

List Bill Procedure

Group Business Underwriting Guide Updates

Starting **April 1, 2022**, the following underwriting updates will apply.

All New Group Business:

- Critical Illness benefits of \$40,000 or more will require a telephone interview

New Guarantee Issue Group Business:


- When writing GI groups, only submit employees that are to be GI based on the participation rules
- 15% rate-up on total HSP or HCS Series premium of all employees will apply
- GI is only available to employees who are included in the initial enrollment; after initial enrollment, any employees added must complete a separate application and answer all medical questions; approval will be subject to the current underwriting rules
- HSP or HCS Series GI policies can be written for employees only
- Any dependents of the employee wanting coverage must complete a separate application and answer all medical questions
- All employee coverage for GI HSP or HCS Series policies must have the same deductible, calendar year maximum, and units
- For GI HSP policies, One Unit plans must have a deductible no lower than \$2,500 and Two Unit plans must have a deductible no lower than \$5,000
- Employees wanting to purchase additional supplemental coverage must submit a separate application and answer all medical questions; a 15% rate-up will apply

3 Easy Steps Setting Up a List Bill

1. Determine how many employees will apply for coverage.
2. Payment Mode: Employer Bank Draft or Standard (mail payment)
3. Submit ALL forms required to receive a GBN Number.

| Bank Draft | Standard List Bill (mail payment) |
|---|--|
| <ol style="list-style-type: none">1. Maximum of 12 Employees2. Forms Required<ul style="list-style-type: none">- Acceptance Form Doc-7810- Bank Auth. Form Doc-78123. Include a VOIDED Check | <ol style="list-style-type: none">1. No Limit2. Forms Required<ul style="list-style-type: none">- Acceptance Form Doc-9773- Transmittal Form Doc-7813/82133. Mail Application Fee Check for \$150 |

Easy To Use Forms



PHILADELPHIA AMERICAN
LIFE INSURANCE COMPANY

This form must be signed by an authorized representative of the Employer/Organization named below. It is not an application for insurance. Please print

Name of Company (Employer) or Organization ☐ Company Administrator ☐ Outside Administrator

Send Billing Statement to: ☐ Company Administrator ☐ Outside Administrator

Company, Payroll Contact or Outside Administrator

Billing Address

City

Phone Number/Extension

Number of Eligible Employees

Type of Business

Payroll Frequency: ☐ Weekly ☐ Bi-Weekly ☐ Semi-Monthly ☐ Monthly

Employer contribution ☐ Yes ☐ No If Yes- Amount _____ (percent)

Agent Name Agent # Agent Signature

We, the employer, wish to participate in Philadelphia American Life Insurance Company's (PALIC) Bankdraft Program. We agree to the terms and conditions of the program as set forth in the attached Bankdraft Agreement and to the following:

1) honor the requests signed by our employees for benefits offered by PALIC, and 2) forward the requests to the appropriate box.

Please check the appropriate box:

☐ If approved by PALIC's underwriting department, each of the applications will be issued after the initial requested effective date or additions to an established billing date.

☐ All of the above applied for applications will be held for issue until all applications are received. Individual applications may substantially delay the issuance of all policies.


We understand that we or PALIC may, upon reasonable notice to the effected party, be a matter of accounting directly between the employee and PALIC. In addition, any change in the terms of the program should be forwarded to PALIC. We also agree to honor all changes in the program when presented.

We acknowledge that PALIC assumes no responsibility for compliance with the Employee Retirement Security Act of 1974 (ERISA) and for the issuance of all policies.

We hereby certify that the premium for the insurance coverage is being paid by the employee and that our only function will be to remit the premium payment to PALIC.

