

## Rx FOR SUCCESS As

Asthma

Bronchial asthma is characterized by shortness of breath and wheezing due to constriction (narrowing) of the smaller airways. Asthma occurs in one to two percent of the population, and allergic or presumed allergic factors are responsible for most cases. It is a chronic inflammatory disease and management is directed towards controlling the inflammation. Those with continuous asthma symptoms can develop scarring of the lung with permanent changes on pulmonary function tests (PFT's) and chest x-ray due to the chronic inflammation. Chronic use of steroid inhalers may be required to decrease the inflammation and prevent acute attacks.

Symptoms of an asthmatic attack include chest tightness, coughing, wheezing, and labored breathing. They may last a few minutes to several hours and vary in severity. Fatigue, cold air inhalation and stress can cause asthma symptoms in individu-als whose airways are hyperactive. Status asthmaticus is characterized by a intense, continuous state of asthma with a lack of response to normal treatment efforts. It requires hospitalization. Status asthmaticus can lead to death.

Lung function in asthma is measured by formal pulmonary functions tests (PFTs) or by the simpler peak flow meter. This meter is an inexpensive apparatus, often used to follow office-based patients. Asthmatic patients are encouraged to measure peak flow at home to follow their own progress. Peak flow variability is an important clue to risky asthma.

Except for the individual who is clinically classified as moderate persistent or severe persistent, PFTs and peak flow are es-sentially normal between attacks. Continual symptoms imply persistent airway inflammation, which as stated above can lead to lung scarring. In cases of permanent damage, there may be fixed changes on PFTs or on Chest X-ray. These people have a prognosis similar to Chronic Obstructive Pulmonary Disease.

Mild intermittent asthmatics require no daily medications and may use short acting inhalers intermittently for relief of brief attacks. Persistent asthmatics require daily medications (either inhaled or oral) to control their disease.

In determining a rating for asthma, the frequency and severity of attacks are important considerations. See the Asthma Underwriting Classification Table on the next page.

This material is designed to provide general information about the subject matter covered. It should be used with the understanding that we are not rendering legal, accounting, or tax advice. Such services should be provided by professional advisors. Accordingly, any information in this document cannot be used by any taxpayer for purposes of avoiding penalties under the Internal Revenue Code.

This material is intended for insurance informational purposes only and is not personal medical advice for clients. Rates and availability will vary based on the satisfaction of our underwriting criteria. Underwriting rules are subject to change at our discretion. This marketing material is subject to an expiration date, and use of this material must be discontinued as of the expiration date.

Insurance issued by The Prudential Insurance Company of America and its affiliates, Newark, NJ.

NOT FOR CONSUMER USE. © 2012 Prudential Financial, Inc. and its related entities. 0191066-00002-00 Ed. 12/2012 Exp. 12/04/2014 Rx 066 Securities and Insurance Products: Not Insured by FDIC or Any Federal Government Agency. May Lose Value. Not a Deposit of or Guaranteed by Any Bank or Bank Affiliate.



## **ASTHMA UNDERWRITING CLASSIFICATION TABLE**

| SEVERITY             | SIGNIFICANT<br>EPISODE/YEAR | DESCRIPTION AND THERAPY  |
|----------------------|-----------------------------|--|
| Mild                 | ≤2                          | <ul> <li>Any number of inhalers of any kind, including steroids</li> <li>No injections of epinephrine /adrenaline</li> <li>No aerosolized (nebulized) bronchodilator</li> <li>One continuous oral medication, but no steroid</li> <li>Short course tapering oral steroid up to 1 per year</li> <li>No hospitalization for asthma or other respiratory disease in past 2 years</li> </ul>   |
| Moderate             | ≤4                          | <ul> <li>Any number of inhalers of any kind, including steroids</li> <li>Injections of epinephrine /adrenaline ≤4 per year</li> <li>Short course of aerosolized (nebulized) bronchodilator ≤4 per year</li> <li>Any number of continuous oral medications, but no steroid</li> <li>Short course tapering oral steroid ≤2 per year</li> <li>No hospitalization for asthma or other respiratory disease in past 1 year</li> </ul>                                  |
| Moderately<br>severe | ≤5                          | <ul> <li>Any number of inhalers of any kind, including steroids</li> <li>Injections of adrenaline ≤5 per year</li> <li>Short course of aerosolized (nebulized) bronchodilator up to 5 per year</li> <li>Any number of continuous oral medications, which may include low dose oral steroid (≤10 mg daily)</li> <li>Short course oral steroid boost ≤4 per year</li> <li>No hospitalization for asthma or other respiratory disease in past six months</li> </ul> |
| Severe               | ≥6                          | <ul> <li>Persistent wheezing or dyspnea that limits activity</li> <li>FEV 1 ≤1 liter at all times, including between episodes</li> <li>Home oxygen</li> </ul>  |

| UNDERWRITING GUIDELINES FOR ASTHMA OVER AGE 10 |              |  |  |  |
|--|--------------|--|--|--|
| Mild   | 0            |  |  |  |
| Moderate                                       | Table B      |  |  |  |
| Moderately severe                              | Table D to G |  |  |  |
| Severe   | Decline      |  |  |  |

If rated, no Waiver of Premium

| Ask "Rx"pert Underwriter (Ask Our Expert)   |                               |   |  |  |
|---|-------------------------------|---|--|--|
| After reading the Rx for Success on Asthma, use this form to Ask "Rx" pert Underwriter for an informal quote.   |                               |   |  |  |
|   |                               | Fax   |  |  |
| Client  | Age/DOB                       | Sex   |  |  |
| If your client has a history of Asthma, please answer the following:  |                               |   |  |  |
| 1. Please list date of first diagnosis.   |                               |   |  |  |
|   |                               |   |  |  |
| 2. Has your client ever been hospitalized for this  | condition?                    |   |  |  |
| ☐ Yes. Please give details  |                               |   |  |  |
| □ No  |                               |   |  |  |
| 3. How many episodes of asthma has your client for treatment?   | had in the past year that r   | equired him/her to go to the ER or see their physcian |  |  |
|   |                               |   |  |  |
| 4. Has your client ever smoked?   |                               |   |  |  |
| ☐ Yes, and currently smokes   | (amount/day)                  |   |  |  |
| $\square$ Yes, smoked in the past but quit  | (date)                        |   |  |  |
| □ No, never smoked  |                               |   |  |  |
| 5. Is your client on any other medications (include inhalers) or any medications taken on an "as needed" basis? |                               |   |  |  |
| ☐ Yes. Please give details  |                               |   |  |  |
| □ No  |                               |   |  |  |
| 6. Have pulmonary function tests (a breathing te  | st) ever been done?           |   |  |  |
| ☐ Yes. Please give details  |                               |   |  |  |
| □ No  |                               |   |  |  |
| 7. Does your client have any abnormalities on an  | ECG or x-ray?                 |   |  |  |
| ☐ Yes. Please give details  |                               |   |  |  |
| □ No  |                               |   |  |  |
| 8. Does your client have any other major health p   | problems (e.g., stroke, etc.) | )?  |  |  |
| ☐ Yes. Please give details  |                               |   |  |  |
| □ No  |                               |   |  |  |