

Minnesota Life Insurance Company

Underwriting guidelines

Innovative solutions.  
World class underwriting.  
Remarkable service.



**MINNESOTA LIFE**

A Securian Company



General application requirements

# How to submit business

At Minnesota Life, your business is important to us. So, we make the underwriting process as easy as possible. Take a look at our application requirements, then give us a call if you have any questions. We look forward to helping you make the sale.

## Collecting money

### With application

- Give the life receipt to the client.
- Submit money directly to Minnesota Life.
- Never hold money at the firm.

### After application is complete

- Verify the information on the Part 1 and Part 2 of the application remains as stated.
- Do not take money if anything changed on the Part 1 or Part 2.
- Call your underwriter if there are any changes.
- Give the life receipt to the client.
- Submit money directly to Minnesota Life.
- Never hold money at the firm.

### Do not collect

- If the client was rated or declined for insurance in the past.
- If the client has a history of diabetes, heart disease, cancer or stroke.
- If the current life application or total in force with Minnesota Life will exceed \$1 million. Money will be returned in these cases.

## Policy delivery

- Delivery receipt is required on every application.
- This receipt must be returned to Minnesota Life within 30 days of the date we mailed the policy to you.
- Carefully read and follow the delivery instructions included with the policy and delivery receipt.

## Requirements

Blood profile limits	Blood profile special state rules	EKG and TST limits	Nonmedical limits
<ul style="list-style-type: none"> <li>• Include current application results plus amounts applied for with all insurance companies in the past three years.</li> <li>• <i>Clients should always fast at least eight hours before the blood draw.</i></li> </ul>	<ul style="list-style-type: none"> <li>• In California, Florida, New Jersey, Texas and the District of Columbia, include a full blood profile for face amounts of \$25,000 or more at ages 15 and over.</li> </ul>	<ul style="list-style-type: none"> <li>• Include current application results plus results applied for with all companies within the past six months.</li> </ul>	<ul style="list-style-type: none"> <li>• Include all amounts issued only with a nonmedical within the past five years or since last examination for Minnesota Life, whichever is shorter.</li> </ul>

## Special requirements

When submitting business for one of the following products or agreements, special requirements apply. Base your requirements on:

Legacy Protector Survivorship Universal Life Variable Adjustable Life Survivor	Adjustable Survivorship Life Agreement Business Continuation Rider (issue ages 19-85)
<p>Legacy Protector SUL</p> <ul style="list-style-type: none"> <li>• Half the base amount, plus</li> <li>• Half the Estate Preservation Agreement amount on both insureds.</li> </ul> <p>Variable Adjustable Life Survivor</p> <ul style="list-style-type: none"> <li>• Half the base amount, plus</li> <li>• Half the Estate Preservation Agreement amount on the owner.</li> </ul>	<ul style="list-style-type: none"> <li>• For each insured:               <ul style="list-style-type: none"> <li>- The base amount, plus</li> <li>- Half of the ASL or BCR amount.</li> </ul> </li> <li>• Order the same requirements for the designated insured as the primary insured, unless a base policy is being applied for on the life of the designated insured.</li> <li>• The designated insured is the person whose death triggers the right to increase coverage on the primary insured.</li> <li>• The ASL may be issued in amounts up to four times the base policy, not to exceed \$10,000,000. (This includes both base face amounts and the single rider amount).</li> </ul>

