



EQUITABLE BULLETIN

Life Business

- New
- Update

Category

- Products
- Underwriting
- New Business
- Marketing
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Channel: Retail and Independent

Bulletin number: FB21-091 and AD21-0528 (June 1, 2021)

Subject: Removing some of our temporary COVID-19 underwriting guidelines

What: Last year, Equitable announced temporary underwriting guidelines to address the risk associated with the COVID-19 pandemic. We are pleased to announce changes to those previous guidelines. See the table on page 2 for a comparison of:

1. Previous COVID-19 guidelines
2. Updated COVID-19 guidelines effective June 1, 2021

Overview of changes: (see chart on the following page for full details)

- Temporary COVID-19 guidelines updated for applicants up to age 65
 - Full retention, auto pool, and jumbo available
 - All ratings now allowed with two exceptions:
 1. BMI \geq 38 limitation remains in place
 2. For Ages 51–69, unable to offer if Table D or higher AND rated for any listed COVID-19 comorbid conditions
- Survivorship changes
 - Max face amount = amount allowed for the youngest life
 - Max rating = each Insured must meet the criteria for their respective age
- Asthma was removed from list of comorbidities
- All other guidelines remain unchanged (for ages 66+)

Who: Financial Professionals

When: June 1, 2021

For more info, contact Life Underwriting.

Life insurance products are issued by Equitable Financial Life Insurance Company (New York, NY) or Equitable Financial Life Insurance Company of America, an Arizona stock corporation with its main administration office in Jersey City, NJ 07310 and are distributed by Equitable Distributors, LLC.

Equitable is the brand name of the retirement and protection subsidiaries of Equitable Holdings, Inc., including Equitable Financial Life Insurance Company (NY, NY), Equitable Financial Life Insurance Company of America, an AZ stock company with main administrative headquarters in Jersey City, NJ, and Equitable Distributors, LLC. Equitable Advisors is the brand name of Equitable Advisors, LLC (member FINRA, SIPC) (Equitable Financial Advisors in MI and TN).

	Previous COVID-19 Guidance
Retention	
Ages 18 - 50	\$20M (\$25M Survivorship)*
Ages 51 - 69	\$10M (\$20M Survivorship)
Ages 70 - 80	\$5M (\$10M Survivorship)
Max Issue Age	80
Max Rating	
Ages 18 - 50	Table-D
Ages 51 - 69	Table-D
Ages 51 - 69 with a ratable COVID-19 comorbid condition	Table-C
Ages 70 - 80	Standard
Additional Limitations	
BMI ≥ 38	Coverage not available
S.T.E.P.	Not available if any rating for COVID comorbid condition
Survivorship	Each insured must meet the criteria for their age range.

	Updated COVID-19 Guidance 6/1/21
Retention	
Ages 18 - 65	\$20M (\$25M Survivorship)*
Ages 66 - 69	\$10M (\$20M Survivorship)
Ages 70 - 80	\$5M (\$10M Survivorship)
Max Issue Age	80
Max Rating	
Ages 18 - 65	Perm - All classes & ratings Term - Table-D
Ages 66 - 69	Table-D
Ages 51 - 69 with a ratable COVID-19 comorbid condition	Table-C
Ages 70 - 80	Standard
Additional Limitations	
BMI ≥ 38	Coverage not available
S.T.E.P., Ages 20-50	Available
S.T.E.P., Ages 51-69	Not available if any rating for COVID-19 comorbid condition
Survivorship	
Max Face Amount	Youngest life determines amount available.
Max Rating	Each insured must meet the criteria for their age range.

* Traditional jumbo and auto pool also available.

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COVID-19 co-morbidities (updated)
CAD
Valvular Heart Disease
Cardiomyopathy
Congestive Heart Failure
Hypertensive Heart Disease
Elev. NT-ProBNP
Diabetes Mellitus
Hypertension
COPD
Chronic Kidney Disease
Disease treated with chronic Prednisone