



DATE: April 29, 2020

TO: Broker General Agencies, Life Insurance Producers, Office Administrators, and Technical Staff

SUBJECT: Enhancements to Pacific Life's Underwriting Requirements

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Enhancements to Pacific Life's Underwriting Requirements

In an effort to streamline our process and improve our speed of service, Pacific Life Insurance Company is making changes to our underwriting requirements.

What Is Changing?

Beginning May 1, 2020, the following enhancements will take place. Please continue reading this bulletin for more details.

- **Age and Amount Guidelines:** Updating age and amount requirements to better align with industry standards
- **Examiner's Report:** Eliminating the requirement to provide examiner's reports
- **Supplemental Health Questionnaires:** Introducing new supplemental health questionnaires for certain conditions to reduce Attending Physician Statements (APSS)

Note: These underwriting changes are unrelated to COVID-19. Temporary underwriting changes as a result of COVID-19 still remain in place. Refer to April 7, 2020 bulletin [link](#) for details.

Updated Age and Amount Guidelines

To better align with industry standards, Pacific Life is making the following changes to the age and amount requirements. To view the complete Age and Amount Guidelines chart, please reference page 8 of the [updated Underwriting Guidelines brochure](#).

- Paramed exam, labs, and EKG will be valid for up to 12 months for insureds up to age 70 who are approved standard or better. For insureds age 71 or older or for those who are approved substandard, the paramed exam and labs will be valid for 6 months and the EKG will be valid for 12 months
- For amounts up to \$10 million, the Natriuretic Peptide blood test (NT-ProBNP) will replace the Electrocardiogram (EKG)

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The primary purpose of life insurance is to protect the policy beneficiaries from the adverse financial consequences of the insured's death.

Updated Age and Amount Guidelines (*continued*)

- Treadmill stress test will be replaced with an EKG and the NT-ProBNP blood test
- The NT-ProBNP blood test will also be completed on proposed insureds age 71 or older for all face amounts and all proposed insureds applying for more than \$10 million
- For ages 0-64, the requirement for an inspection report will be raised from \$3 million to \$5 million
- MD exam is being replaced with a paramed exam
- The senior supplement will be required at age 71 instead of age 70
- 3rd party verification of financials¹ will be required for all insured's applying for more than \$10 million

Elimination of Examiner's Report Requirement

The examiner's report portion of the paramed exam is no longer necessary, which increases the number of facilities available to collect medical underwriting requirements.

Introducing Supplemental Health Questionnaires

To reduce the number of Attending Physician Statements (APs), Pacific Life is introducing new supplemental health questionnaires for certain conditions, including mental health disorders, asthma, high blood pressure, gestational diabetes, heart murmur, and sleep apnea. Pacific Life will email questionnaires directly to the proposed insured or, for those who participate in the fulfillment process, a Pacific Life representative may call the proposed insured to complete the questionnaire. For more information and answers to frequently asked questions (FAQs), please click [here](#).

If you have any questions regarding these enhancements, please reach out to your New Business Supervisor or the Sales Desk at (844) 238-4872, Option 3.

¹ Examples of acceptable 3rd party financial verification include last 2 years of tax returns with all schedules included, balance sheet, profit and loss statement, accountant or estate planning attorney's breakdown of net worth.

Pacific Life is a product provider. It is not a fiduciary and therefore does not give advice or make recommendations regarding insurance or investment products.



Pacific Life Insurance Company is licensed to issue insurance products in all states except New York. Product/material availability and features may vary by state. Insurance products and their guarantees, including optional benefits and any crediting rates, are backed by the financial strength and claims-paying ability of the issuing insurance company. Look to the strength of the life insurance company with regard to such guarantees as these guarantees are not backed by the broker-dealer, insurance agency, or their affiliates from which products are purchased. Neither these entities nor their representatives make any representation or assurance regarding the claims-paying ability of the life insurance company.

Life insurance is subject to underwriting and approval of the application and may incur monthly policy charges.

This bulletin is distributed through Pacific Life, Lynchburg, VA (844) 276-5759.

Pacific Life Insurance Company's Home Office is located in Newport Beach, CA.

Investment and Insurance Products: Not a Deposit	Not Insured by any Federal Government Agency	
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BT-49304-00 4/20 E423