Signature of Employer / Administrator

PD.ALB rev 01.01.13



PHILADELPHIA AMERICAN
LIFE INSURANCE COMPANY

P.O. Box 4884
Houston, Texas 77210-4884 800-552-7878

Attach a voided check on the account to be drafted and complete

AUTHORIZATION TO MY BANK

As a convenience to me, I hereby request and authorize you to pay and charge my account, checks payable to the order of the Philadelphia American Life Insurance Company, provided there are sufficient funds on hand. I agree that your rights in respect to each such check or electronic debit shall be fully protected in honoring any such check or debit. I further agree that if any such check or debit is not honored for any reason, you shall be under no liability whatsoever of insurance.

Bank Draft Agreement with Philadelphia American Life

If a company bank draft is selected to pay premiums on behalf of the company's employees, the Employer agrees to be responsible for notifying Philadelphia American Life Insurance Company of any change in the bank draft program so that alternate premium payment arrangements can be made directly with the company. It is understood that PALIC cannot be responsible for premium refunds to the Employer for any change in the bank draft program in a timely manner. Refunds to the Employer due to premium drafts that occur after the end of the month in which the draft was issued shall be the responsibility of the former employee acknowledging that the funds were not taken from his/her payroll.

Signature of Account Holder

Account Holder's Name

Bank Name


Account Number

Employees to be included in this draft agreement
(Each employee that is to be a part of this bank draft agreement)

☐ New Bankdraft or ☐ Addition to Existing

Agent Name Agent # Agent Signature

PD.GBA.PAL rev. 12.1.11



PHILADELPHIA AMERICAN
LIFE INSURANCE COMPANY

List Bill New Business Transmittal Form

List Billing Plan: ☐ New Plan or ☐ Addition to Plan

Name of Company

Billing Address

City

Payroll Contact

Agent Name

Initial Premium ☐ Check Enclosed ☐ Bill Account

*Mode of payment other than monthly requires prior Home Office Approval


Requested Effective Date

Send Policies to: ☐ Agent ☐ Employer ☐ Employee

Indicate the type of policy being applied for within this enrollment. List all applicants below or attach equivalent census:

| Name of Applicant LAST, FIRST MI (Please Print) | Plan Type | Last 4 Digits of Employee's SSN | Monthly Deduction Amount | If Coverage for a Dependent Only- Provide Name of Employee |
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PD.LBT.PAL rev. 12.1.11



PHILADELPHIA AMERICAN
LIFE INSURANCE COMPANY

Employer Bankdraft Acceptance Program

This form must be signed by an authorized representative of the Employer/Organization named below. It is not an application for insurance. This is a fillable form and can be completed on your computer. You may also print and complete the form manually.

Name of Company

Billing Address

City

State

Zip

Phone Number

Start Date for Enrollment

Date of First Payroll Deduction

Requested Effective Date

Agent Name Agent # Agent Phone Number Agent Email Address

Billing Frequency: ☐ Monthly ☐ Other

Date of 1st Payroll Deduction

List Bill/Application Fee \$

Insurance Company's (PALIC) Bankdraft Program. Our Payroll Department is responsible for removing employees from this bankdraft account once the employee is no longer employed by the company. PALIC will not be responsible for refunding any employees premium if they are removed from the employers account. We also agree to honor all changes resulting from changes in the program when presented.

Signature of Employer / Administrator

DATE

DOC-6215

Employers Bankdraft Acceptance Program



Employer Bankdraft Acceptance Program

This form must be signed by an authorized representative of the Employer/Organization named below. It is not an application for insurance. This is a fillable form and can be completed on your computer. You may also print and complete the form by hand.

Please Print

Allow 6 weeks from the end of the enrollment period in setting effective date to allow for payroll deduction.

