issue age of **50**.
- Long-term care monthly benefit of **1% or 2%** (same for whole group).
- Long-term care acceleration percentage of **20%-100%** of the death benefit (same for whole group, with maximum of **\$1,000,000**).
- **85%** approval based on simplified underwriting.

Once the group has qualified, each individual in the group will need to fill out a simplified LTCSR questionnaire. If 85% of the group passes, those who passed will receive long-term care coverage, as well as life. If less than 85% pass, the group will not qualify for the LTCSR, but can still receive life insurance coverage.

1 Up to a maximum face amount of \$5,000,000.

2 At 100% participation, maximum face amounts are \$55,000, \$60,000 and \$65,000 per participant, respectively.

3 For cases funded at a maximum allowable premium level, the maximum face amount is enhanced.

4 At 100% participation, maximum face amounts are \$70,000, \$70,000 and \$75,000 per participant, respectively.

Note: Participation requirements apply to voluntary plans funded with the employee's contributions. Mandatory plans funded with employer contributions are deemed to have 100% participation.

The Guaranteed Issue program in action

Company ABC wants Equitable's Guaranteed Issue life insurance and the LTCSR.

Group size: **75** highly compensated key executives.



Scenario A

- **47** employees pass, based on the LTCSR questionnaire (3 fail)
- The group passes because more than **85%** are approved
- The subgroup of **47** employees receive the LTCSR, while all **75** employees receive life insurance coverage

Scenario B

- **40** employees pass, based on the LTCSR questionnaire (10 fail)
- The group does not obtain LTCSR eligibility because it does not meet the **85%** approval requirement
- The group can still get life insurance, even though it does not qualify for the LTCSR

For more information, please visit equitable.com.

The Long-Term Care ServicesSM Rider has an additional cost and restrictions and limitations; be sure to review the product specifications for further details.

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