**To learn more about our general application requirements, call your Minnesota Life underwriter today.**

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Express Issue Highlights

# The fast track to coverage

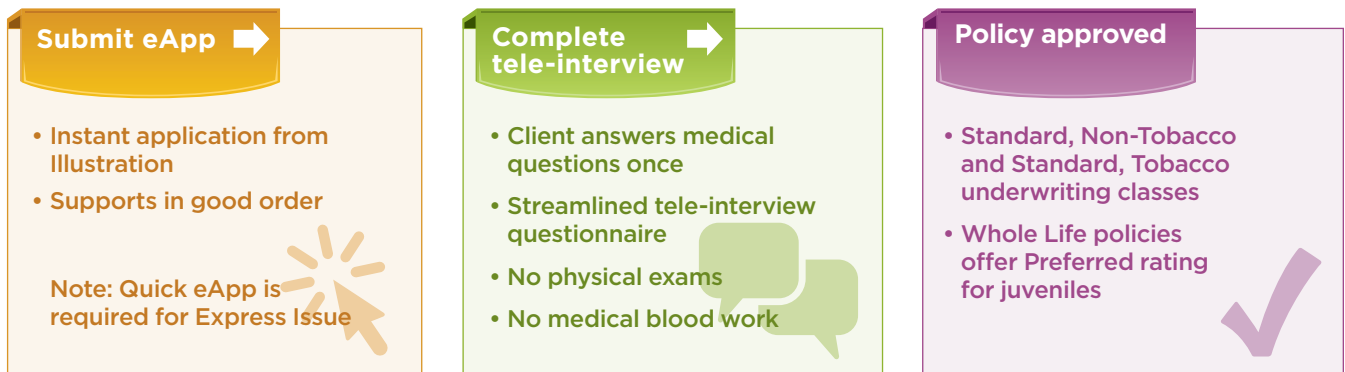


Minnesota Life’s Express Issue is the fastest and most efficient way to get your clients the protection they need. Now some Term and Whole Life contracts will be issued just days after the clients’ need is identified.

### Express Issue benefits:

- 1-2 day policy issue after receipt of tele-interview\*
- No physical exams or medical blood work
- eApp supports in good order
- Standard, Non-Tobacco and Standard, Tobacco classes available

### How it works



*Policy issued 1-2 days after receipt of tele-interview and application is in good order*

Express Issue Underwriting			
Product	Issue Age	Face Amount Range	Underwriting Class
<b>Advantage Elite Select Term</b> 5, 10, 15, and 20 year durations	16 - 55	\$100,000 - \$249,999	Standard
30-year durations	16 - 45	\$100,000 - \$249,999	Standard
Product	Issue Age	Face Amount Range	Underwriting Class
<b>Secure Protector – Whole Life</b> (Available November 19, 2012)	0 - 15	\$10,000 - \$249,999	Preferred
	16 - 55	\$25,000 - \$249,999	Standard
<b>Secure Accumulator – Whole Life</b> (Available November 19, 2012)	0 - 15	\$10,000 - \$99,999	Preferred
	16 - 55	\$25,000 - \$99,999	Standard

Full underwriting required for Secure Protector policies for age 56 and older and face amounts of \$50,000 and above.

### Learn more

Help clients take the fast track to life insurance coverage with Express Issue. Learn more by visiting your advisor website or contacting your Life Sales Support Team.

\*If declined, a 90-day waiting period will be enforced before a new application can be submitted.

**Since 1880, Securian Financial Group** and its affiliates have provided financial security for individuals and businesses in the form of insurance, investments and retirement plans. Now one of the nation's largest financial services providers, it is the holding company parent of a group of companies that offer a broad range of financial services.

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Mature assessments

# Submitting applicants age 70 and over

As baby boomers age, the average age of your life insurance clients is increasing. To remain competitive, it's crucial to understand how to submit business for older-age applicants. Minnesota Life's expertise in geriatric underwriting, with cognitive and mobility screenings, allows us to offer Preferred-Select, Preferred and Non-Tobacco Plus to many applicants – up to age 85.

### Applicants age 70 and over

- Do not need to complete treadmill stress tests.
- Must provide Third-Party Financial Documents (TPD) instead of Personal Financial Statements (PFS), Personal History Interviews (PHI) and Commercial Inspection Reports (CIR) for amounts over \$1 million.
  - TPDs include documents such as audited business financials, net worth statements or tax returns signed by a CPA.
- Will undergo additional screening on:
  - Activities of Daily Living (ADL) questionnaire
  - Peak flow testing
  - Timed get up and go
  - Clock face drawing

### Mature underwriting requirements

Refer to this chart when ordering requirements for your clients age 70 and over. Note that the requirements are different when using the Tele-Interview process.

#### Tele-Interview and requirements

Amount	0-\$50,000	\$51,000-\$99,000	\$100,000	\$101,000-\$200,000	\$201,000-\$250,000	\$251,000-\$500,000
Requirements	TI APS PHYS	TI APS PHYS	TI APS PHYS LABS	TI APS PHYS LABS EKG	TI APS PHYS LABS EKG	TI APS PHYS LABS EKG
Amount	\$501,000-\$1,000,000	\$1,001,000-\$1,500,000	\$1,501,000-\$2,000,000	\$2,001,000-\$5,000,000	\$5,001,000-\$10,000,000	\$10,000,000 +
Requirements	TI APS PHYS LABS EKG	TI APS LABS EKG PHYS TPD	TI APS LABS EKG PHYS TPD	TI APS LABS EKG PHYS TPD	TI APS LABS EKG PHYS TPD	TI APS LABS EKG PHYS TPD

