

**Welcome  
to the presentation  
on underwriting**

# **UNDERWRITING PRIMER**

**U & R DEPARTMENT  
CENTRAL OFFICE**

# BASIC REQUIREMENTS

- Proposal Form No. 300,340,360 etc as per requirement.
- ACR (with physical measurements if Non-Med case)/MHR, Sp. MHR in 3251 (Ann A & B) if SUC is above 25 lacs.
- Income Proof to prove Female Life Cat II or if total rated up S.A. is more than 15 lacs or annual premium 1 lac & above
- KYC NORMS: Identity proof (Legal Name): Passport or PAN card or Voter's Identity card for verifying the identity and residence of the customer & Current Photo (contd)

- KYC NORMS: Proof of Residence: Telephone Bill or Bank Account Statement or Letter from any recognized Public authority or Electricity Bill or Ration Card If annual premium exceeds Rs. 10000/-
- Age Proof
- FMR when Med Exam is reqd, Sp. Reports if reqd as per age/SUC
- Minor life: CI 10A consent
- Female Life Cat III (Married): Age 18 to 30 yrs :  
CI 4 B consent. (contd)

- Non-std Age Proof : If extra, consent reqd
- NRI Quest duly filled in: If Life to be assured is NRI, income proof reqd as per Indian Nationals (Actl/cus/2104/4 dt 6<sup>th</sup> March 2007)

# Age Proof

- Standard Age proofs
- Non-Standard Age proofs :
  - NSAP I
  - NSAP II
  - NSAP III

# STANDARD AGE PROOFS

(with codes)

- School/College Certificate -S
- Municipal Birth Certificate - M
- Baptism Certificate - B
- Employer's Certificate (Govt/Quasi Govt/Public Ltd Co) F
- Passport issued by Govt. of India - P
- Domicile Certificate - J
- Identity Card issued by Govt./Defence Deptt/Quasi Govt I
- Marriage Certificate issued by Roman Catholic Churches - N
- Horoscope maintained by a Hindu family in a Bahi or family Horoscope book - O
- Hospital's Birth Certificate – G

# **NON-STANDARD AGE PROOFS**

(with codes)

- **Driving License – K-NSAP I**
- **Pan Card- L-NSAP I**
- **Muslim Marriage Certificate-Q-NSAP II**
- **Service Record w/o verifying Age Proof & only yr of birth given- Y- NSAP II**
- **ESIS Card-E- NSAP III**
- **Self Declaration (stamped)-T- NSAP III**
- **Self Declaration (unstamped)-A- NSAP III**
- **Village Panchayat Certificate- Z- NSAP III**
- **Horoscope-H- NSAP III**
- **Elder's Declaration-D- NSAP III**
- **Ration Card-W- NSAP III**
- **Election Identity Card – V- NSAP III**
- **Any other Age Proof – N- NSAP III**



## NON-STANDARD AGE PROOF-I

<b>PARTICULARS</b>	<b><u>NSAP I</u></b>
<b>Age extra</b>	<b>Nil</b>
<b>Plans having term element &amp; whole life plan</b>	<b>Allowed subject to restrictions</b>
<b>Term Rider &amp; Critical Illness Rider</b>	<b>Up to Rs 2 lacs</b>
<b>Max. Entry Age</b>	<b>No restriction</b>
<b>Premium paying term</b>	<b>Up to 25 yrs except 152(life mode)</b>
<b>Max. Mty age/prem. Ceasing age</b>	<b>No restriction</b>
<b>Max. Ins. Cover</b>	<b>Refer as under</b>
<b>Plans allowed</b>	<b>Total rated up S.A. of 5 lacs under whole life &amp; term ins. Element containing plans i.e. 2,43,52,58,88,89,103,106,107,108,121,133,,143,,152(for life mode),164 No S.A. restriction in other plans</b>

## NON-STANDARD AGE PROOF-II

<b>PARTICULARS</b>	<b><u>NSAP-II</u></b>
<b>Age extra</b>	<b>CI.I/Rs.1.5%0 S.A. whichever is more</b>
<b>Plans having term element &amp; whole life plan</b>	<b>Not allowed</b>
<b>Term Rider &amp; Critical Illness Rider</b>	<b>Not allowed</b>
<b>Max. Entry Age</b>	<b>Up to 50 years (n.b.d)</b>
<b>Premium paying term</b>	<b>Up to 25 years</b>
<b>Max. Mty age/prem. Ceasing age</b>	<b>Up to 65 years</b>
<b>Max. Ins. Cover</b>	<b>No restriction</b>
<b>Plans allowed</b>	<b>Table no.2,152(for life mode) are not allowed. All plans are allowed excluding those having term insurance element &amp; whole life.</b>

## NON-STANDARD AGE PROOF-III

<b>PARTICULARS</b>	<b><u>NSAP-III</u></b>
<b>Age extra</b>	<b>CI./Rs.1.5%0 S.A. whichever is more</b>
<b>Plans having term element &amp; whole life plan</b>	<b>Not allowed</b>
<b>Term Rider &amp; Critical Illness Rider</b>	<b>Not allowed</b>
<b>Max. Entry Age</b>	<b>Up to 50 years (n.b.d)*not apply if w/o risk cover under T 191</b>
<b>Premium paying term</b>	<b>Up to 25 years</b>
<b>Max. Mty age/prem. Ceasing age</b>	<b>Up to 65 years *not apply if w/o risk cover under T 191</b>
<b>Max. Ins. Cover</b>	<b>Rs. 2 lacs (w.eff. 28/6/08)</b>
<b>Plans allowed</b>	<b>Table no. 2,152(for life mode) are not allowed. All plans are allowed including 191 &amp; excluding those have term insurance element &amp; whole life.</b>

# **Important points to be noted while submitting Age Proof**

- **All age proof are to be signed by proposer/L.A.(who is signing proposal form) and attested by an agent/Dev Officer/Gazetted officer(Cir.Actl/1908dt. 18/10/2003)**
- **Age proof extracts from school record in Form no.3894/4140(A) are to be treated as non-std age proof & age extra to be charged.**
- **For widow life under F Cat III only std. age proof can be accepted & she should be literate (U&R/24dt.4/12/08)**
- **CLIA will have to submit Form No. 3260 whenever a non-std age proof is submitted by their supervised agents(U&R/19 dt.1/07/08)**

# NOMINATION

- I.** If nominee is spouse, child/children or a parent: No requirement.
- II.** If nominee as above is not surviving then proposer can nominate brother,sister, grand-child, grand parent, step child & adopted child. If nominee as above(No.I) is surviving then satisfactory reasons for not appointing them as a nominee & appointing some other relative should be given.
- III.** If nominee is a distant relative or not related to the proposer: insist on close relative as nominee & if proposer insists for such nomination then consent letter for desired nomination is required from proposer along with special MHR at least from Dev. Officer regarding the genuineness of the nomination & to ensure that no moral hazard is involved. Such type of cases will be decided by RM/ACTL/ZO.

# How to complete Proposal Form

- **All answers should be filled in legibly, must be given in words, strokes of the pen or dots or dashes will not be accepted as complete replies.**
- **Note down correct & true information of life to be assured (Disclosure of material facts) to avoid repudiation of claim in future or forfeiture of paid premiums**
- **Corporation accepts even diabetic/hypertension/heart problem cases as per merit of that case.**
- **Submit photo, Identity proof & proof of Residence along with PF since it is statutory requirement.**

# OCCUPATION

- Reply to Q no. 4 of PF should be more specific.
- In respect of Occupation, note down exact nature of duties/nature of job.
- For eg.
- Business – iron & steel, chemical etc
- Service – administrative duties
- Shipping – marine engineer. etc.

