

MetLife Enhanced Rate Plus

Program Guide

MetLife

The opportunity for a better offer, faster with MetLife Enhanced Rate Plus

This new program offers qualifying applicants the opportunity to move from Standard to best possible rating class and receive an underwriting decision within one week, with no paramedical exams or lab work required.

Who's Eligible?

Clients who are:

- Age 20 to 60
- Applying for a **MetLife Promise Whole Life Select 10SM** policy¹ with a face amount of \$100,000 to \$1 million²
- U.S. residents with a minimum residency period of two years
- Non-smokers – no nicotine use within the last 24 months



How It Works²

1 Financial professional completes an Express Order Ticket (only EOTs will be accepted) and Authorization form (EAUTH) and gives the Tele-Application Client Package to the client.

2 Financial professional submits the forms through Express Order Tickets. Call Center representative contacts the client within 24 hours after the EOT and associated paperwork have been processed and confirmed to be in good order.

3 Client goes through the 20- to 40-minute telephone interview process. Call Center representative sends information to underwriting to determine whether the client may qualify for MetLife Enhanced Rate Plus program.

If the client qualifies – based upon information from their phone interview, prescription drug database, motor vehicle record, public record search and Medical Information Bureau record – no lab work or paramedical exam will be required, and if the client qualifies for Standard, they may receive an upgrade to Elite or the best possible rating class.³

If the client does not qualify, the case will proceed through traditional underwriting, and an Attending Physician Statement (APS) and/or lab work may be ordered. A paramedical exam may also be obtained. If the client qualifies for Standard, they may still receive an upgrade to Elite or the best possible rating class.³

4 Financial professional is notified of the decision and is mailed the policy for delivery.

	METLIFE ENHANCED RATE PLUS PROGRAM	TRADITIONAL UNDERWRITING
APPLICATION PROCESS	Express Order Ticket	Enterprise Application, Express Order Ticket, iPipeline
PAGES OF INFORMATION TO BE COMPLETED BY THE PRODUCER	2 plus supplemental forms	7
CLIENT SIGNATURE	Voice	Paper or voice
PARAMED EXAM	No	Yes, depending on age and face amount or at underwriter's discretion
LABS (BLOOD AND URINE)	No	Yes, depending on age and face amount or at underwriter's discretion
APS	No	Yes, depending on age and face amount or at underwriter's discretion
MEDICAL INFORMATION BUREAU	Yes	Yes
MOTOR VEHICLE RECORDS	Yes	Yes
PRESCRIPTION DATABASE	Yes	Yes
PUBLIC RECORDS SEARCH	Yes	Possible
FEATURES	<ul style="list-style-type: none"> • Full tele-app helps prevent Not of Good Order applications • Two- to seven-day cycle time • Potential to move from Standard to Elite rating class 	<ul style="list-style-type: none"> • Not of Good Order applications can result in delays • 20- to 30-day cycle time • Potential to move from Standard to Elite rating class

Program FAQs

1. Is MetLife Enhanced Rate Plus available for any other products?

Currently, this program is only available to clients applying for a MetLife Promise Whole Life Select 10 policy through a financial representative.

2. Is MetLife Enhanced Rate Plus available in all states?

Yes. MetLife Promise Whole Life Select 10 is approved and sold in all states.

3. Will all applicants who qualify for MetLife Enhanced Rate Plus receive an upgrade from Standard to Elite?

Certain factors, such as hobbies or motor vehicle records, that require a flat extra will not qualify for an upgrade.

4. Are there any lifestyle risks or medical conditions that may not qualify for MetLife Enhanced Rate Plus?

To determine whether a medical condition may qualify, consult the Medical Impairments Guide. If the guide indicates a Standard or better rating class is possible for your client, he or she may qualify for the MetLife Enhanced Rate Plus program.

5. What happens if Underwriting determines my client doesn't qualify for MetLife Enhanced Rate Plus?

The case will go through our traditional underwriting program, and typical requirements applying to the client's age and face amount, or based on factors such as medical history, will be ordered.

[Continued>>](#)

Program FAQs (continued)

6. Can a recently purchased MetLife Promise Whole Life Select 10 policy be reissued through MetLife Enhanced Rate Plus?

You may request a reissue of a MetLife Promise Whole Life Select 10 policy using MetLife Enhanced Rate Plus within 60 days of the original issue date. For these cases, please send an email to your case manager. If the original policy was issued without advance payment, the placing premium must be paid before the reissue will be completed. Any compensation paid to the producer on the original policy will be reversed and compensation on the new policy will be paid based on the new premium. If the case is a replacement, a new quote and replacement forms will be required.

7. If a case is currently undergoing traditional underwriting but qualifies for MetLife Enhanced Rate Plus, can I request it be moved?

Cases already under traditional underwriting review may not be moved to the MetLife Enhanced Rate Plus program; however, qualifying cases may still be moved from Standard to Preferred or Elite.