## Paramedical exam and requirements

<b>Amount</b>	0-\$50,000	\$51,000-\$99,000	\$100,000	\$101,000-\$200,000	\$201,000-\$250,000	\$251,000-\$500,000
<b>Requirements</b>	PM APS	PM APS	PM APS LABS	PM APS EKG LABS	PM APS EKG LABS	PM APS EKG LABS
<b>Amount</b>	\$501,000-\$1,000,000	\$1,001,000-\$1,500,000	\$1,501,000-\$2,000,000	\$2,001,000-\$5,000,000	\$5,001,000-\$10,000,000	\$10,000,000 +
<b>Requirements</b>	PM APS EKG LABS	PM APS LABS EKG TPD	PM APS LABS EKG TPD	PM APS LABS EKG TPD	PM APS LABS EKG TPD	PM APS LABS EKG TPD

**APS** Attending Physician's Statement

**EKG** Electrocardiogram

**HOS** Home Office Specimen

**PM** Paramedical exam

**LABS** Blood Profile and Home Office Specimen

**TPD** Third Party Financial Documents

**PHYS** Physical Measurements

**TI** Tele-Interview

**TST** Treadmill Stress Test

**MVRs will be ordered by Minnesota Life.**

**Amount is face amount plus additional agreement amounts (when applied for).**

To learn more about mature underwriting assessments, call your Minnesota Life underwriter today.

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Underwriting guidelines: NonMed ParaMed

# Know what exams are necessary

Refer to the chart below when discussing necessary exams with your client.

Age nearest Amount	0-14		15-30		31-40		41-44		45-50		51-54		55-60		61-69	
	0-\$49,999	NM		NM	*	NM	*	NM	*	NM	*	PM	*	APS	PM	APS
\$50,000-\$99,999	NM		NM	*	NM	*	NM	*	PM	*	PM	*	APS	PM	APS	PM
\$100,000	NM		NM	PHYS	LABS	NM	PHYS	LABS	PM	LABS	LABS	PM	APS	PM	LABS	LABS
\$100,001-\$200,000	NM		NM	PHYS	LABS	LABS	PM	PM	LABS	PM	LABS	PM	APS	PM	LABS	LABS
\$200,001-\$250,000	NM		LABS	PM	LABS	PM	PM	LABS	PM	LABS	LABS	PM	APS	PM	LABS	EKG
\$250,001-\$500,000	NM		LABS	PM	LABS	PM	PM	LABS	PM	LABS	PM	LABS	APS	PM	LABS	PM
\$500,001-\$1,000,000	NM	APS	PM	LABS	PM	LABS	PM	LABS	PM	LABS	EKG	LABS	PM	PM	LABS	PM
\$1,000,001-\$1,500,000	NM	APS	PHI	PM	LABS	PHI	PM	LABS	PM	PHI	EKG	LABS	PHI	PM	LABS	PM
\$1,500,001-\$2,000,000	NM	APS	PHI	PM	LABS	PHI	PM	LABS	PM	PHI	EKG	LABS	PHI	PM	LABS	PM
\$2,000,001-\$5,000,000	NM	APS	PHI	PM	LABS	PHI	PM	LABS	PM	PHI	EKG	LABS	PHI	PM	LABS	PM
\$5,000,001-\$10,000,000	NM	APS	PHI	PM	LABS	PHI	PM	LABS	PM	PHI	EKG	LABS	PHI	PM	LABS	PM
\$10,000,001 +	NM	APS	PHI	PM	LABS	PHI	PM	LABS	PM	PHI	EKG	LABS	PHI	PM	LABS	PM

**APS** Attending Physician's Statement  
**EKG** Electrocardiogram  
**HOS** Home Office Specimen  
**NM** Non-Medical Interview  
**CIR** Commercial Inspection Report  
**LABS** Blood Profile and Home Office Specimen  
**PHYS** Physical Measurements  
**PHI** Personal History Interview  
**TPD** Third Party Financial Documents  
**PM** Paramedical  
**FS** Financial Supplement  
**MVRs will be ordered by Minnesota Life. Amount is face amount plus additional agreement amounts (when applied for).**

\* Include full blood profile at ages 15 and over for face amounts of \$25,000 or more in CA, FL, NJ, TX and DC.