# Female Cat III

For married women under female Cat III, consent for CI 4B is required, if they are aged 18 yrs to 30 yrs. Nearer birthday as on date of proposal.



# Submission of proposal papers

## (a) Proposal form :

- All columns, duly completed, signed by the life proposed, witnessed.
- If signed other than language in PF, then declaration by life proposed & witness in respect of the same.
- If thumb impression, then a declaration in this respect.
- In case of Medical cases, ME's signature with his stamp & LA's signature (before the ME)

**(b) Medical Examiner's Report duly completed and signed by life proposed & Medical Examiner's own signature and stamp (to check the medical limit).**

**For minor below 10 years, up to 25 lacs, no Medical is required.**

**For minor between age 5 to 10 years, measurements are called, i.e. height, weight, abdomen & chest.**

**(c) Agents Confidential Report /Moral Hazard Report (MHR)**

**(d) Age proof (in case of first insurance)**

**In case of subsequent proposal, confirm age proof in previous proposals. This is to check if NSAP extra to be charged and restriction in plan & term & sum assured to be imposed, if any.**

**(e)Income proof –Income Tax orders / Returns, computation of Income, Chartered Accountant Certificate, Personal Financial Questionnaire as the case may be.**

**(f)KYC: Identity proof: Passport/Pan card/voter's Identity card**

**(g)KYC: Proof of Residence: Telephone Bill/Electricity Bill/Ration card/Bank Account statement if annual premium exceeds Rs.10000/-**

**(h)Various addendum & questionnaire**

# NON-MEDICAL UNDERWRITING

## Non – medical Limits

- SUC taken under non medical business during the last two full years only to be considered.
- Age to be taken as age nearer birthday (NBD)

# NON-MEDICAL UNDERWRITING

## (NMS & Armed Force)

**Class of Lives : Major males & SSC passed females with minimum service of 1 yr with Govt., Quasi Govt etc.**

**Commissioned Officers in armed forces:1)Min. One Year Service 2)Not below Med. Cat. A-1. 3)Not been placed in low category during last 2 yrs.**

**Plans allowed :All plans incl. TR(overall 25 lacs) & PWB but excl plan 43, 52, 58, 164, 190 ( since mini SA 25 lacs) & CIR. Std age proof must.**

<b>Age group</b>	<b>S.A.</b>	<b>Plan 162 &amp; 167 not allowed to age group 46 to 50( since mini SA under the plans is 5 lacs &amp; 10 lacs resp)</b>
<b>Up to 35</b>	<b>15 lacs</b>	
<b>36 to 45</b>	<b>10 lacs</b>	
<b>46 to 50</b>	<b>4 lacs</b>	

**NMG (Professional) (Self employed & employed w/o NM(S)) Only Std. Age Proof is required**

**Class of Lives: C.A., Doctors, Teachers, Lawyers, Architects, Engineers, Computer & Management consultant, LIC Agents, Cost Accountants.**

**Plans allowed: All Plans including Term Rider & PWB, excluding TNos.43, 52, 58,164, & CIR.**

<b>Age group</b>	<b>SA (SUC)</b>
<b>Not aged over 35 yrs</b>	<b>12 lacs</b>
<b>36 to 45 yrs</b>	<b>8 lacs</b>
<b>46 TO 50</b>	<b>4 lacs</b>

# NMG (Others)

- **Class of Lives:** Major males & literate female having own earned or unearned income & female cat III subject to satisfying the eligibility conditions/maxi allowable limits
- **Plans Allowed:** Tables 5(with ppt 5 to 10)8,14,48,75,90,91,93,103,106,107,108,136,149,165,168,169,175,178,179(PWB,TermRider & CIR not allowed). Maxi policy term 25 yrs,Maxi maturity age:65yrs

## **NMG (Others)**

<b>Age group (NBD)</b>	<b>Stand Age Proof</b>	<b>NSAP-I</b>	<b>NSAP-II</b>	<b>NSAP-III</b>
<b>Not aged over 35 yrs</b>	<b>4 lacs</b>	<b>3 lacs</b>	<b>2 lacs</b>	<b>2 lacs</b>
<b>36 to 45</b>	<b>2 lacs</b>	<b>2 lacs</b>	<b>1 lac</b>	<b>1 lac</b>
<b>46 to 50</b>	<b>1 lac</b>	<b>0.50 lacPlan 149 not allowed (since mini SA under the plan is 1 lac)</b>	<b>0.50 lac</b>	<b>0.50 lac</b>



# MAJOR STUDENTS(NM)

- **Plans allowed: All plans excluding Table Nos.43,52,58,164,167,177,190, 88, 133, Term Rider and CI Rider**
- **A declaration to be obtained by major students & their parent that they are attending colleges/technical institutions.**
- **Copy of passing certificate/appearance report at the examination of the just completed academic year to be obtained.**
- **Cover may be allowed subject to matching insurance on parents' lives & adequacy of their income.**

Age group	SA(SUC)
Major students not aged over 25 years	Rs.8 lacs

## Allowing certain medical conditions under Non-Medical under **Single Premium mode** only

(Cir. U&R / 48 / 2010)

- It has been decided that certain medical conditions / past history can be entertained on non-medical basis without insisting on FMR any other special report subject to certain conditions.
- 1. Appendicitis-Fully recovered
- 2. Cleft lip and palate
- 3. History of operated inguinal hernia where a period > 3 months has elapsed since the operation and there is no recurrence.
- 4. Lower Segment Caesarian Section (LSCS), provided a period > 1 year has elapsed since the operation and there are no associated impairments such as diabetes, hypertension or evidence of any complications.

- 5. Lower Segment Caesarian Section (LSCS) with tubectomy and no other associated impairments as mentioned in Point No 4 above.
- 6. Tubectomy
- 7. Tonsillitis / Tonsillectomy
- 8. Hydrocele provided a period > 6 months has elapsed since the operation
- 9. Simple fracture of any of the 4 limbs provided a period > 6 months has elapsed since the incident, there is full recovery, there is no deformity and movements are normal and there was no head injury

- 10. History of cholera, typhoid, paratyphoid and viral fever (excluding Hepatitis) provided a period > 3 months has elapsed and there is full recovery
- 11. Operated renal stones provided a period > 6 months has elapsed since the operation and there is no recurrence, no symptoms. and no evidence of stones presently.

- The above relaxation / clarification is applicable to the proposals under Single Premium mode only and which are allowed under any of our existing non-medical schemes i.e Non-Medical (Special ) scheme, Non-Medical (General) scheme to employed and self-employed professionals, students, Non-Medical (Special) scheme to NRIs, Non-medical (General) scheme to Others and Separate, Exclusive Non-Medical limits for Single Premium plans introduced vide our Circular Ret U & R / 44/ 2009 dated 24th December, 2009.