If a company bankdraft is selected the employer agrees to be responsible for removing employees from the bankdraft account once the employee is no longer eligible to participate in the Companies bankdraft program and that **PALIC will not be responsible for refunding any employees premium** if the employer failed to notify PALIC prior to processing the deduction from the employers account. We also agree to **honor all changes resulting from premium increases** due to age changes, rate increase and dependent eligibility when presented.

| Agent Name | Agent # | Agent Phone # | Agent Email Address |
|------------|---------|---------------|---------------------|
|------------|---------|---------------|---------------------|

We, the employer, wish to participate in Philadelphia American Life Insurance Company's (PALIC) Bankdraft Program. Our Payroll Department is prepared to honor the requests signed by our employees for benefits offered by PALIC.

The employer agrees to allow access to the employees / members / associates so that they may participate in a bank draft billing from:

- ☐ The employees individual accounts if they so desire
☐ Through the Companies bankdraft account

If a company bankdraft is selected the employer agrees to be responsible for removing employees from the bankdraft account once the employee is no longer eligible to participate in the Companies bankdraft program and that PALIC will not be responsible for refunding any employees premium if the employer failed to notify PALIC prior to processing the deduction from the employers account. We also agree to honor all changes resulting from premium increases due to age changes, rate increase and dependent eligibility when presented.

Please acknowledge the following:

- ☐ All of the applied for applications will be held for issue until all applications have been underwritten. It is understood that one individual applied for application may substantially delay the issuance of all policies. Any policies or additions issued after the initial requested effective date will become effective on the same day of the month as the original effective date.

We acknowledge that PALIC assumes no responsibility for compliance with the Employee Retirement Security Act of 1974 (ERISA) and amendments thereto, nor does it maintain that the policy is designed or marketed to comply with the requirement contained therein. PALIC is not acting as a sponsor as defined in ERISA.

SIGNATURE OF ADMINISTRATOR

DATE

PD.BA.PAL rev 04.01.22

DOC-7810

DOC-7810

1. Attach a voided check on the account to be drafted and complete the authorization below
2. Include List Bill / Application Fee \$ 150 (\$30 per HSP/HCS with a \$150 max) per employer)
3. If Contingent Issue is requested complete this section on the form and have the form signed by the company administrator



P.O. Box 4884
Houston, Texas 77210-4884 800-552-7879

Employer Bank Draft Authorization

Attach a voided check on the account to be drafted and complete the authorization below.

AUTHORIZATION TO MY BANK

As a convenience to me, I hereby request and authorize you to pay and charge my account, checks or electronic debits drawn on my account by and payable to the order of the Philadelphia American Life Insurance Company, provided there are sufficient collected funds in said account to pay the same upon presentation. I agree that your rights in respect to each such check or electronic debit shall be the same as if it were drawn on you and signed personally by me. This authority is to remain in effect until revoked by me in writing, and until you actually receive such notice. I agree that you shall be fully protected in honoring any such check or debit. I further agree that if any such check or electronic debits be dishonored whether with or without cause and whether intentionally or inadvertently, you shall be under no liability whatsoever even though such dishonor results in forfeiture of insurance.

Bank Draft Agreement with Philadelphia American Life Insurance Company

If a company bank draft is selected to pay premiums on behalf of the company's employees, the Employer agrees to the following:

The Employer agrees to be responsible for notifying Philadelphia American Life Insurance Company (PALIC) of employee terminations from this bank draft program so that alternate premium payment arrangements can be made directly with your former employee(s). The Employer also agrees to honor all changes resulting from premium increases due to age changes, rate increase and dependent eligibility when presented.

It is understood that PALIC cannot be responsible for premium refunds to the Employer for employees that have not been removed from this bank draft program in a timely manner. Refunds to the Employer due to premium drafts that occur after separation will require an authorization from the former employee acknowledging that the funds were not taken from his/her payroll.

| | |
|-----------------------------------|-----------------------|
| Signature of Account Holder _____ | _____ Date |
| Account Holder's Name _____ | Type of Account _____ |
| Bank Name _____ | Routing Number _____ |
| Account Number _____ | |

Employees to be included in this draft agreement (limit 12)

(Each employee that is to be a part of this bank draft agreement must be listed below)