To learn more about underwriting exams, call your Minnesota Life underwriter today.

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Tele-Interview

# Make the medical history process easier

The Tele-Interview avoids clients giving medical history multiple times – to the advisor, examiner and PHI interviewer. The client’s Part 2 is completed during one phone call, and you can help prepare the client ahead of time. In addition to the Tele-Interview, an examiner will meet with the client to collect lab work, physical measurements and blood pressure readings.

## Tele-Interview face amount guidelines

The Tele-Interview process has three stages determined by the total face amount requested. Higher face amounts prompt additional underwriting questions. Note the face amount break downs.

- \$0 - \$1,000,000
- \$1,000,001 - \$10,000,000
- \$10 million +

Use the chart below to determine the underwriting requirements needed. Note the face amount closely – questions and additional requirements will depend on it.

Age nearest Amount	0-14	15-30	31-40	41-44	45-50	51-54	55-60	61-69
0-\$50,000	TI	TI *	TI *	TI *	TI *	TI	PHYS *	TI APS PHYS *
\$50,001-\$99,999	TI	TI *	TI *	TI *	TI PHYS *	TI	PHYS *	TI APS PHYS *
\$100,000	TI	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI	PHYS LABS	TI APS PHYS LABS
\$100,001-\$200,000	TI	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI	PHYS LABS	TI APS PHYS LABS EKG
\$200,001-\$250,000	TI	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI	PHYS LABS	TI APS PHYS LABS EKG
\$250,001-\$500,000	TI	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI	PHYS LABS	TI APS PHYS LABS EKG
\$500,001-\$1,000,000	TI APS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI	PHYS LABS EKG	TI APS PHYS LABS EKG
\$1,000,001-\$1,500,000	TI APS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI	PHYS LABS EKG	TI APS PHYS LABS EKG
\$1,500,001-\$2,000,000	TI APS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI	PHYS LABS EKG	TI APS PHYS LABS EKG
\$2,000,001-\$5,000,000	TI FS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI	PHYS LABS EKG	TI APS PHYS LABS EKG
\$5,000,001-\$10,000,000	TI FS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI	PHYS LABS EKG	TI APS PHYS LABS EKG
\$10,000,001 +	TI TPD	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI PHYS LABS	TI	PHYS LABS TST	TI APS PHYS LABS TST

**APS** Attending Physician's Statement  
**EKG** Electrocardiogram  
**HOS** Home Office Specimen  
**TI** Tele-Interview  
**LABS** Blood Profile and Home Office Specimen  
**TPD** Third Party Financial Documents  
**PHYS** Physical Measurements  
**TST** Treadmill Stress Test  
**FS** Financial Supplement  
**MVRs will be ordered by Minnesota Life. Amount is face amount plus additional agreement amounts (when applied for).**

\* Include full blood profile at age 15 and over for face amounts of \$25,000 or more in CA, FL, NJ, TX and DC.

**To learn more about the Tele-Interview process, call your underwriter today.**

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## Build chart

## Height and weight help determine underwriting class

Refer to the chart below when discussing available classes for your client's height and weight.

Height	Maximum Weight										Individual consideration
	Individual consideration	Preferred Select*	Preferred*	Non-Tobacco+*	Standard	B	C	D	E	F	
5'0"	< 95	147	155	170	204	216	226	236	245	254	> 254
5'1"	< 98	152	160	176	209	220	230	240	249	258	> 258
5'2"	< 102	157	165	181	213	224	234	244	253	262	> 262
5'3"	< 105	162	170	187	218	229	240	250	260	270	> 270
5'4"	< 108	166	175	192	224	235	246	257	267	277	> 277
5'5"	< 112	171	180	198	230	243	252	263	274	284	> 284
5'6"	< 115	176	185	203	236	247	258	269	280	291	> 291
5'7"	< 119	181	190	209	242	253	265	276	287	299	> 299
5'8"	< 122	185	195	214	249	261	273	284	295	307	> 307
5'9"	< 126	190	200	220	256	269	281	293	304	316	> 316
5'10"	< 129	195	205	225	263	276	288	300	312	323	> 323
5'11"	< 133	202	213	234	270	283	296	308	320	331	> 331
6'0"	< 137	209	220	244	278	291	304	316	328	339	> 339
6'1"	< 141	214	225	247	286	299	312	324	336	347	> 347
6'2"	< 145	219	230	253	294	307	320	332	344	355	> 355
6'3"	< 149	223	235	258	302	315	328	340	352	364	> 364
6'4"	< 152	228	240	264	310	323	336	348	360	373	> 373
6'5"	< 157	233	245	269	318	331	344	356	369	382	> 382

These are general guidelines used at the discretion of the underwriter. Many other factors, such as family history, smoking status, blood pressure and cholesterol also affect a rating for build.

