

The Guaranteed Issue program is designed to ease the administration on cases involving a large number of lives with a high percentage of participation. The program should enhance the marketability of life insurance products in many business situations. Whether this program is appropriate for your client's needs and other pertinent questions are answered below.

### Why should I use the Guaranteed Issue program?

On cases involving a large number of highly compensated key employees, it is often helpful to streamline the process of applying for and obtaining life insurance. One common misconception about GI programs revolves around substandard risks. AXA Equitable's GI program is not intended to provide insurance for substandard or uninsurable lives by waiving routine medical requirements. Substandard risks often require full underwriting.

### Who is eligible for GI?

AXA Equitable's Guaranteed Issue program is designed for "white collar" or "top-hat" employees. It is typically used for non-qualified benefit plans and/or key person indemnification. All insureds should be permanent residents of the U.S. The program works best with publicly traded corporations and employers that have characteristics similar to:

- A compensation committee
- A board of directors
- And a principal that cannot be the main driver of the sale

An employer/employee relationship has to exist and these must be a high percentage of participants, with the employees being **full-time, professional and "highly compensated" employees**. Note that if an individual declines participation when initially eligible, but later decides to participate, regular underwriting rules will apply.

### How do I know which employees are right for GI?

Issue ages are 20–70, with the average issue age for GI being no older than 55. The GI face amount is generally a flat amount requested for the whole group or determined by a formula such as two or three times salary. Also, a GI unit must have participation of at least 10 highly compensated employees (salaries of \$100K +).

### What is not appropriate for GI?

If a case involves any of the following aspects, then it would be inappropriate for consideration and would not be accepted in AXA Equitable's GI program:

- Individual selection with regard to face amount or participation
- Associations
- Foundations
- Unions
- Government units
- Survivorship life insurance
- Term life insurance



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## What are the procedures for submitting GI documents and when should I submit applications?

The submission process is different for GI. The steps are as follows:

1. The producer submits a completed GI checklist and census to be reviewed by Underwriting.<sup>1</sup>
2. If the case is suitable for GI, a Guaranteed Issue Offer Agreement letter will be sent to the producer.
3. Both the employer and producer must sign and submit the Guaranteed Issue Offer Agreement letter to Underwriting.
4. After the Guaranteed Issue Offer Agreement letter is received by Underwriting, applications are submitted.
5. A group inspection is typically required<sup>2</sup> to verify:
  - The purpose of the insurance applied for,
  - The salary and full-time status of employment, and
  - To substantiate the details of the case being reviewed.<sup>2</sup>

## Where do I send my completed GI documents?

Completed forms and fully completed census information should be sent to:

Barbara Peterson, Vice President of Underwriting  
AXA Equitable — Guaranteed Issue Unit  
80 Scott Swamp Road  
Farmington, CT 06032  
Phone: 860-409-1465  
Fax: 860-409-1477

**For More Information, Please Refer to the Guaranteed Issues  
Guidelines Bulletin Available on [www.AXADistributors.com](http://www.AXADistributors.com)**

**1** The writing producer must inform AXA Equitable of any known impaired lives in the group.

**2** The inspection verification may be waived if a fully completed census form (AXA301-03), signed by an officer or a duly authorized representative of the business, is submitted.

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