



UNDERWRITING 201: BUILD ISSUES

These days one of the biggest issues (no pun intended) that we face in the underwriting process is the issue of disproportionate height and weight. In general, most companies agree on what is a 'standard' risk in the build category. However, some have a little more flexibility than others. In the area of the 'preferred' and 'select preferred' risks there is also not too much divergence between companies on the height and weight issue.

If we know the build *before* we quote the case we can avoid a lot of problems at delivery by directing your prospect to the company that will give them the opportunity for a better rate. There is nothing harder than trying to deliver a policy with a 'standard' rate when you quoted one with a 'preferred' rate. When you are gathering your information from a prospect, *always* ask them their height and weight!

HEIGHT AND WEIGHT VARIABLES:

Most of our companies use a unisex build chart. This will generally benefit females to an extent. Also, most companies allow extra pounds for 'preferred' and 'select preferred' risks if the clients are age 70 or older.

Another area where we can get some relief is the use of "Lifestyle Credits" from some of the companies. Lifestyle credits can include extra credits for a college education, income, a good driving record, exercise routines and lifetime non tobacco user. There are generally 10 to 15 areas that companies consider in the granting of these credits.

SIMPLIFIED ISSUE AND GUARANTEED ISSUE PRODUCTS:

In the situation where a person is morbidly obese and exceeds the height and weight classification for many companies, we are still able to get a simplified issue product or a guaranteed issue product.

In the simplified issue products, the height and weight limits are extended beyond the normal ranges. For the guaranteed issue products, there are *no health questions* asked and therefore no height and weight questions are asked.

Generally speaking, the simplified issue products and the guaranteed issue products are 'graded death benefit' products. Usually the products are 'graded' for the first 2 to 3 years. After the graded period, a full death benefit is paid.

EXAMPLES OF HOW BUILDS AFFECT THE RATES:

A man who is 6' 1" tall and weighs 270 pounds can still get a 'standard' rate.

The same man who weighs 290 could be a "Table 2" rate.

If he weighs 314 pounds he would be rated a "Table 4"

If he weighs 370 pounds he would most likely be uninsurable.

In this case, if he is over 370 pounds we will need to recommend a simplified issue or a guaranteed issue product.

SAMPLE BUILD CHART – FULLY UNDERWRITTEN PRODUCTS:

Build Chart – Fully Underwritten

		Table 1	Table 2	Table 3	Table 4	Table 5	Table 6	Table 8	Table 10	Table 12			
	Preferred Plus	Preferred	Standard Plus	Standard	+25	+50	+75	+100	+125	+150	+200	+250	+300
Height	Weight												
4 Feet													
8"	125	134	143	152	170	184	190	197	204	212	221	230	240
9"	131	140	150	157	176	189	195	202	209	216	225	234	244
10"	135	145	155	162	182	194	201	208	214	222	231	240	249
11"	141	150	160	168	187	199	207	214	220	228	237	245	254
5 Feet	146	156	167	174	193	205	213	220	226	235	244	253	262
1"	152	163	175	180	199	211	218	226	233	242	250	259	269
2"	158	169	180	186	205	215	223	232	239	248	257	266	277
3"	164	174	185	191	213	220	228	238	246	255	264	275	284
4"	169	179	190	197	221	225	235	245	252	261	270	281	292
5"	174	184	195	204	226	231	242	251	259	268	277	286	299
6"	180	190	200	210	232	239	248	258	268	276	285	293	308
7"	185	195	205	217	239	245	254	265	275	284	293	303	316
8"	189	199	210	223	246	251	262	274	283	291	300	312	324
9"	195	205	215	230	254	258	270	282	291	299	309	319	331
10"	200	211	222	236	262	266	278	289	300	307	316	327	340
11"	206	217	227	243	269	274	287	298	307	315	325	339	349
6 Feet	211	222	234	250	275	281	292	305	315	322	333	348	356
1"	217	229	242	257	282	289	300	313	322	330	340	355	365
2"	222	234	247	264	289	296	308	321	331	339	349	366	374
3"	228	240	252	272	296	303	317	329	339	348	358	376	383
4"	233	245	258	279	301	311	325	338	348	357	367	385	394
5"	239	251	264	287	307	319	334	347	357	366	376	393	402
6"	246	258	270	298	313	328	345	358	366	375	385	405	413
7"	252	264	276	302	320	336	354	367	375	384	394	413	422
8"	-	-	-	310	327	345	363	376	385	395	405	422	431
9"	-	-	-	317	335	352	372	385	395	406	415	435	444
10"	-	-	-	325	343	359	382	395	407	418	427	444	462

The build chart above would be a good one for a quick reference. In most cases, you can look at the chart above and decide in advance a probable rate classification for your prospect. If your client falls into the Table A or B classification we can generally get them a 'standard' rate if there is nothing else wrong with them and if we know before we submit the application.

SAMPLE BUILD CHART – GRADED DEATH BENEFIT PRODUCTS:

When your prospect exceeds the weight limits on fully underwritten products you may refer to this build chart to see if the client can qualify for a 'simplified issue' product.

Height	Minimum	Maximum
4'8"	78	243
4'9"	80	252
4'10"	83	261
4'11"	86	270
5'0"	89	279
5'1"	92	288
5'2"	95	298
5'3"	98	308
5'4"	101	318
5'5"	105	328
5'6"	108	338
5'7"	111	348
5'8"	115	358
5'9"	118	369
5'10"	121	380
5'11"	125	391
6'0"	129	402
6'1"	132	413
6'2"	136	425
6'3"	140	436
6'4"	143	448
6'5"	147	460
6'6"	151	472
6'7"	155	484
6'8"	159	496
6'9"	163	509

Both of these sample build charts are actual charts from two of our companies. They will give you a general idea what rate to quote to your prospect. If you would like a more accurate quote please call us and let us quote the case for you.

Thank you for your business!



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