- Pure term insurance plans like Table Nos 43, 52, 58, 164 and 190 will not be allowed on Non-Medical basis even if proposed under the single premium mode.
- Term Rider benefit and Critical Illness Rider also will not be allowed on non-medical basis to proponents with any of the above conditions.
- MHR limit should be on the basis of first year risk cover ( death cover)

# Introduction of separate, exclusive Non-Medical Scheme for single premium plans

Ages (nbd)	NMS, NMG to employed and Self Employed professionals, Major students and NRIs to whom NMS Scheme is applicable. Limits based on "Actual Sum Assured"	NMG to others  Limits based on Actual Sum Assured	
	Only standard age proof	Std Age Proof & NSAP I	NSAP II & NSAP III
For age not over 35 years	Rs. 5 lacs	Rs. 5 lacs	1,00,000
For age 36 to 45 years	Rs. 4 lacs	Rs. 4 lacs	75,000
For age 46 to 50 years	Rs. 3 lacs	Rs. 3 lacs	50,000

## Actual Sum Assured under Single Premium Plans

Table No	Plan Name	Actual Sum Assured
48/162/178	Endt. Ass (limited Pay), Jeevan Shree I, Jeevan Tarang	Basic SA less Single Premium
168	Jeevan Anurag	1.5 times of Basic SA Less Single Premium
188	Profit Plus	Basic SA less Single Premium
191	Market Plus I	Basic SA
194	Child Fortune Plus	Basic SA
197	Jeevan Saathi Plus	Basic SA



# **UNDERWRITING**

**1. Medical**

**2. Financial**

# **Medical underwriting**

- The PF is completed & signed first. Therefore Date of medical examination should not be prior to date of proposal.
- Limit of doctor should be adequate.
- Disclose correct family history ( cause of death of father, mother, brother & sister)
- Disclose correct personal history if any (If history of any operation, give details with Discharge Summary, current treatment if any)

# Validity period of Proposal Form, FMR, DGH and Special Reports

Evidence of Health	Validity period for Standard lives	Validity period for Sub Standard lives
Proposal Form	6 months	6 months
DGH ( NB + Revival)	3 months (both male and all female lives)	3 months (both male and all female lives)
FMR	12 months	6 months
Special Medical Reports	12 months	6 months
HIV test	6 months	6 months

## **Place of examination -**

If proposer desires Medical Examination to be done in a town or city other than the one where he resides, a letter is required by proposer & Agent giving valid reasons. In such type of cases, the prior permission of SDM is required.

# Lab ranges in special reports

- Please ensure that all the diagnostic centres / laboratories attached to TPAs as well as on our own panel give ranges against the respective actual value. Please also ensure that they invariably mention their Telephone /Fax / Mobile No. and E-mail ID on their reports.

## **Age and Sum Under Consideration (SUC)**

is considered for calling for medical reports and special reports.

**Age at entry** – for the purpose of referring to special reports chart, age at entry is taken as age last birthday as on date of proposal.

**Sum Under Consideration** – the SUC is the sum of ASA (rated up) under all the current proposals and policies taken in last two full yrs. on the basis of Date of commencement.

# **What is SUC?**

**Policy taken in last 2 years + proposal now under consideration duly rated up as per next slide.**

**e.g. proposal form dated 22.06.09,**

**then, SUC = Policies taken from 1.06.07 to 06/2009 + present proposal.**

## **Rated up S.A.**

<b>Plans</b>	<b>Actual SA</b>
<b>Table No.133 (T.No.105 for revival only)</b>	<b>3 times of basic SA</b>
<b>Table Nos.88 (T.No.104 for revival only)</b>	<b>2 times of basic SA</b>
<b>Table Nos.103,160,168 (T.Nos.110 &amp; 121 for revival only)</b>	<b>1.5 times of basic SA</b>
<b>All the remaining plans including Table Nos. 106, 107, 108, 43, 52, 58, 137 (T.No.94 for revival only), Term rider SA, Critical illness SA</b>	<b>Basic SA</b>
<b>Original Premium paying term less than or equal to 5 including single premium mode</b>	<b>Basic SA less premiums paid (1.5 times under Table 168 with single premium mode)</b>



# Rated up SA

193	LIC's Money Plus – I (for revival only)	Sum Assured under the basic plan less amount of first premium
194	LIC's Child Fortune Plus (for revival only)	Sum Assured + (Total Premium payable during the term of the policy less instalment premia paid)
195	LIC's Jeevan Aastha (for considering SUC for subsequent insurance)	1/3rd of the Basic Sum Assured
197	LIC's Jeevan Sathi Plus (for revival only)	In respect of PLA - Sum Assured opted by the PLA under the policy plus the total amount of premia payable during the term of the policy minus the total amount of premia paid as on the date of commencement / revival of the policy. In respect of the SLA – Sum Assured opted by the SLA

**Sum Under Consideration calculated as above will be the basis for**

- i. FMR by DMR/TPA**
- ii. Calling for special report**
- iii. For deciding MHR limits**
- iv. For determining underwriting authority.**

**If critical illness or term rider asked for, this will also be added to SUC.**

## **When MEDICAL REPORT by DMR/ZMR/TPA is required**

At present FMR by DMR/ZMR/TPA(if mandatory) is required if

- a. **SUC** is equal to or greater than Rs.25 Lacs; or
- b. The age last birthday as on date of proposal (not dated back age) is 60 years or more and **SUC** is greater than or equal to Rs.5 Lacs.

### **If TPA available / TPA mandatory**

- If SUC 10 lacs & above & age upto 45 yrs.
- If age l.b.d. is more than 45 yrs & SUC more than 8 lacs
- If Sp. Reports are required in Health Plus plan, Sp reports & FMR required by TPA only, if not then FMR can be obtained by TPA or from our empanelled Medical Examiner as per existing rule.
- Revival: Sum at risk is above 2 lacs.

## **Submission of Physician Report/Questionnaires**

- If L.A. has any personal history of blood pressure (hypertension), diabetes or smoking and alcoholic drinks consumption, physician's report is to be submitted.**
- If L.A. has any personal history of any other diseases or deformity, then reports and questionnaires are accordingly to be submitted.**
- For hospitalization give copy of Discharge Summary along with details of current treatment if any.**

# **Additional Proposal**

## **Requirement for Fresh FMR in subsequent proposal**

**A fresh FMR in subsequent proposal will not be required if,**

- i. Actual sum assured in the fresh proposal is less than or equal to Rs. five lacs**
- ii. Original FMR is valid as per our rules**
- iii. Original FMR is by a doctor of sufficient limit including sum proposed under subsequent proposal.**

**A fresh FMR will be required if any one of the above three conditions is not satisfied.**

# **FEES OF FULL MEDICAL REPORT** **(FMR)**

<b>Sum Proposed Ranges</b>	<b>Fees for FMR</b>
Up to Rs. 3,00,000	Rs.60
Rs. 3,00,001 to Rs. 15,00,000	Rs.70
Rs. 15,00,001 to Rs. 24,99,999	Rs.95
Rs. 25,00,000 and above	Rs.120

# Reimbursement for FMR & Sp. Reports

- If FMR and Special Reports are done from our empanelled medical examiners, DMR and diagnostic centers, hospitals etc., the total amount to be reimbursed for FMR and special reports should not exceed Rs.4/- per Thousand Basic Sum Assured excluding SA under Term Rider and Critical illness Rider.
- If FMR & Special Reports are done from TPAs, the upper limit of Rs.4/- per Thousand Sum Assured is not applicable.

## INTRODUCTION FOR MEDICAL/SPECIAL REPORTS

<b>Limit of sum proposed</b>	<b>Introductory Authority</b>
<b>Upto 20 lacs</b>	<b>All agents</b>
<b>Upto 30 lacs</b>	<b>ZM's Club Member</b>
<b>Up to 50 lacs</b>	<b>CM's Club /MDRT Agents</b>
<b>Above 20 to 1 crore</b>	<b>D.O./ABM(S)/Corporate CI Me</b>
<b>Above 1 crore to 2 crore</b>	<b>ABM(S)</b>
<b>Above 2 crore but less than 5 crore</b>	<b>BM/SBM</b>
<b>Above 5 crore but less than 10 crore</b>	<b>Manager (Sales)</b>
<b>10 crore &amp; above</b>	<b>Marketing Manager</b>
<b>Proposers can directly produce themselves before ME/TPA, Pathologist on the basis of photograph on Pan Card/ Passport/ driving license/ identity card</b>	



# Consent from proposer

- If proposal is accepted with extra premium or for reduced S.A. or for reduced term or accepted with restricted clause, consent of proposer for the same is required before completion of the proposal.