☐ New Bankdraft or ☐ Addition to Existing Bankdraft

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|------------------|---------------|--------------------------|---------------------------|
| Agent Name _____ | Agent # _____ | Agent Phone Number _____ | Agent Email Address _____ |
|------------------|---------------|--------------------------|---------------------------|

DOC-7812



P.O. Box 4884
Houston, Texas 77210-4884 800-552-7879

Employer Bank Draft Authorization

and complete the authorization below.

| Name of Applicant | Employment Date (New Employees) | Name of Applicant | Employment Date (New Employees) |
|-------------------|------------------------------------|-------------------|------------------------------------|
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The employee(s) listed above attest that during the past three (3) months, except for minor illness of one (1) week or less or pregnancy, have not had any illness, injury or health related problem that has prohibited any proposed insured from working full time at his or her occupation or performing the normal activities of a person of the same age.

SIGNATURE OF ADMINISTRATOR

DATE

MY BANK

my account, checks or electronic debits drawn on my account by and
ided there are sufficient collected funds in said account to pay the
r electronic debit shall be the same as if it were drawn on you and
in writing, and until you actually receive such notice. I agree that
hat if any such check or electronic debits be dishonored whether with
o liability whatsoever even though such dishonor results in forfeiture

American Life Insurance Company

employees, the Employer agrees to the following:

Insurance Company (PALIC) of employee terminations from this
ide directly with your former employee(s). The Employer also
es, rate increase and dependent eligibility when presented.

mployer for employees that have not been removed from this bank
fts that occur after separation will require an authorization from the
oll.

Date

Type of Account

Routing Number

Employees to be included in this draft agreement (limit 12)
(Each employee that is to be a part of this bank draft agreement must be listed below)

☐ New Bankdraft or ☐ Addition to Existing Bankdraft

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Agent Name

Agent #

Agent Phone Number

Agent Email Address

DOC-7812

Page 1 of 2

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Acceptance of List Bill Program

DOC-9773

Page 2 of 2

Policy Delivery

| Mail Policies To | |
|------------------|--|
| Insured | |
| Agent | |
| Employer | |



Policy Delivery

| Mail Policies To | |
|------------------|--|
| Insured | |
| Agent | |
| Employer | |

Acceptance of
List Bill Program

an Life Insurance Company's (PALIC) List Bill Program.
s signed by our employees for benefits offered by PALIC,
ated on the list bill statement.

ce to the affected party, terminate this List Bill Program.
ounting directly between the employee and PALIC. In
yroll deduction for this insurance. Written notice should be
tion changes resulting from premium increases due to age
ted.

pliance with the Employee Retirement Security Act of
that the policy is designed or marketed to comply with the
sor as defined in ERISA.

☐

We hereby certify that the premium for the insurance coverage is paid by the company or that the company is making a contribution towards each employee's insurance premium.

☐

We hereby certify that the premium for the insurance coverage is being payroll deducted from each applicant's earning only as a convenience to the employee and that our only function will be to remit the premium payment to PALIC within the required 31 day grace period provided by the policy(ies).

☐

All applicants to be enrolled are listed in the attached PALIC's List Bill New Business Transmittal form.

SIGNATURE OF EMPLOYER / ADMINISTRATOR

DATE

Acceptance of List Bill Program



Acceptance of List Bill Program

Policy Delivery

| Mail Policies To | |
|------------------|--|
| Insured | |
| Agent | |
| Employer | |

Please check the appropriate box:

☐

We hereby certify that the premium for the insurance coverage is paid by the company or that the company is making a contribution towards each employee's insurance premium.

☐

We hereby certify that the premium for the insurance coverage is being payroll deducted from each applicant's earning only as a convenience to the employee and that our only function will be to remit the premium payment to PALIC within the required 31 day grace period provided by the policy(ies).

