

# Lab Lift

## Exam Substitution Program Overview



### Give your clients a lab-free experience with great term pricing and coverage options.

With Lab Lift from Legal & General America, the best of both worlds is available to your eligible clients using paper applications. Electronic health records (EHRs) or an attending physician statement (APS) will be used as a substitute for a paramedical exam and fluids — by pulling medical data and lab results from recent physician visits.

#### Eligibility

- Ages 20–50
- Comprehensive physical within the last 18 months that includes complete blood work
- Applicants can apply for up to \$2 million in coverage (including any existing coverage with Banner Life or William Penn that is not being replaced)
- All rate classes are eligible, including Sub-standard cases

#### Current requirements waived

*For those eligible for the program, the full paramed requirement will be waived for individuals ages 51–60 with face amounts over \$500,000.*

*The EKG requirement will be waived for individuals ages 51–60 with face amounts between \$1 million and \$2 million.*

#### Part 1 and Part 2 of the application is needed.

Agents with clients who would typically complete Part 2 during a paramed can use ExamOne to complete the application. For the Lab Lift program, ordering of Part 2 through ExamOne is not currently available in New York.



Up to \$2 million in coverage with no exams or blood work!

### Why choose LGA

- Competitive term pricing leader
- Digital solutions that accelerate process
- Exceptional financial strength ratings
- Ranked in the top five of U.S. life insurers<sup>1</sup>
- Protecting Americans for over 70 years



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Agents can decide which clients to include in the program by submitting the paper application with a simple one-page cover sheet including the date blood work was last completed and physician information.

### Available in 3 easy steps:



1. Submit a cover sheet with the application for eligible clients.
2. If the application meets substitution eligibility requirements, LGA will waive exam and lab requirements.
3. If eligible, LGA will order an EHR and APS; if the EHR contains sufficient evidence, the APS will be canceled.

**Please complete the cover sheet in its entirety.** If this cover sheet is not complete, your client will need to be scheduled for a paramed exam/labs.

If the applicant does not meet eligibility requirements, they will revert to traditional underwriting which requires a paramed exam/labs.



### Fillable Cover Sheet

Banner Life Insurance Company  
 William Penn Life Insurance Company of New York  
 3275 Banner Drive Avenue  
 Frederick, Maryland 21704  
 (800) 634-6426  
[www.LGAmcna.com](http://www.LGAmcna.com)

Legal & General  
 Paper Applications  
 Cover Sheet: Lab Lift Program

Legal & General America is making it easier to get your clients the coverage they need by using a fluidless, exam-free underwriting process. For applicants who meet the criteria below, we will use electronic health records (EHRs) or an APS to pull medical data and lab results from recent physician visits as a substitute for a paramed exam and fluids, whenever possible. It's a faster, more convenient process for you and your qualified clients.

**Qualification requirements**

- Ages 20-80
- Up to \$2 million of coverage applied for and inforce with LGA (Banner Life, William Penn)
- The applicant has completed a comprehensive physical and blood work within the last 18 months

**Please complete the coversheet in its entirety. If this cover sheet is not complete, your client will need to be scheduled for a paramed exam.**

By submitting this form, I attest that my applicant has completed a full physical exam including blood work with a medical professional within 18 months prior to the application submission date. Please check  of the two boxes below:

I am sending Part 1 and 2 of the application with the coversheet.

I am sending Part 1 of the application with the coversheet; I have ordered Part 2 through Exam One as instructed by LGA. (Please note that the Exam One Part 2 tele-interview process is not available for New York applications.)

Agent Name: \_\_\_\_\_

**Applicant Information**

Name of applicant: \_\_\_\_\_

Applicant Date of Birth (MM/DD/YYYY): \_\_\_\_/\_\_\_\_/\_\_\_\_

Email address: \_\_\_\_\_

**Physician Information**

Name of examining physician: \_\_\_\_\_

Date of most recent exam (MM/YYYY): \_\_\_\_/\_\_\_\_/\_\_\_\_

Address: \_\_\_\_\_

Phone number: \_\_\_\_\_

Legal & General America life insurance products are underwritten and issued by Banner Life Insurance Company, Urbana, Maryland and William Penn Life Insurance Company of New York, Valley Stream, NY. Banner products are distributed in 43 states and in DC. William Penn products are available exclusively in New York. Banner does not exist in business form. Clients who do not meet all eligibility requirements may need to submit additional information as a paramed exam or other test or medical records. The Legal & General America companies are part of the worldwide Legal & General Group. For broker use only. Not for public distribution.

