

Think about this: “Do you have a client who has Diabetes and Coronary Artery Disease (CAD)?”

Underwriters will view your client as a huge mortality risk. The reason being type 2 diabetes clients are a major risk factor for CAD and CAD is the major mortality cause for clients with type 2 diabetes. Simply put, diabetics are more likely to develop CAD than non-diabetics.

How can you facilitate underwriting your client?

- I. The client should be informed at the start that he/she will not be eligible for a preferred classification. Getting insurance might be a challenge depending on the severity of the medical condition. The client should expect to pay a higher premium due to increased mortality risk.
- II. While filling the application, it is important to ask all non medical questions (usually part 2 of the application) as stated. An agent once asked me, Can I ask the client a simple question such as “do you have any medical problems and if his/her answer is no, can I mark all questions as no?” The answer is NO. All questions have to be asked individually. This will give the underwriter a head start on the case before medical records are received.
- III. On the application, the name of the doctor/s visited for treatments/follow-ups must be provided with complete address and phone number. To expedite the underwriting process, it is a great idea for the agent or client to get the medical records and send it in with the application. Some facilities might not release the records to the agent due to client privacy concerns. It is always a good idea to get the client involved in procuring the records. All medications taken should be mentioned with dosage and frequency of intake as prescribed.
- IV. Underwriters will appreciate a good cover letter from the agent specifying lifestyle and habits of the client, if known to agent such as exercise routines, controlled food habits, if diabetes is under control, etc.
- V. To get preliminary offers, it is always suggested to use separate diabetes and CAD questionnaires so that all important information is collected to get an accurate quote. It is important to note that if the client’s A1C is equal to or greater than 9 and he/she has CAD, getting insurance might not be possible.

Set the expectations right from the beginning with your client.

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