# Proposals on pregnant Ladies

- Proposals on the lives of ladies who are pregnant at the time of proposals will not be generally entertained. However, proposals from pregnant ladies in respect of female category I & II may be considered subject to the following conditions:
  - Proposal is not entertained under Non-medical & a report from a gynaecologist in form no 3341 (Revised) certifying that the lady is under his/her care is required.

- The proposal is submitted within the twenty-four weeks of pregnancy.
- The life to be assured is in regular employment of Government or Quasi government organization or a reputed commercial firm which can furnish details of leave taken by her during the preceding three years or she is engaged in a profession such as a Doctor, Chartered Accountant, Lawyer etc. As regards Cat II the female must be an income tax assessee & must be in a position to produce income proof in the form of copies of income tax returns/orders duly acknowledged by Tax authorities for preceding three years & duly attested.

- Plans having term element will not be entertained.
- It is also to be borne in view that the sum assured to be allowed should be reasonable in relation to her income.
- A satisfactory Moral Hazard Report from the appropriate competent authority should be obtained.
- If the female life to be assured had a full time confinement & normal delivery & if there is no history of any abnormal delivery or a miscarriage at any time in the past, the proposals may be accepted on the same terms as for women not pregnant. In all other cases, the proposal may be accepted with single extra of Rs. 2 %0.

- If the female life to be assured had a full time confinement & normal delivery or an abortion (miscarriage) but not due to septic, at any time in the past, then the proposal may be accepted on the same terms as for woman not pregnant.
- Proposals on the lives of ladies who had history of abortion (miscarriage) due to septic or delivery/ies by caesarian operation may be considered without charging any single extra premium provided there are no associated impairment

## **INSURANCE TAKEN FROM OTHER INSURANCE COMPANIES**

- Insurance taken from other insurance companies will not be taken into account while calculating SUC for the purpose of MR, special reports, MHR limits & underwriting authority
- However, for financial underwriting, the same will be taken into account for deciding maximum eligibility
- Hence it is mandatory to give details of insurance from other companies.

# Financial Underwriting

**For financial underwriting Total Rated up SA (TRSA) will be equal to sum of rated up SA under all previous policies including rated up SA under current proposal but excluding SA under critical illness rider.**

# Proof of Income

to be submitted depends on the total rated up sum assured as shown below.

<b>Total rated up sum assured (TRSA)(Existing +Proposed)</b>	<b>Proof of income required</b>
<b>TRSA does not exceed Rs 15 lacs</b>	<b>Proposals can be considered on the basis of income shown in the proposal form and MHR.</b>
<b>TRSA exceeds Rs 15 lacs but is up to Rs. 25 lacs</b>	<b>Personal Financial Questionnaire (PFQ)</b>
<b>TRSA exceeds Rs 25 lacs</b>	<b>Copies of Income Tax Returns for last three years filed in the country of residence duly attested by the proposer and his signature witnessed by the DO/ Agent / ABM(S)</b>



When TRSA IS 25 Lacs and above, I.T. orders or I.T. returns are must.

When average income is calculated, on the basis of age we decide the total insurance to be granted.

### **Maximum allowable rated up S.A.**

Age upto 30 years, average income x 22 times.

Age 31 to 40 years, average income x 17 times.

Age 41 to 50 years, average income x 12 times.

Age 51 years and above, average income x 10 times.

## Relaxations for minors and dependent majors upto age 25 yrs

- A separate eligibility limit based on proposer's income to the extent of 10 times the proposer's average annual income for granting insurance to dependant children, minor and major upto age 25 years only subject to certain conditions (U&R/47/2010 dated 18.3.2010)

# Restrictive conditions

- Total insurance cover to each child should not exceed insurance on the life of the proposer / parents
- Term insurance plans and plans with higher insurance element should not be given to non earning major children
- Preferably, all siblings should be equally insured

# Restrictive conditions

- Maximum insurance that can be granted to minor lives should not exceed 50 lacs under risk plans and 100 lacs under CDA plans
- The separate eligibility limit is to be applied only after the insurance eligibility of a proposer based on the present financial underwriting rules is exhausted

- If there is exempted income, like partnership income, agricultural income, dividend income, supporting evidence is required to be attached with the proposal form. All such proofs have to be signed by the life proposed, witnessed by the Agent/Development Officer and this forms the part of the proposal form.
- When total income still falls short of, MHR by the Sr.D.M. / Marketing Manager is called for. We give additional insurance up to 20% on the basis of this MHR.

Example : If L.A.'s average income is 2 Lac,  
Age 35,

then 2 Lac x 17 times

Maximum insurance available = 34 Lac.

If he has proposed 40 Lacs and MHR by MM is given, then the balance can be granted as under :

20% of 34 Lacs = 6.80 Lacs.

Therefore, maximum insurance available now is 40,80,000/-

## **MORAL HAZARD REPORT**

*Intention to Non-disclosure of material facts pertaining to the health, habits, financial & social status by Life to be assured is known as Moral Hazard.*

<b>MHR limits</b>	<b>Limit up to (Rs.)</b>
<b>Authorized agents</b>	<b>5 lacs</b>
<b>BM/Distinguished club</b>	<b>10 lacs</b>
<b>DM club</b>	<b>20 lacs</b>
<b>ZM club</b>	<b>30 lacs</b>
<b>CM club</b>	<b>50 lacs</b>
<b>Dev Off/Corporate club Agent</b>	<b>1 crore</b>
<b>ABM(S)/BM(S)</b>	<b>2 crores</b>
<b>BM/SBM</b>	<b>5 crores</b>
<b>Manager Sales</b>	<b>10 crores</b>
<b>MM/SDM</b>	<b>10 crores &amp; above</b>

# MORAL HAZARD REPORT

1. MHR by Development Officer is necessary under all proposals submitted under non-medical (General) scheme.
2. Where a proposal requires MHR by an authority above the Development Officer, the Development Officer should also submit his/her separate & Independent MHR. (contd)