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We acknowledge that PALIC assumes no responsibility for compliance with the Employee Retirement Security Act of 1974 (ERISA) and amendments thereto, nor does it maintain that the policy is designed or marketed to comply with the requirement contained therein. PALIC is not acting as a sponsor as defined in ERISA.

Please check the appropriate box:

☐

We hereby certify that the premium for the insurance coverage is paid by the company or that the company is making a contribution towards each employee's insurance premium.

☐

We hereby certify that the premium for the insurance coverage is being payroll deducted from each applicant's earning only as a convenience to the employee and that our only function will be to remit the premium payment to PALIC within the required 31 day grace period provided by the policy(ies).

☐

All applicants to be enrolled are listed in the attached PALIC's List Bill New Business Transmittal form.

SIGNATURE OF EMPLOYER / ADMINISTRATOR

DATE

DOC-9773

Acceptance of List Bill Program



Acceptance of List Bill Program

Policy Delivery

| Mail Policies To | |
|------------------|--|
| Insured | |
| Agent | |
| Employer | |

ACCEPTANCE OF LIST BILL PROGRAM

We, the employer, wish to participate in Philadelphia American Life Insurance Company's (PALIC) List Bill Program. Our Payroll Department is prepared to: 1) honor the requests signed by our employees for benefits offered by PALIC, and 2) forward to PALIC the payroll-deducted premiums as stated on the list bill statement.

Please indicate below whether a list of applicants will be provided by completing the attached List Bill New Business Transmittal form or by attaching an equivalent employee census.

☐

All applicants to be enrolled are listed in the attached PALIC's List Bill New Business Transmittal form.

☐

Attached is employee census data of all applicants to be considered for enrollment.

☒ We hereby certify that the premium for the insurance coverage is paid by the company or that the company is making a contribution towards each employee's insurance premium.


☐ We hereby certify that the premium for the insurance coverage is being payroll deducted from each applicant's earning only as a convenience to the employee and that our only function will be to remit the premium payment to PALIC within the required 31 day grace period provided by the policy(ies).

☐ All applicants to be enrolled are listed in the attached PALIC's List Bill New Business Transmittal form.

SIGNATURE OF EMPLOYER / ADMINISTRATOR

DATE

List Bill New Business Transmittal Form Standard Issue

|  | PHILADELPHIA AMERICAN LIFE INSURANCE COMPANY® | List Bill New Business Transmittal Form | | |
|--|--|--|--------------------------------|---|
| List Billing Plan: <input type="checkbox"/> New Plan or <input type="checkbox"/> Addition to Plan | | Date _____ | | |
| Name of Company _____ | Company Phone # _____ | List Bill # _____ | | |
| Billing Address _____ | | | | |
| City _____ | | | | |
| Payroll Contact _____ | | | | |
| Agent Name _____ | | | | |
| Initial Premium <input type="checkbox"/> Check Enclosure <input type="checkbox"/> <small>*Mode of payment other than monthly requires prior Home Office Approval</small> | | | | |
| Requested Effective Date _____ | | Date of 1 st Payroll Deduction _____ | | |
| Send Policies to: <input type="checkbox"/> Agent <input type="checkbox"/> Employer <input type="checkbox"/> Employee | | List Bill/Application Fee \$ _____ | | |
| Indicate the type of policy being applied for within this enrollment. List all applicants below or attach equivalent census: | | | | |
| Name of Applicant Last, First MI (Please Print) | Plan Type | Last 4 Digits of Employee's SS# | Monthly Deduction Amount | If Coverage for a Dependent Only- Provide Name of Employee |
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| 20. | | | | |
| PD.LBT.PAL rev. 12.1.11 | | DOC-7813 | | |

List Bill/Application Fee **\$150.00**

\$30 Per HSP / HCS Apps with a
\$150 max per employer.