**\*See Mortality Credits Guidelines (F58854-13) for potential improvement in rate on tobacco, family history, cholesterol, build and driving.**

**To learn more about build underwriting, call your underwriter today.**

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## Criteria for top classes

## Factors help determine underwriting class

	Preferred Select criteria	Preferred criteria	Non-Tobacco Plus <sup>1</sup>
<b>Personal history</b>	No history of diabetes, heart disease, cerebrovascular disease, or cancer (except certain types of basal cell skin cancer).	No history of diabetes, heart disease, cerebrovascular disease or cancer (except certain types of basal cell skin cancer).	No history of diabetes, heart disease, cerebrovascular disease or cancer (except certain types of skin cancer).
<b>Tobacco*</b> (See Mortality Credits guidelines F58854-13)	No tobacco or nicotine use in the past 36 months. Nicotine (cotinine) reading on specimen must be negative.	No tobacco or nicotine use in the past 12 months. Nicotine (cotinine) reading on specimen must be negative.	No tobacco or nicotine use in the past 12 months. Nicotine (cotinine) reading on specimen must be negative.
<b>Blood pressure</b>	Must be better than or equal to 135/85, with or without treatment.	Must be better than or equal to 145/90, with or without treatment.	Must be better than or equal to 145/95, with or without treatment.
<b>Family history*</b> (See Mortality Credits guidelines F58854-13)	No death of a parent or sibling before age 60, due to diabetes, heart disease, cerebrovascular disease or cancer.	No death of a parent or sibling before age 60, due to diabetes, heart disease or cerebrovascular disease.	No more than one death of a parent or sibling before age 60 due to diabetes, heart disease or cerebrovascular disease.
<b>Alcohol/Substance abuse</b>	No history of, or treatment for alcohol or substance abuse.	No history of, or treatment for alcohol or substance abuse within the last 10 years.	No history of, or treatment for alcohol or substance abuse within the last five years.
<b>Cholesterol*</b> (See Mortality Credits guidelines F58854-13)	Cholesterol level of 240 or less. Cholesterol/HDL ratio must be less than or equal to 5.0.	Cholesterol level of 260 or less. Cholesterol/HDL ratio must be less than or equal to 6.0.	Cholesterol level of 280 or less. Cholesterol/HDL ratio must be less than or equal to 7.0.
<b>Avocations</b>	No ratable avocations.	No ratable avocations.	No ratable avocations.
<b>Build*</b> (See Mortality Credits guidelines F58854-13)	Must satisfy the Preferred Select build criteria outlined on this card.	Must satisfy the Preferred build criteria outlined on this card.	Must satisfy Non-tobacco Plus build criteria outlined on this card.
<b>Aviation</b>	No student or private pilots (unless aviation coverage is excluded). Private pilots considered if IFR rated, 250 or more total hours and flying between 50 and 250 hours annually. Commercially certified pilots are eligible if employed full-time as corporate pilots or as commercial airline pilots.	All pilots are eligible for preferred pricing dependent on their experience and aviation activities, but may be charged a cash extra premium. Or, it may be necessary to exclude aviation coverage to qualify for preferred pricing.	All pilots are eligible for Non-tobacco Plus pricing dependent on their experience and aviation activities, but may be charged a cash extra premium. Or, it may be necessary to exclude aviation coverage to qualify for Non-tobacco Plus pricing.
<b>Driving*</b> (See Mortality Credits guidelines F58854-13)	No DWI, DUI, or reckless driving in the past 10 years. No more than two moving violations in the past five years.	No DWI, DUI, or reckless driving in the past five years. No more than two moving violations in the past three years.	No DWI, DUI, or reckless driving in the past three years. No more than two moving violations in the past two years.
<b>Residence</b>	Must be a permanent U.S. resident.	Must be a permanent U.S. resident.	Must be a permanent U.S. resident.

Overall medical history will be considered in addition to the above criteria.