3. For SUC in excess of Rs. 25 lacs the MHR/ACR by Agents/Development Officers should be in F. No. 3251 with Ann A & B

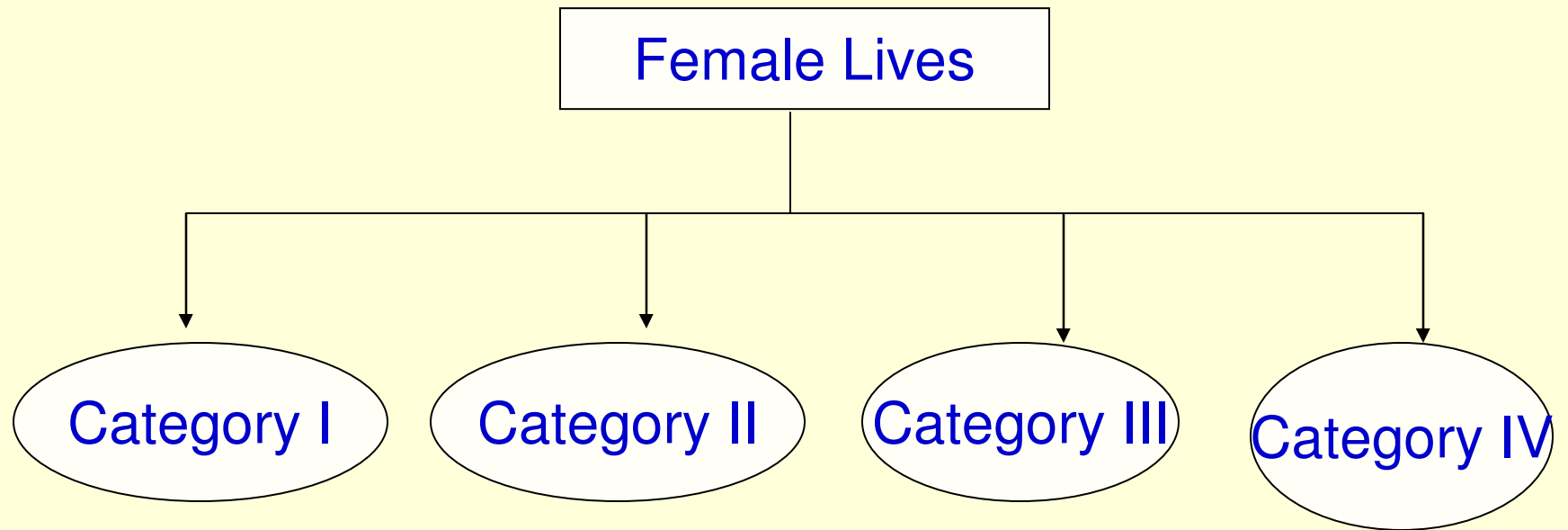
4. No MHR will ordinarily be necessary for a proposal up to sum of Rs. 1 lac submitted under NMS scheme or with medical. (contd)

5. When the life to be assured belongs to female category III and the age proof submitted is non-standard, ACR by BM's club agents, authorized agents and Distinguished Agents' Club Members are required to be confirmed by Dev. Officer.
6. The retired Class I or Class II Officer who becomes an agent on retirement may be permitted to give MHR up to the prescribed limit for DM Club Member agent.

(contd)

7. Where proposer is a businessman and the sum proposed is above Rs. 1 crore the special MHR in F. No. 3251 should give the following information.
  - a) Location of the business office/shop/factory
  - b) Reputation of the proposer and his business
  - c) Source of income
  - d) Number of Employees
  - e) Turnover of the business for last 3 years.

# FEMALE INSURANCE



# Female Life Category I

- **At par with male lives**
- **upto 40 lacs shortfall can be funded by husband provided –**
  - i) amt. of cover funded by husband will not exceed insurance on his own life**
  - ii) income of husband should be adequate to cover his own life as well as the lives of his wife and children.**

# Female Category II

- **Max. insurance – 1 crore**
- **For shortfall same rules as Cat – I applies**

# **Female Category III**

- **Married women**
- **Single women ( aged 25 yrs & above )**
- **Widows**

# **Female Category IV**

## **Female Category IV**

**Cat IV female students/ children (below 25 years ) will be allowed insurance cover at par with male students.**



# Category I (a)

Definition	Additional requirements	Proof of income
<p>Women with earned income by virtue of employment in institutions eligible for insurance cover under NMS &amp; employed with Govt., Quasi Govt., reputed commercial institutions ever if NMS is not introduced.</p>	<p>Nil</p>	<p>a) TRSA upto 15 lacs – No income proof required. b) TRSA between 15 and 25 lacs F.No. 16A or CA's cert. or PFQ c) TRSA&gt;25 lacs – F.No. 16/16A or copies of ITR's for last 3 years.</p>

# Category I (b)

Definition	Additional requirements	Proof of income
<p>Women employed in commercial institutions with minimum educational qualification – SSC or equivalent examination passed &amp; minimum service with present employer – one yr. The Firm/Company/Financial Institution should be estb. more than 3 yrs. ago</p>	<p>i) Std. Age proof. ii) Addendum to the prop. duly signed by the proposer. * Format of addendum given</p>	<p>Same as in Category I(a)</p>

# Category I (c)

Definition	Additional requirements	Proof of income
Professionals such as Doctors, Lawyers, CAs, Architects, Engineers, Physiotherapist etc.& any insurance agent or carrying on any agency provided she is minimum SSC	Std. Age proof Minimum SSC for agents	Same as Category I(a)

# Category I (d)

Definition	Additional requirements	Proof of income
Other self employed women filing income tax returns such as tailoring, embroidering, beauticians, caterers, baby sitting, typist, data keying jobs, tuitions, self employed with ownership of shops, business premises with minimum education qualification – HSC with professional qualification, wherever applicable	<ul style="list-style-type: none"><li>i) Std. Age proof or NSAP-I</li><li>ii) Income Tax return for 3 yrs. (&amp; 2 yrs., if started filing returns since last two yrs.</li><li>iii) Mini educational qualification- HSC(12<sup>th</sup> pass) with professional qualification</li></ul>	Copies of ITRs for any amount of TRSA

# Female life Category I

## (Addendum to proposal)

- ❖ To be filled in by the female proponent who is employed in institution where NMS is not applicable
  
- 1. Name of the Life to be Assured:
- 2. Name of the present employer:  
Year of Establishment  
Address & Telephone No.
- 3. Name of previous employer, if any:  
Address & telephone no:
- 4. Date of joining:

5. Salary per month:

6. Nature of job:

7. Evidence of employment:

(attach zero copy duly signed by the person)

a. Salary slip :

b. Identity card :

c. ESIS Card :

- d. Employer's Certificate :
- e. Copy of appointment letter :
- f. Any other evidence (to be specific) :

I, Mr/Mrs/Ms.....hereby declare that the foregoing statements are true & correct & shall form part of the proposal form for insurance on my life.

Dated this.....day of.....200

(Signature of the proposer)

Witnessed by:

1. Signature of Agent
2. Signature of Dev. Officer

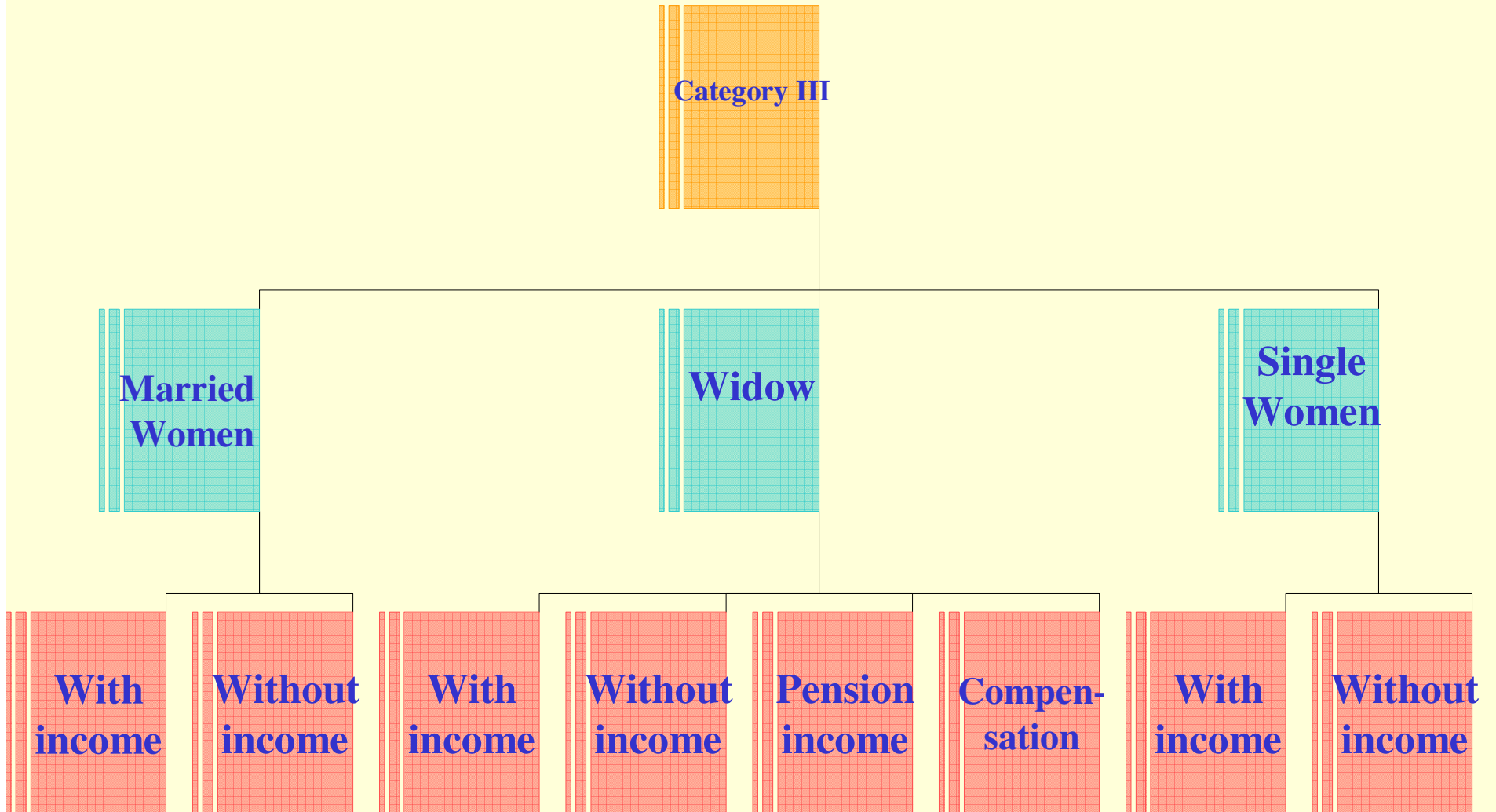
# Category II (Max. Ins. 1 Crore)\*

Definition	Additional requirements	Proof of income
Women with unearned income/having sizeable personal properties and/or investment yielding income and filing income tax returns	MHR by competent authority	Copies of ITRs for last 3 yrs (2 yrs if just started filing returns) or CA Cerft. only if PAN No. has been allotted and mentioned in the certf.

**\*If technically qualified and taking active part in day to day running of business can be treated as category I subject to suitable MHR by SDM/MM.**



# Female Life Category III



# Category III

## Married Women (with income)

- 1) Self employed / having unearned income but not filling returns
- 2) Employed but not treated as category I

Maximum insurance	Additional requirements	Other restrictions
7 times of average annual income sub. to upper limit of 1 lac if illiterate or educated upto 8 <sup>th</sup> std. And 5 lacs if educated upto 9 <sup>th</sup> std. or above	MHR by DO or a club member agent of DM & above (for direct agents, MHR by ABM(S) / BM)	

# Category III

## Married Women (without income)

Maximum insurance	Additional requirements	Other restrictions
<b>15 lacs but not exceeding husbands insurance in force</b>	i) <b>Husbands income details &amp; proof is required</b> ii) <b>Total insurance on his life as well as wife's life &amp; on the lives of his dependant children</b>	<b>Max. age at entry – 60 yrs. Plans– 43,52,58,88,133,150, 164. TR and CIR are not allowed. Max. SA under 89 – 2 lacs and under 106,107,108 - 5 lacs.</b>

Continued :		
<b>In excess of 15 lacs upto max. of 40 lacs, but not exceeding husbands insurance</b>	<b>i) Proof of being a graduate and possessing either Passport or Credit Card or driving licence or mediclaim cover</b>	

# Category III

## Widow (with income)

Maximum Insurance	Additional requirements	Other restrictions
<p><b>Widows having their own income – Maximum cover equal to 7 times of average annual income subject to 1 lac (at BO level). A further cover of Rs. 1 lac (at DO level) on merit of the case and adequacy of income.</b></p>	<p><b>i) Sp. MHR by DO or Club member agent of DM &amp; above/CLIA agents (MHR by ABM(S) for direct agents) (cir. U&amp;R /24)</b>  <b>ii) may have either minor/major child or children if major, his/her insurance details to confirm insurance minded family.</b>  <b>iii) Literate</b>  <b>iv) Std. Age proof</b></p>	<p><b>i) Age at entry less than 50 yrs.</b>  <b>ii) T. Nos. 43, 52, 58, 88, 133, 150, 164 and TR and CIR will not be allowed</b></p>

# Category III Widow (without income)

Maximum insurance	Additional requirements	Other restrictions
No insurance Annuity plan without any sort of risk cover can be given.	-----	-----

# Category III

## Widow (Pension income)

Maximum insurance	Additional requirements	Other restrictions
Widows getting family pension- Maximum cover is Rs. 2 lacs	Proof of receiving pension	Table Nos. 43,52,58, 88,133,150,164 and TR & CIR not allowed. Deferred Annuities (without life cover) and Immediate Annuities can be allowed without any limit

# Category III

## Single Women (with income)

Definition	Maximum insurance	Additional requirements
<ul style="list-style-type: none"> <li>•Self-employed but not filing income tax returns.</li> <li>•Employed but not fulfilling eligibility conditions for Cat.I women.</li> <li>•Unearned income but not filing income tax returns</li> </ul>	<p>Max. cover equal to 7 times of average annual income subject to:</p> <ul style="list-style-type: none"> <li>-1 lac if illiterate or educated upto 8<sup>th</sup> std.</li> <li>-5lacs if educated up to 9<sup>th</sup> std. or above</li> </ul>	<p>Sp. MHR by DO or Club member agent of DM and above (for other direct agents MHR by ABM(S)/BM).</p>



# **Category III**

## **Single Women (without income)**

**NO INSURANCE COVER TO BE ALLOWED**

# Category IV

Female Students/Children below 25 yrs)

- They have been classified into separate group. The insurance on their lives will be accepted at par with male students/children. Insurance cover to them will be allowed provided the proposing parents have their own income & are sufficiently covered. It should also be ensured that equivalent cover has been taken on the lives of all children (esp. male children). Insurance cover will depend on family income, parents insurance, insurance on the lives of other family members & class/professional course which is being pursued.
- All other conditions applicable to male students aged up to 25 years will be made applicable to female students/children.

# NRI INSURANCE

- **Non-Resident Indian:**

**A non-resident Indian is a** citizen of India, temporarily residing in the country of his/her present residence and holding a valid passport issued by the Government of India.

- **BO can underwrite these cases within their financial limits.**

- The NRI should not be a green card holder. He / she should not have applied for or planning to apply in the near future for acquiring citizenship of his / her present country of residence or any other country.
- Foreign Nationals of Indian Origin are not to be treated as NRIs for the purpose of allowing insurance.

**NRIs can be allowed insurance:  
On their visit to India  
OR**

**From their present country of residence  
i.e. MAIL ORDER BUSINESS**

### **Non-medical (Special) business**

- On NRIs' visit to India
- Mail Order business –if the agent visits the present country of residence of the NRI for completing the formalities.