DOC-7813

List Bill New Business Transmittal Form Contingent Issue



PHILADELPHIA
AMERICAN
LIFE INSURANCE COMPANY

List Bill New Business Transmittal - Contingent Issue -

List Billing Plan: ☐ New Plan or ☐ Addition to Plan

Date

Name of Company

Company Phone #

List Bill #

Billing Address

City

State

Zip

New employee are eligible for benefits in: ☐ 30 days ☐ 60 days ☒ 90 days days

Agent Name

Agent Phone Number

Agent Email Address

Initial Premium ☐ Check

Account

Billing Frequency: ☐ Monthly ☐ Other

*Mode of payment other than monthly requires prior Home Office Approval

New employee are eligible for benefits in: ☐ 30 days ☐ 60 days ☐ 90 days days

Requested Effective Date

Date of 1st Payroll Deduction

Number of Eligible Employees

Send Policies to: ☐ Agent ☐ Employer ☐ Employee

List Bill/Application Fee \$

Indicate the type of policy being applied for within this enrollment.

List all applicants below or attach equivalent census:

| Name of Applicant Last, First MI (Please Print) | Employment Date For New Employee Additions | Plan Type | Last 4 Digits of Employee's SS# | Monthly Deduction Amount | If employee did not elect to participate in the health insurance program please explain: |
|--|---|--------------|--|--------------------------------|--|
| 1. | | | | | |
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We attest that during the past three (3) months, except for minor illness of one (1) week or less or pregnancy, that the employees listed above have not had any illness, injury or health related problem that has prohibited any proposed insured from working full time at his/her regular occupation or performing the normal activities of a person of the same age.

SIGNATURE OF ADMINISTRATOR


DATE

DOC-8213

PD.LBNBT.PAL rev 03/31/13

DOC-8213

List Bill New Business Transmittal Form Contingent Issue

| | | |
|---|--|---|
|  <p>PHILADELPHIA AMERICAN LIFE INSURANCE COMPANY®</p> | <p>List Bill New Business Transmittal - Contingent Issue-</p> | |
| <p>List Billing Plan: <input type="checkbox"/> New Plan or <input type="checkbox"/> Addition to Plan</p> | | |
| <p>_____ Date</p> | | |
| Name of Company _____ | Company Phone # _____ | List Bill # _____ |
| Billing Address _____ | | |
| City _____ | State _____ | Zip _____ |
| Payroll Contact _____ | Phone Number (Extension) _____ | Email Address _____ |
| Agent Name _____ | Agent # _____ | Agent Phone Number _____ |
| Agent Email Address _____ | | |
| <p>Initial Premium <input type="checkbox"/> Check Enclosed <input type="checkbox"/> Bill Account</p> | | <p>Billing Frequency: <input type="checkbox"/> Monthly <input type="checkbox"/> Other</p> |
| <p><i>*Mode of payment other than monthly requires prior Home Office Approval</i></p> | | |
| <p>New employee are eligible for benefits in: <input type="checkbox"/> 30 days <input type="checkbox"/> 60 days <input type="checkbox"/> 90 days days</p> | | |
| Requested Effective Date _____ | Date of 1 st Payroll Deduction _____ | Number of Eligible Employees _____ |
| <p>Send Policies to: <input type="checkbox"/> Agent <input type="checkbox"/> Employer <input type="checkbox"/> Employee</p> | | <p>List Bill/Application Fee \$ _____</p> |
| <p>Indicate the type of policy being applied for within this enrollment.</p> | | |
| <p>Name of Applicant Last, First MI (Please Print)</p> | <p>Employment Date For New Employee Additions</p> | <p>Plan Type</p> |
| <p>Last 4 Digits of Employee's SS#</p> | <p>Monthly Deduction Amount</p> | <p>If employee did not elect to participate in the health insurance program please explain:</p> |

We attest that during the past three (3) months, except for minor illness of one (1) week or less or pregnancy, that the employees listed above have not had any illness, injury or health related problem that has prohibited any proposed insured from working full time at his/her regular occupation or performing the normal activities of a person of the same age.

