

# An Easier Approach to IDI Applications



## Simplified Underwriting For You And Your Customers

The Standard has a simplified approach to underwriting Protector Platinum<sup>SM</sup> and Protector+<sup>SM</sup> individual disability income insurance applications, whenever the applications meet the criteria outlined below.

## Simplified Underwriting Is Automatic

You do not have to do anything to initiate Simplified Underwriting. When the requirements are satisfied, lab tests and income documentation are automatically waived.

## Simplified Underwriting Criteria

### Issue Limits

| Occupation Classes             | Monthly Coverage                 |                                   |                                 |
|--------------------------------|----------------------------------|-----------------------------------|---------------------------------|
|                                | Maximum Issue from The Standard* | Maximum Participation             |                                 |
|                                |                                  | with other carriers' IDI coverage | with group LTD from any carrier |
| 5A, 4A                         | \$6,000                          | \$25,000                          | \$30,000                        |
| 4P, 3P Surgeons                | \$6,000                          | \$22,000                          | \$25,000                        |
| 3P, 2P Physicians and Dentists | \$6,000                          | \$20,000                          | \$20,000                        |
| 3A                             | \$3,000                          | \$6,000                           | \$25,000                        |
| 2P not Physicians              | \$3,000                          | \$6,000                           | \$20,000                        |
| 2A                             | \$3,000                          | \$6,000                           | \$15,000                        |
| A,B                            | \$1,500                          | \$1,500                           | \$10,000                        |

\* Includes base coverage plus any Future Purchase Option (and SSI for Protector+). In order to qualify for Simplified Underwriting the eligible benefit amount must be substantiated by declared earned income and cannot exceed issue and participation limits of Simplified Underwriting.

## Issue Ages Available

18 - 50

## Eligible Occupation Classes

All occupations are eligible for Simplified Underwriting except chiropractors, long-haul truck drivers and occupations listed as NO in the occupation class listing <sup>1</sup> of The Protector Series<sup>SM</sup> Reference Product Guide, form 9251REF. You can find it at [www.standard.com/di](http://www.standard.com/di).

<sup>1</sup> Where an occupation is listed as eligible under Temporary Changes in the Reference Product Guide, two years' tax returns are required.

continued



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Not for use with consumers.**

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Simplified Underwriting  
SI 16250 (5/12)

The Standard's underwriters determine occupation classes for Simplified Underwriting using the earned income and occupation duties indicated in each application. Other occupation class requirements apply as noted in the Occupation Class Listings and Special Occupations section of the Reference Product Guide,.

## **Riders Available**

All riders usually available with Protector Platinum or Protector+ are available with Simplified Underwriting.

The Catastrophic Disability Benefit Rider is available up to a 1:1 ratio with the base monthly benefit.

The Future Purchase Option (FPO) Rider is available up to a maximum issue limit based on occupation class. For example, under Simplified Underwriting, an individual with a 5A occupation could qualify for a \$4,000 monthly base benefit and an FPO Rider with up to \$2,000 monthly benefit since the maximum issue for 5A is \$6,000. In this example, any amount of FPO greater than \$2,000 would result in this case being underwritten using traditional underwriting.

## **Waiting Periods Available**

60, 90, 180 and 365 days

## **Benefit Periods Available**

2, 5, 10<sup>2</sup> years , and to age 67

## **Discounts**

All discounts usually available with Protector Platinum or Protector+ are available with Simplified Underwriting.

## **Business Owner Applications**

Simplified Underwriting does not change The Standard's eligibility requirements for owners who have been in business less than two years. Newer business owners may qualify under the New-In-Practice Limits published in the Special Occupations section of the Reference Product Guide. In most cases, for occupations that do not have new-in-practice limits, The Standard normally requires up to two years' tax returns.

## **Please Note**

The Standard's underwriters will continue to evaluate applications based on all information available, including pending or prior applications.<sup>3</sup>

Business owners may also be considered for the Business Owner Rewards program by submitting two years' tax returns.

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<sup>2</sup> The 10-year period is only available with Protector Platinum.

<sup>3</sup> The Standard reserves the right to rate, modify, exclude or decline coverage. As usual a Script Check and MIB will be conducted for each application. The Standard may also order medical records and other information based on admitted medical history, Script Check or MIB findings.