## **NON-MEDICAL BUSINESS to NRI**

**Applicable to GR. VI,VII (except Mauritania, now in Gr. III) & Gr. VIII (NRI on visit to India)**

- Maxi. Age not over 50 yrs nbd
- Employed in Govt./reputed commercial firm or professional such as Dr, Lawyer, Engineer, Insurance agent, Teacher, Architect, etc.
- Passport copy/MHR in prescribed format
- Maxi S.A. limits based on SUC i.e. rated up S.A. during last two full years = 15 lakhs
- Maxi aggregate S.A. 2 lacs under T88,89,91, 103,106,107,108.
- Plans/Riders not allowed:43,52,58,133,164,192Term Rider, PWB,CIR to Gr.VI, VII countries
- Plans not allowed:43,52,58,133,164,192,CIR to Gr.VIII, But Term Rider & PWB allowed
- Plan 162 & 167: not allowed to persons aged 46 & above
- Res extra applicable to res Gr. VI & VII i.e. Rs. 2%0 & Rs. 1%0 resp is to be charged.

# **Non Medical Business Mail Order Business**

- Non Med is allowed if the agent visits the present country of residence of the NRI for completing the formalities.
- Agent should send all papers by mail or Hand over the papers personally to the concerned Br Office.

# NRI Non Medical (S) Business

Classes of lives	S.A. (SUC)
Major males & females aged upto 35 yrs	15 lacs
Major males & females aged upto 36 to 45 yrs	10 lacs
Major males & females aged upto 46 to 50 yrs	2 lacs



# Mail Order Business Medical Business

- PF/NRI Q/Sp Quest by employer/dean/principal
- Witness by Designated official of the local Indian Embassy or
- Other Indian Diplomatic Representative or
- A Notary Public or a Justice of Peace or
- Medical Examiner
- If student by the Dean/Principal of his college or ME
- The witness must affix his office seal below sign
- Passport :1<sup>st</sup> pg must be submitted along with PF

# Difference in underwriting rules of foreign national of Indian origin & NRI

## Foreign national/Indian origin

- Maxi S.A. 50 LACS
- Mail Order not allowed
- NM not applicable
- Introduction/MHR by CM/ZM/Dev off/SBM
- Medical compulsory
- Joint life/plans having term insurance element not allowed
- BO cannot underwrite
- Rev NRI Q

## NRI

No limit on S.A. if visit to India

Mail Order Business allowed: limited restriction regarding types of plan

NM allowed sub restriction

MHR by competent authority

Copy of passport

Plans allowed as per Cir 2056

BO can underwrite

Rev NRI Q

# General points: Groups I to VIII

- Applied to class I occupations: managerial, skilled, high paying desk job type employment with proof etc.
- For class II occupations such as semi-skilled, unskilled labour, highly paid job involving significant manual labour or high occupational risk, low paying jobs, : 1.5 times the residence extra for respective residence group.

- HE class III and above & with class II occupations are to be regretted.
- High S.A. i.e. above 25 lacs will be considered : for class I occupation only.
- Income proof like salary certificate or employment contract will be insisted upon
- Cover on the lives of housewives, children residing in : Res Group I to VII: not allowed
- KMI/Partnership insurance : not allowed

# Minor lives

## Proposer for insurance on minor lives

- **Father**
- **Mother: F.Cat I, II & III if own income, & insurance allowed on basis of her income (insurance to minor will not exceed parents insurance & sub to adequacy of income) & also if husbands being NRIs & are out of India (sub to husband's matching insurance & income)**
- **Legal guardian if having custody of minor**
- **Widow-F.Cat III sub to adequacy of income & matching insurance on her own life**
- **Grand parents: sub to prem paid by grand parents, parent's consent letter, sufficient parent's income & matching insurance, grand parent's income proof**

# Matching insurance

(Insurance taken from pvt/foreign insurance co.)

- Minor lives : upto 2 lacs: MI not insisted upon including widows-FCat-III(2104/3/07)
- CDA plans, 102, 159, 184, 185 if PWB opted & allowed up to 5 lacs : MI not insisted upon
- Educational loan : MI not insisted upon
- Married Woman: F Cat III :equal to husband's insurance sub adequacy of his income

# **INSISTENCE ON PARENTS'S INSURANCE IN THE CASE OF MINOR / MAJOR CHILDREN**

Corporation may consider proposals from minor / major children where parents did not have adequate insurance on their own lives due to advanced age or adverse health conditions subject to following conditions.

1. Special MHR from MM or SDM
2. There should be genuine reasons duly supported by evidence as to why the parents cannot take insurance on their own lives (such as – advanced age, adverse health)
3. The parents should have adequate income and fairly good social standing
4. If there is more than one child, lives of all the children should be covered for equal amount
5. The children to be insured should be school / college going

# EDUCATIONAL LOAN

The insurance cover against educational loans can be granted without insisting the parents insurance provided:

- Insurance is intended as a collateral security against the loan being raised.
- Amount of insurance has a relation with the amount of loan as prescribed by the lender.
- Certified copies of loan papers and copies of evidences as to higher studies/education are submitted.
- Social and financial status of the family revealed in a special MHR by an official ABM(s) and above found satisfactory by Manager (NB).



**In respect of proposals/policies on child's life the Sum Under Consideration / Sum to be revived has to be taken as under:**

<b>Table Nos.</b>	<b>Plan</b>	<b>On Child's Life</b>	<b>In case of PWB on Proposer's Life</b>
41 & 50	Children's Deferred Assurance	Sum proposed less cash option	Amount of cash option payable during deferment period excluding first premium
101	Jeevan Balya (for revivals)	Sum proposed less cash option	Amount of cash option payable during deferment period excluding first premium
102	Jeevan Kishore	Full sum proposed	Sum proposed to be taken as all premium payable till the deferred date excl. first premium
109	Jeevan Sukanya (for revivals)		
113	Children's Money Back (for revivals)		
159	Komal Jeevan		
80 & 81	Children's Anticipated plan (for revivals)	Sum to be revived less 50 % of premiums payable on deferred date	Sum to be revived is to be taken as all premiums payable from the date of revival / till the deferred date
92	New Children's Deferred Assurance (for revivals)	Full sum to be revived	Sum to be revived is to be taken as all premiums payable from the date of revival / till the deferred date

# **Physically Handicapped Lives**

## **(Only if gainfully employed)**

- Deformity Questionnaire has to be completed by the life assured and Medical Examiner. Further in all cases of deformity, the Medical Examiner in his medical report should give full details of deformity.
- CNS questionnaire , wherever required
- Dwarf : full size photograph also required

**Proposers with following deformities are to be treated as standard if they are otherwise standard lives:**

- a) with loss of one limb (including eye) due to accident**
  - b) with loss of both the ears due to accident**
  - c) absence of a limb since birth (congenital and non-progressive in nature)**
  - d) Polio affected with no residual paralysis**
- Physically handicapped minor lives may be allowed only Table Nos. 41 & 50 with clause 76 (Medical on vesting).**

# Occupational Questionnaire

<b>Occupation</b>	<b>Form Number</b>
<b>General Occupational. Quest.</b>	<b>LIC03 – 500</b>
<b>Army Personnel Quest.</b>	<b>LIC03 – 501</b>
<b>Aviation (Armed Services) Quest.</b>	<b>LIC03 – 502</b>
<b>Aviation (Civil) Quest.</b>	<b>LIC03 – 503</b>
<b>Civil Gliding Quest.</b>	<b>LIC03 – 504</b>
<b>Navy personnel Quest.</b>	<b>LIC03 – 505</b>
<b>Diving (Armed Services and Commercial) Quest.</b>	<b>LIC03 – 506</b>
<b>Merchant Marine Quest.</b>	<b>LIC03 – 507</b>