8. If an informal application was previously submitted, can the client qualify for MetLife Enhanced Rate Plus program?

Yes, but the client would have to undergo the entire MetLife Enhanced Rate Plus program process outlined on page 1.

9. Are applications for a policy with riders⁴ able to go through MetLife Enhanced Rate Plus?

Yes, policies with the Enricher[®], Disability Waiver of Premium Rider, Enhanced Care Benefit and/or Acceleration of Death Benefit Rider are eligible for the MetLife Enhanced Rate Plus program.

10. Can I submit an enterprise application for MetLife Enhanced Rate Plus?

No, enterprise applications will not be accepted. If a paper application is submitted, the case will go through traditional underwriting. During traditional underwriting, it may be determined that your client qualifies for a more favorable rating class. If you are unsure whether your client qualifies for MetLife Enhanced Rate Plus, use an Express Order Ticket.

11. What is an Express Order Ticket?

An Express Order Ticket is a simplified life insurance application process that reduces the amount of paperwork completed at point of sale from seven to two pages (plus supplemental forms). The application is completed over the phone with a customer service representative and includes a voice signature, which eliminates the need for a signature on the application. Certain forms, such as amendments and non voice-signed applications, may require post-issue signatures.

12. What can my client expect during the tele-application process?

The tele-application lasts 20 to 40 minutes, depending on the amount of medical history information provided. To prepare

for the telephone interview, your client should be prepared to discuss health and medications; employment and income; driving history; immigration status; nicotine, alcohol and drug use; family medical history; hobbies; and beneficiaries.

13. Will any other information be considered?

We also will use information from the prescription drug database, motor vehicle records, public record search and the Medical Information Bureau. Any other information provided by the client will be considered during underwriting, even if it is not required information, and may result in a client not qualifying for the MetLife Enhanced Rate Plus program.

14. How will U.S. residency and foreign travel be considered?

Residency and foreign travel will be considered according to MetLife's standard underwriting guidelines.

15. How am I compensated if my client goes through MetLife Enhanced Rate Plus program?

Your compensation structure will remain the same and will be based on the final policy premium.

16. Is temporary insurance coverage available?

Yes, temporary insurance is available if payment is made by check or bank draft.

17. Is product conversion available?

No, product conversions, including term conversions, are not available. However, requests to switch products during the application process will require the client to undergo traditional underwriting.

18. Which payment and payor options are available?

All payment methods are available. Monthly, quarterly, semi-annual or annual electronic fund transfers are available. Quarterly, semi-annual and annual direct billing are also an option. The payor may be someone other than the insured – some states may require the payor's signature on electronic funds transfer paperwork.

19. How do I explain this process to my client?

Once the client agrees to the purchase, complete the Express Order Ticket and explain the typical next steps for underwriting. If you think the client may qualify for the MetLife Enhanced Rate Plus program, discuss the possibility of expedited underwriting without the need for a paramed exam or lab work.

- If the applicant is approved for MetLife Enhanced Rate Plus, tell the client that Underwriting was able to approve him or her at the rating class specified by Underwriting without requiring a paramedical exam or lab work appointment.
- If the applicant is not approved for MetLife Enhanced Rate Plus, he or she will continue through the traditional underwriting process.

More questions about MetLife Enhanced Rate Plus? Please contact the life sales desk.

- ¹ MetLife Promise Whole Life Select 10 is approved in all 50 states, making MetLife Enhanced Rate Plus program available in all states.
- ² The amount of in-force coverage issued by MetLife to the client within the past 12 months plus the amount being applied for may not exceed \$1.75 million. If the amount exceeds \$1.75 million, the client must undergo traditional underwriting.
- ³ Not all clients will qualify for an upgrade to Preferred or Elite. Certain factors – including, but not limited to, policy face amount, some medical impairments and other health and lifestyle risks – may prevent an upgrade to a Preferred or Elite rating class.
- ⁴ There may be an additional charge for optional riders. Certain age and state availability restrictions may apply. Please see the Producer Guide or a specimen rider for additional rider details.

Like most insurance policies, MetLife's policies contain charges, limitations, exclusions, termination provisions and terms for keeping them in force. Contact your financial representative for costs and complete details.

MetLife Promise Whole Life Select 10, MetLife Promise Whole Life Select 20, and MetLife Promise Whole Life Select 65 are issued by MetLife Insurance Company USA generally on Policy Form 5E-12-10 in all jurisdictions and in New York only by Metropolitan Life Insurance Company generally on Policy Form 1-15-13-NY. All guarantees are subject to the claims-paying ability and financial strength of the issuing insurance company.

Life Insurance Products:

- Not A Deposit • Not FDIC-Insured • Not Insured By Any Federal Government Agency
- Not Guaranteed by Any Bank or Credit Union • May Go Down in Value

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