<sup>1</sup>Non-Tobacco Plus not available on all products.

**\*See Mortality Credits Guidelines (F58854-13) for potential improvement in rate on tobacco, family history, cholesterol, build and driving.**

**To learn more about underwriting classes, call your underwriter today.**

Insurance products are issued by Minnesota Life Insurance Company in all states except New York. In New York, products are issued by Securian Life Insurance Company, a New York admitted insurer. Both companies are headquartered in Saint Paul, MN. Product availability and features may vary by state. Each insurer is solely responsible for the financial obligations under the policies or contracts it issues.

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## Mortality credits guidelines

Minnesota Life and Securian Life, a New York admitted insurer, have developed a reputation for improving our underwriting standards through ongoing research and development. As noted in our build chart (F58854-5) and preferred criteria (F58854-6), we offer a mortality credits program that will allow better-than-published guidelines decisions for many of your clients. **Please note: The guidelines and exceptions below assume no other exceptions are being made.**

### Tobacco guidelines

#### Preferred Select pricing

Guideline: No tobacco or nicotine surrogate use in the past 36 months; negative specimen.

Exceptionally, will allow:

- 12 or fewer cumulative tobacco uses per year and nicotine (cotinine) marker on urine specimen is negative.
- Tobacco uses include cigar, pipe, chew, cigarettes and nicotine surrogates.

#### Non-Tobacco pricing for all other rate classes

Guideline: No tobacco or nicotine surrogate use in the past 12 months; negative specimen.

Exceptionally, will allow:

- 12 - 24 cumulative tobacco per year and nicotine (cotinine) marker on urine specimen is negative.
- Tobacco uses include cigar, pipe, chew, cigarettes, and nicotine surrogates.

#### Tobacco pricing

- More than 24 tobacco uses per year.
- Positive nicotine (cotinine) marker on urine specimen, regardless of admitted usage.

#### Family history Preferred classes exceptions

**If the first degree relative died at age 58 or 59**, Minnesota Life and Securian Life will consider the client for the best class eligible.

#### Preferred Select exceptions for family history of cancer

- No more than one parent or sibling dying of cancer prior to age 60, proposed insured must be aged 60 or over and have outlived that relative for 10 years.
- Preferred Select available if all other criteria qualify and no stretch.

#### Preferred exceptions for family history of diabetes

- No more than one parent or sibling dying of diabetes prior to age 60, proposed insured must be over age 60 and have outlived that relative by 10 years.
- No Preferred Select available, no stretch on any other criteria.

## Cholesterol Preferred exceptions

Preferred Select	Preferred	Non-Tobacco Plus
<ul style="list-style-type: none"> <li>Cholesterol <math>\leq</math> 250 and ratio 4.5; may include treatment for hypertension and/or cholesterol.</li> </ul>	Ages < 50 <ul style="list-style-type: none"> <li>Cholesterol &lt; 270 and ratio &lt; 6.0 with no treatment for hypertension or cholesterol</li> <li>Cholesterol &lt; 300 and ratio &lt; 5.0, with no treatment for hypertension or cholesterol.</li> </ul>	Ages > 50 <ul style="list-style-type: none"> <li>Cholesterol up to 300 and ratio up to 6.0 with no treatment for hypertension or cholesterol.</li> </ul>
		<ul style="list-style-type: none"> <li>Cholesterol up to 300 and ratio up to 7.0 with no treatment for hypertension or cholesterol.</li> </ul>

## Build stretch guidelines

Preferred Select	Preferred	Non-Tobacco Plus
If applicant meets all Preferred Select criteria except Build (and Build still meets the published Preferred limit), we will issue at Preferred Select.	If applicant meets all Preferred criteria except Build (and Build still meets the published Non-Tobacco Plus criteria), we will issue at Preferred rates.	If applicant meets all Non-Tobacco Plus criteria except Build (and measured Build is within 10% of the published Non-Tobacco Plus limit) we will issue at Non-Tobacco Plus rates.

## MVR exceptions

**Two, three and five-year rule:** If, at the time of the underwriting decision, the proposed insured is within three months of qualifying for Non-Tobacco Plus, Preferred or Preferred Select rates and the individual otherwise qualifies for this class without making any other exceptions, Minnesota Life and Securian Life will allow approval at Non-Tobacco Plus, Preferred or Preferred Select rates.

