



< News

OPERATIONS, SECURIAN FINANCIAL, LIFE INSURANCE · December 21, 2020

COVID-19 participation guidelines update

Changes to COVID-19 participation guidelines to be implemented January 1, 2021

Securian Financial remains focused on delivering high levels of service, helping customers with their insurance needs and maintaining the company's financial strength. Your support in delivering on this focus has provided valuable insights to best navigate the unpredictable nature of a pandemic while addressing the additional risks it presents.

We are pleased to announce the following changes to the temporary COVID-19 participation guidelines effective January 1, 2021:

- Expanding the issuance of second-to-die policies when one insured age 75 or younger receives a standard or better mortality evaluation, the other insured must be rated:
 - Table H (300%) or better if insurance age is 50 or younger;
 - Table F (250%) or better if insurance age is 51 through 60;
 - Table D (200%) or better if insurance age is 61 through 70;
 - Table B (150%) or better if insurance age is 71 through 75.
- Expanding the issuance of SecureCare Universal Life (UL) policies to include applicants assessed Table B (150%) or better. All others will be postponed until at least March 31, 2021.
- Write Fit¹ expansion to \$3,000,000 for applicants ages 18-50 will continue.

All other participation guidelines, including money not being accepted with new applications and temporary insurance agreements not being available, continue until March 31, 2021. For a full list of the participation guidelines effective January 1 and continuing through March 31, 2021, please see below.

Participation guidelines effective January 1 through March 31, 2021:

WriteFit¹

The maximum face amount for WriteFit applicants ages 18 through 50 is being continued at \$3 million. Applicants ages 51 through 60 continue to be eligible for up to \$1 million of coverage via the WriteFit platform. Eligibility for WriteFit is determined by answers to the tele-interview.

Traditional Life Underwriting (includes underwritten policy changes)

- Insurance ages 76 and older: new applications will not be accepted.
- Insurance ages 61 through 75: Applicants assessed at Standard or better rates will be issued. All others will be postponed until at least March 31, 2021.
- Insurance ages 51 through 60: Applicants assessed at Table C (175%) or better rates will be issued. All others will be postponed until at least March 31, 2021.
- Insurance ages 50 and younger: Applicants assessed at Table F (250%) or better rates will be issued. All others will be postponed until at least March 31, 2021.
- Second-to-die policies with one insured age 75 or younger receiving a standard or better mortality evaluation, the other insured must be rated:
 - Table H (300%) or better if age 50 or younger;
 - Table F (250%) or better if age 51 through 60;

- Table D (200%) or better if age 61 through 70;
- Table B (150%) or better if age 71 through 75.
- Money will not be accepted with new applications until at least March 31, 2021, and temporary insurance agreements will not be available during this time.

SecureCare Universal Life Underwriting

- Ages 76 and older: new applications will not be accepted.
- Ages 75 and younger: mortality evaluation will need to be Table B (150%) or better for a SecureCare UL policy to be issued. Applicants who would be rated Table C (175%) or worse will be postponed until at least March 31, 2021.
- Money will not be accepted with new applications until at least March 31, 2021; and temporary insurance agreements will not be available during this time.

As a mutual holding company, we take a long-term approach that positions us strongly regardless of what happens in the economy. We will continue to actively monitor COVID-19 data and make decisions that enable us to continue to deliver high levels of service, help customers with insurance needs, and maintain the company's financial strength.

During unprecedented times like these, we are grateful for strong relationships. Thank you for your business as we navigate these challenging times.

1. WriteFit and WriteFit Express are available under our WriteFit Underwriting program. These statements only apply to WriteFit.

Please keep in mind that the primary reason to purchase a life insurance product is the death benefit.

Life insurance products contain fees, such as mortality and expense charges (which may increase over time), and may contain restrictions, such as surrender periods.

SecureCare may not be available in all states. Product features, including limitations and exclusions, may vary by state.

SecureCare Universal Life Insurance includes the Acceleration for Long-Term Care Agreement. The Acceleration for Long-Term Care Agreement is a tax qualified long-term care agreement that covers care such as nursing care, home and community based care, and informal care as defined in this agreement. This agreement provides for the payment of a monthly benefit for qualified long-term care services. This agreement is intended to provide federally tax qualified long-term care insurance benefits under Section 7702B of the Internal Revenue Code, as amended. However, due to uncertainty in the tax law, benefits paid under this agreement may be taxable.

Additional agreements may be available. Agreements may be subject to additional costs and restrictions. Agreements may not be available in all states or may exist under a different name in various states and may not be available in combination with other agreements.

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[eApp tele-interview vendor change](#)

LIFE INSURANCE, SECURIAN FINANCIAL, PRODUCTS

AG 49-A: What you need to know and important dates

LIFE INSURANCE, PRODUCTS, SECURIAN FINANCIAL

AG 49-A illustration changes effective November 21, 2020

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SecureCare payment durations extended to age 80 in IN, HI and NJ

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