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## Complete Part 2 with ExamOne

### Part 1 and Part 2 of the application is needed.

Agencies with customers who would typically complete Part 2 during a paramed can use **ExamOne** to complete the application.

### Place Order

1. Once the user selects the "Place Order" option they will need to select the order type of "Product" or the desired order type.
2. To order the Part 2 to be completed with the applicant via phone, the user would select the Tele-underwriting icon.
3. Once the user has selected the order type, they will need to select the account for Banner Life Insurance Company. At this time, using ExamOne to collect the Part 2 is not available in New York.
4. Next, enter the required fields under the 'Applicant Demographics' section. Once all required fields have been entered, you will have the option to add any special notes or instructions to the order form.
5. Once the order has been submitted you will receive a confirmation page. To monitor the status of the order, select the 'View Case' option at the bottom left of the page.

Select Product Type ✕

You can select multiple product types.

Attending Physician Statement	FraudCheck Report	Inspection Report	Motor Vehicle Report
National Criminal Record	Paramedical Services	QuestCheck Report	Risk Identifier
ScriptCheck Report	Tele-underwriting		

Cancel Next

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### FAQs

#### How do I submit the Lab Lift case?

Include cover sheet with Part 1 and 2 of the app.

#### What happens if my applicant does not meet the qualifications for Lab Lift?

The application will proceed through traditional underwriting and a paramed will be ordered.

#### What factors might result in my client not qualifying?

- The applicant is older than age 60
- The applicant is applying for more than \$2 million (including any existing coverage with Banner Life or William Penn that is not being replaced)
- The applicant has not been to see a medical professional and had a comprehensive blood panel done in the last 18 months
- The applicant does not have 2 years of established medical history for an underwriter to review

#### Are there any rate classes that do not qualify for Lab Lift?

No, all rate classes including table-rated cases can be underwritten using Lab Lift

#### Will Lab Lift underwriting work on replacement business?

Yes, replacement business may qualify for Lab Lift if eligible

#### My agents currently don't complete a Part 2. What are the options for those agents?

ExamOne will be the Part 2 completion vendor for Lab Lift cases. Agencies should contact our Sales Team if they need assistance with initial setup.

#### How do I follow the status of my client's qualification status for Lab Lift underwriting?

Same as today. Case status will be available through Partner Dashboard and other agency management vendors. In the Underwriting Case Notes section you will see a hold for a paramed exam.



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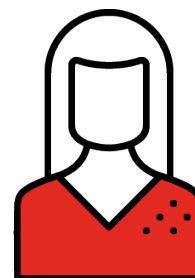
### Case Studies

Legal & General America is continuing to improve the Lab Lift program as we add more process automation which will speed up cases.

These below examples are real-life case studies with eligible applicants where exams and labs were replaced with either an EHR or APS.

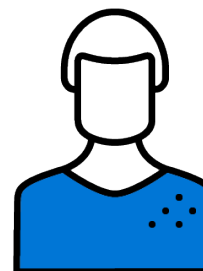
#### Case Study #1

- 36 year-old female
- Applying \$1.5million
- Approved in 6 days without requiring exam/labs
- Preferred Plus



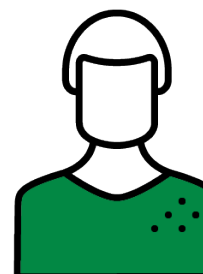
#### Case Study #2

- 60 year old male
- Applying for \$250,000
- History of sleep apnea and high blood pressure
- Approved in 16 days without requiring exam/labs
- Table 2



#### Case Study #3

- 53 year old male
- Applying for \$100,000
- History of diabetes and sleep apnea
- Electronic medical records received within 1 day
- Approved in 10 days without requiring exam/labs
- Standard non-tobacco



<sup>1</sup> Top five term life ranking based on coverage in the brokerage channel; 2019 LIMRA US Retail Individual Life Ins. Sales By Channel

The new digital application is available for Banner Life business only at this time and is not available in New York. Lab Lift available for all OPTerm series options. For the digital application, Lab Lift is not available in New York. Clients who do not fit all accelerated underwriting or Lab Lift requirements may need to submit additional information like a paramedical exam or other labs or medical records.

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