Our innovative underwriting gets you to the top, and we'll help keep you there. For more information about these underwriting exceptions and stretch guidelines, contact the Life Sales Support Team today.

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Express Issue build chart

## Height and weight help determine underwriting class



Refer to this chart regarding eligibility for Express Issue.

Height	Weight Range	
5'0"	95	170
5'1"	98	176
5'2"	102	181
5'3"	105	187
5'4"	108	192
5'5"	112	198
5'6"	115	203
5'7"	119	209
5'8"	122	214
5'9"	126	220
5'10"	129	225
5'11"	133	234
6'0"	137	244
6'1"	141	247
6'2"	145	253
6'3"	149	258
6'4"	152	264
6'5"	157	269

These are general guidelines used at the discretion of the underwriter.



## Impairments not eligible for coverage



**The following impairments are not eligible for Express Issue consideration.** Please note: While this list contains some of the more common impairments that will result in a decline, it is not a comprehensive list. For questions pertaining to a specific impairment not listed, please contact your advisor.

- Alcoholism
- Asthma that includes:
  - A history of hospitalizations,
  - Oral steroid use, or
  - Requiring multiple medications
- Atrial fibrillation
- Blood clotting or bleeding disorders, including any ongoing treatment with blood thinners
- Cancer:
  - Any history within 10 years, except some Basal cell or squamous cell cancers
  - Any metastatic history
- Cerebrovascular disease, including history of:
  - CVA
  - Stroke
  - TIA
- Cirrhosis of the liver
- Congestive heart failure
- Depression - moderate to severe
- Diabetes
- Down's syndrome

- Drug use
  - Any use of illegal drugs or
  - Any abuse of prescription drugs.
- Eating disorders
- Heart disease, including history of:
  - Angioplasty
  - Bypass
  - Heart attack or myocardial infarction
  - Stent placement
- Hepatitis B or C
- HIV/AIDS
- Kidney failure or transplant history
- Systemic Lupus Erythematosus (SLE)
- Lyme disease: current or within 6 months of recovery
- Mental disorders, including:
  - Bipolar disorder
  - Schizophrenia
- Multiple Sclerosis (MS)
- Overweight or underweight - see build chart
- Paralysis
- Rheumatoid arthritis
- Seizure disorders or history of same within 5 years

### Nonmedical impairments not eligible

- Declined or rated for life insurance in last 5 years\*
- Multiple DUIs
- Current probation or jail
- Felony within last 5 years
- Rock climbing at Yosemite Decimal System ratings of 5 or greater
- Scuba diving greater than 100 feet

\*If declined, a 90-day waiting period will be enforced before a new application can be submitted.

Insurance products are issued by Minnesota Life Insurance Company in all states except New York. In New York, products are issued by Securian Life Insurance Company, a New York admitted insurer. Both companies are headquartered in Saint Paul, MN. Product availability and features may vary by state. Each insurer is solely responsible for the financial obligations under the policies or contracts it issues.

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## Third party financials

## Get the right documents for large cases

Minnesota Life Insurance Company and Securian Life Insurance Company, a New York admitted insurer, specialize in underwriting large face amount cases. To help your underwriter deliver a quick decision, make sure you provide accurate and verifiable information. Face amounts over \$10 million (over \$1 million for applicants ages 70 and over) require signed and dated third party financial documents.

**Acceptable sources**

- Certified Public Accountant (CPA)
- Personal attorney
- Personal banker
- Minnesota Life or Securian Life financial supplement signed by CPA/Attorney
- Tax returns (2-3 years if possible)
- Broker-dealer statements (401(k), mutual funds, bank account statements)
- Tax assessment or appraisal
- Audited CPA-signed business or personal financial statements
- Underwriter call to client's personal CPA or attorney

If the potential sale is over \$10 million, your underwriter should review the case before you complete an application. You will discuss the proposed coverage, competition and details of other policies in force.

**To learn more about third party financials or large scale cases, call your Minnesota Life or Securian Life underwriter today.**

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## Underwriting guidelines: Financial underwriting

# How we look at financials

When it comes to financial underwriting, Minnesota Life specializes in large death benefit applications, ranking among the industry leaders in average policy size. We have widespread expertise with aggressive financial guidelines to manage cases well beyond our retention limits. This translates to competitive, timely decisions made by professional and experienced underwriters.

### Financial underwriting

- Financial underwriting verifies a valid, insurable interest exists and justifies the amount life insurance applied for. It maintains an acceptable level of persistency for all parties.