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| 13. | | | |
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We attest that during the past three (3) months, except for minor illness of one (1) week or less or pregnancy, that the employees listed above have not had any illness, injury or health related problem that has prohibited any proposed insured from working full time at his/her regular occupation or performing the normal activities of a person of the same age.

SIGNATURE OF ADMINISTRATOR

DATE

PD.LBNBT.PAL rev 03.31.13

DOC-8213

Rules for Contingent Issue Underwriting



Rules for Contingent Issue Underwriting

Employer Eligibility:

The industry must not be on this list of Ineligible Industries.

Adult Entertainers/Dancers, Armed Services (Active Duty), Asbestos/Toxic Chemical Workers, Athletes-Professional or Semi-Professional (who participate in a contact sport such as (Football, Soccer, Basketball, Baseball, Wrestling), Crop Dusters, Explosive Workers, Gambling and Racing related workers, High Rise Steel workers, Race Car Drivers, Rodeo and Circus worker, skydivers, Stuntmen, Underground Workers, Unemployed due to disability, Window

washers above 3 stories



Rules for Contingent Issue Underwriting

Employee Qualification:

- The health plans are available as long as the employee has not reached age 65.
- Employee's must work at least 28 hours weekly to be included in the list bill.
- Initial Enrollment Period is the time that an employee is eligible and applying for coverage and last for 31 days.
 - For employee's to be added after the initial enrollment period, they will be considered a late enrollee and must wait until the waiting period is met. This period is determined by the employer and the employee must apply within 31 days after that time period. Otherwise they will be subject to full underwriting.



Rules for Contingent Issue Underwriting

Dependent Eligibility:

- Spouses-Ages 17-65, Dependent Children Ages 0-25 (This may vary by state)
- Coverage may be applied for when the employee is eligible and applying for coverage in order to qualify for contingent issue. All applicants purchasing Critical Illness will have to answer the questions on the Critical Illness application.
- If an employee marries, adopts a child or is court ordered to cover eligible dependents, those dependents must apply for coverage within 31 days of the time they are eligible. Anyone applying meeting this and wants to purchase Critical Illness must answer all of the questions on the Critical Illness application.
 - Any late enrollee must show evidence of insurability at the expense of the employee



Eligibility Guidelines

| # Eligible Employees | Minimum # | HSP Series/ Health Choice Select/Enhanced Accident Plan | Critical Illness/On separate apps | GAP Plan (Cannot be sold with the HSP Series or HCS) |
|----------------------|---|---|--|--|
| 5-9 employees | Full Underwriting | All questions need to be answered and phone interviews are required. | Applicant may apply for up to \$40k or \$50k of CI benefit and must answer NO to all of the questions and a Phone interview is required. | Maximum Benefit Level \$6,000. Must have a Primary Medical Policy in force. Phone or electronic interview is required. |
| 10-15 employees | 8 Participating Employees Purchasing HSP Series / HCS/GAP | Guaranteed Issue ON THE NEW HSP GOLD PLAN THE LOWEST DEDUCTIBLE ALLOWED FOR THE 1 UNIT PLAN FOR GI IS \$2,500 OR \$5,000 ON THE 2 UNIT Plan on a GI basis. On the HCS, they are eligible for a 20% first day plan. The EAP can be GI if an HSP Series or HCS is included. No DI or Accident rider allowed on GI basis. No GI on standalone EAP. The Enhanced Benefit rider or the ER/Urgent care rider are available for GI but if offered everyone must have the rider. The CYM of \$100,000 or \$250,000 are allowed. No questions need to be answered nor E—Verification Needed. | Applicant may apply for up to \$40K or \$50K of CI benefit and must answer NO to all of the questions. A Phone Interview is required. | Guaranteed Issue Maximum Benefit Level \$6,000 No Questions will need to be answered. Must have a Primary Medical Policy in force No phone interviews Required Simplified Issue Only Up to maximum benefit of \$6,000All questions will need to be answered. No phone interviews required |