### Insurable interest

- The death benefit must approximate the financial loss of the beneficiary created by the death of the insured.
- The amount of insurance is based on the financial details of the sale, not by the affordability of the premium.
- Insurable interest is usually straightforward. If you have an unusual situation, call your Minnesota Life underwriter.

### Cover letters

- The writing producer is the key source of financial information in the underwriting process.
- A cover letter explaining the sale's circumstances provides important information to help speed applications.
- The cover letter should include:
  - Background information on how the life insurance sale developed.
  - Purpose and need for life insurance coverage.
  - Income and net worth of the proposed insured or business.
  - Amount of insurance currently in force.
  - Applications submitted to other companies, their intended purposes and if you are the representative of record.
  - Amount of any coverage being replaced. State the reason for the replacement.
  - The total amount of coverage (from all sources).
  - Whether the sale involves premium financing.

### Coverage amount guidelines

- The chart below outlines general coverage amounts for various insurance purposes. If you have an unusual case, call your Minnesota Life underwriter.

#### Personal coverage/Income replacement

Age	Factor times income
≤30	30x
31-40	25x
41-50	20x
51-55	15x
55-65	10x
>65	Individual consideration

#### Estate conservation

In general, Minnesota Life considers an amount equal to the taxable estate value multiplied by the estate tax rate.

#### Estate planning projection

- Minnesota life offers single life and second-to-die coverage (use younger insured's age).
- The chart below outlines our projected estate growth rates, at various ages.

Age	Years projected	Annual growth rate
41-50	20	6%
51-65	15	6%
66-70	10	6%
71-75	8	6%
Over 75	Individual case basis	

#### Personal loans

- Minnesota Life allows up to 70 percent of the outstanding balance of the loan to creditor. Loans must be a minimum of five years.
- Minnesota Life requires the details of loan-amount, purpose, repayment schedule, interest rate charged.

## Juveniles

- Minnesota Life allows up to 50 percent of amount of insurance in force on an income earning parent. (The non-income earning parent should also be adequately insured.)
- Minnesota Life requires a cover letter and an Attending Physician's Statement (APS) if the amount exceeds \$500,000.

## Charitable contributions

- The average contribution record for the past three years multiplied by 10 if age 65 or younger; or by five if over age 65 (may require third party financial verification).

## Considerations

- Do you have a third party verified contribution record for the past three years?
- Is the charity an irrevocable beneficiary?
- Who is the owner of the policy and the premium payer?
- Does adequate personal and estate planning coverage already exist?
- Have you verified through tax documents that the organization is an incorporated charitable entity?
- **No Premium Financing allowed.**

## Older ages

Below are underwriting guidelines for ages 70 and above, when amount is applied for reasons other than income replacement or estate planning needs.

- Face amounts over \$1 million at age 70 and above require third party financial documentation. See page on third party financials, F58854-4, for more detailed information.
- Death benefit
  - Up to one times net worth.
- Premium
  - Affordability is a key factor. We can consider premium up to 20 percent of income.
- If children are owners and/or premium payers, please provide additional details and further explanation.

## Non-income earning spouse

- Minnesota Life allows a \$1 million face amount on a non-income earning spouse.
  - As long as the income earning spouse qualifies and has \$1 million or more in-force coverage.
- For face amounts above \$1 million on a non-income earning spouse, Minnesota Life allows 50 percent of the income earning spouse's in-force coverage.
  - Up to a maximum of \$5 million, and up to age 50 on the non-income earning spouse.
- If the amount requested is outside these guidelines, call your Minnesota Life underwriter.

## Buy-sell, partnership buyout, stock redemption

- Minnesota Life multiplies the percentage of ownership by the market value of corporation.

## Key person

- Annual income (salary plus bonus) multiplied by the factor below. Factor will vary depending on circumstances.
- The chart below outlines the amount of coverage available in key person sales, at various ages.

Ages	Factor
≤50	up to 12x
51-60	up to 9x
>60	up to 5x

## Business loan collateral

Minnesota Life considers face amounts up to 70 percent of a business loan amount as collateral.

## Deferred compensation

- Premium amounts paid toward deferred compensation coverage can be considered part of income when determining amounts for multiples of income guidelines.
- Minnesota Life considers face amounts up to 18 times the proposed insured's income.

**To learn more about our financial guidelines, call your Minnesota Life underwriter today.**

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