Eligibility Guidelines

| | | | | |
|------------------|--|---|---|---|
| 16 –24 employees | 12 Participating Employees Purchasing HSP / | Guaranteed Issue ON THE NEW HSP GOLD PLAN THE LOWEST DEDUCTIBLE ALLOWED FOR THE 1 UNIT PLAN FOR GI IS \$2,500 OR \$5,000 ON THE 2 UNIT Plan on a GI basis. On the HCS, they are eligible for a 20% first day plan. The EAP can be GI if an HSP Series or HCS is included. No DI or Accident rider allowed on GI basis. No GI on standalone EAP. The Enhanced Benefit rider or the ER/Urgent care rider are available for GI but if offered everyone must have the rider. The CYM of \$100,000 or \$250,000 are allowed. No questions need to be answered nor E—Verification | Applicant may apply for up to \$40k or \$50K of CI benefit and must answer NO to all of the questions. A Phone interview is required. | Guaranteed Issue Maximum Benefit Level \$6,000 No Questions will need to be Answered. Must have a Primary Medical Policy in force No phone interviews required Simplified Issue Only Up to maximum benefit all questions will need to be answered. No phone interviews required |
| 25-36 employees | HCS/GAP18 Participating Employees Purchasing HSP / HCS/GAP | | | |
| 37–50 employees | 25 Participating Employees Purchasing HSP / HCS/GAP | | | |
| 50+ | Please check with the Under 65 Marketing Department | Please check with the Under 65 Marketing Department | Please check with the Under 65 Marketing Department | Please check with the Under 65 Marketing Department |

Post Sales and Service



- ✓ Check all applications. Do you have all the required information and signatures?
- ✓ Complete the New Business Transmittal.
- ✓ Provide a copy of the New Business Transmittal to payroll administrator.
- ✓ Review the payroll administrator and confirm when the first deductions will start and when the first billing will arrive.

A man in a white shirt is shown from the chest up, leaning over a desk. He is holding a mobile phone to his ear with his left hand and writing on a document with a blue pen in his right hand. The background is a blurred office setting.

Rules for Contingent Issue Underwriting

The first requirement for an agent to use the eApp for an employer sponsored list bill is that prior to starting the enrollment they receive a **Group Bill Number (GBN)** from the Home Office and complete **Employers Acceptance of List Bill Form 9773**.

In presenting an Employer Bankdraft Program an agent must also receive a Group Bill Number from the Home Office and then send in both the **Employer Bankdraft Acceptance Form 7810** and the **Employer Bankdraft Authorization Form 7812B**.

Important To Remember

1. On payroll deduction business you must set the effective date 6 weeks after you complete the enrollment to allow the payroll clerk enough time to enter the deduction into their payroll system as well as time to deduct the premium amount from at least 2 pay periods.
2. Age is based on the effective date of coverage so make sure you have the correct age quoted otherwise the premium will be incorrect and will cause an amendment and a delay in the group.
3. We only do MONTHLY Bills (24 pay periods—2 pay periods a month) we DO NOT do 13thly (26 pay periods—paid every 2 weeks). We send a bill to the employer 15 days prior to the effective date.
4. All additions to a group must be on the same day of the month as the current employers list bill. We do not allow for multiple billing dates in the same month.

Important To Remember

4. All groups must be pre-approved to receive a Group Bill Number.
Email all setup forms to the HO. Please use listbill@neweralife.com
5. If you prefer to fax in your forms please fax forms to [281-368-7240](tel:281-368-7240) to receive approval and Group Bill Number and Affiliation Code.

Mailing Address

Attn: New Business
Philadelphia American Life
P.O. Box 4884
Houston, TX 77210-4884

Q&A

Please e-mail additional questions to
trainingU65@neweralife.com