# OCCUPATIONAL RATINGS

Schedule of Occupational Ratings	
Plan Nos.	Rate of Occupational Extra
T.No.103 &168(T.No.110 & 121 for revival)	1.5 times of Std. extra (Annexure I)
T.No.88 (T.No.104 for revival)	2 times of Std. extra (Annexure I)
T.No.133 (T.No.105 for revival)	3 times of Std. extra (Annexure I)
All remaining plans including TR,CIR & PWB	As per Annexure I

# Army and Navy Personnel

- Risk on the lives of army and navy personnel engaged in military operations in India and abroad is covered without charging extra premium.
- However, lives of the following four categories will be entertained as per terms and conditions applicable to respective Occupation.
  - I. Those who have an intention or liability to engage themselves in aviation, gliding
  - II. Those who have undergone training as paratrooper or glider
  - III. Those who have already been selected for being engaged in aviation or for being trained as paratrooper or glider
  - IV. Those who have already been engaged or are likely to be engaged or intend to or are liable to do any work in submarine, minesweeper or mine layer

# Exclusion Clause

- If a life to be assured does not want to pay occupational extra, his proposal can be considered without charging occupational extra subject to imposing the Exclusion Clause No. 86:
- In short CI 86 is, if death of the L.A. shall occur due to his hazardous occupation, the amt payable under the policy shall be limited to either:
  - 1) Refund of premium (exclusive of extra prem) paid under the policy without interest, less any sums paid by the Corp. in respect of bonuses in cash, portions of SA or
  - 2) The S.V. of the policy whichever shall be the greater but shall not exceed in any case the amount which would otherwise have been payable at death.

## **Double Accident Benefit (DAB), Permanent Disability Benefit (PDB) and Extended Permanent Disability Benefit (EPDB)**

- Whenever occupational extra is chargeable, DAB, PDB and EPDB can be allowed subject to imposing Clause 85.
- In short Cl 85 is :Double Accident Benefit including Extended Permanent Disability Benefit and Disability Benefit shall not be applicable if the death or disability of the life assured shall take place as a result of accident while the life assured is engaged in the hazardous occupation.



# **KYC Norms**

- Annual prem does not exceed Rs. 10000/- photo & Res Proof not reqd
  - Annual prem exceeds Rs.10000/- all KYC, current photo, ID proof, Res Proof reqd
  - Annual prem Rs 1 lac & above: Income Proof reqd, Bank Account details may be insisted upon. PAN details mandatory
  - Annual prem less than Rs 1 lac: decide as per present u/w rules
- These are statutory requirements.

## Identity Proof

- Passport
- PAN Card
- Voter's I Card
- Driving License
- Letter from recognized public authority or public servant verifying ID/Res of customer

## Residence Proof

- \* Telephone Bill
- \* Bank a/c statement
- \* Electricity Bill
- \* Ration Card
- \* Letter from recognized public authority

# Online Paperless Underwriting

- At present proposal papers move physically from branch offices to higher offices like DUS, ZUS and U&R for decision.
- There is considerable time lag in deciding such cases.
- In this competitive era such delays are detrimental to the progress of any organisation.
- However all this is going to change.

- LIC has embarked on a very prestigious project of Paperless Underwriting, in this regard.
- Our respected Managing Director Shri A.K.Dasgupta inaugurated the project for Online Underwriting in U&R dept. of C.O. on 01/06/2009.

# How it works?

- Presently online underwriting has been made available for papers being sent to ZUS and U&R only
- Proposals decided at branch and division will be as per current practice, for the time being.
- The papers will be scanned at Divisional Office by Vendors / In house scanning centres.
- No change will be possible once the papers are scanned.

- Agents should ensure that the papers are submitted to BO with proper initial scrutiny, with minimum of pins, in proper order and neatly filed.
- This is all the more important as each paper will have to be separated before scanning and papers should not tear while removing the pins.

# ORDER OF THE PAPERS TO BE ESCALATED

- It has been decided to divide the entire proposal papers in to nine groups/folders for the convenience of the users:  
Underwriters, Medical Examiners and Reinsurers.
- The ORDER is as Follows:
  - 1. Rating Sheet Folder
  - 2. Proposal Papers Folder
  - 3. Medical Papers I Folder

# ORDER OF PAPERS (CONT.)

- 4. Medical Papers II Folder
- 5. Financial Documents I Folder
- 6. Financial Documents II Folder
- 7. Non Medical Questionnaire Folder
- 8. General Folder
- 9. KYC/AML Folder
- All the Agents should ensure that the papers are submitted in above order only.



- The papers will be sent online to ZUS / U&R depending on the SA limits
- The proposal will be underwritten online i.e. the same will be seen by Medical Officers and decided by Underwriters online.
- Once the proposal is decided immediately a email will be generated and the same will be sent to the relevant Division

- The Division will return the proposal papers to the Branch with the final decision.
- This will result in saving of a lot of time as well as cost.
- It can act as a very effective Marketing tool to the satisfaction of our field force.

# LIC'S HEALTH PROTECTION PLUS

**PLAN 902 –**

**A LONG TERM UNIT LINKED PLAN WITH  
ALL TYPES OF HEALTH RISK COVER**

# Health Insurance: Plan 902

- Long term unit linked Health Insurance policy
- Single Policy for all family members
- No restriction on number of members
- Addition of newly eligible members during the currency of the policy.
- 3 types of benefits viz., Hospital Cash Benefit, Major Surgical Benefit and Domiciliary Treatment benefit.
- Fixed Benefit schemes: irrespective of expenses for hospitalization and Surgeries
- Escalation in Hospital Cash benefits with no increase in premium.

( Continued.....)

- **Extended Hospitalization and major surgical risk coverage after premium paying term**
- **Health Risk cover for hospitalization and Major Surgeries up to 75 years for Adults and 25 years for minor lives**
- **No age limit for Domiciliary Treatment Expenses claim**
- **Automatic recovery of risk charges from fund, in case of non payment of premiums**
- **No lapse – no foreclosure – Policy will continue as long as fund is available.**

# The benefits offered:

## 1. Hospital Cash Benefit: (Double for ICU admissions)

- Minimum Rs. 250/-
- Maximum Rs.2500/- for Principal Insured
- Rs.1500/- for other Insured.
- HCB of all Insured children are equal. In multiples of Rs.50/-
- HCB escalates at the rate of 5% per annum subject to a maximum of 1.5 times.

## 2. Major Surgical Benefit:

- 200 times the Hospital Cash Benefit.

## 3. Domiciliary Treatment Benefit:

- Reimbursement of the Domiciliary Treatment Expenses applicable from the fund value.

# Who can be covered?

Proposer	From Age : 18 years last Birthday to 55 years Nearest Birthday. He/She pays the premium and is Principal Insured
Spouse	From Age: 18 years last Birthday to 55 years Nearest Birthday
Children	Children including adopted children from 3 months to 17 nearest birthday years are admitted. Risk cover for MSB starts at 18. <u>No restriction in the number of children to be covered.</u>
Spouse after marriage/remarriage, new born children/ newly adopted children can also be included after the commencement of the policy. Cover commences from next policy anniversary after intimation.	

# Risk cover up to.....

<b>Principal Insured</b>	<b>Up to the age of 75 years nearer birthday.</b>
<b>Insured spouse</b>	<b>Up to the age of 75 years age nearer birthday</b>
<b>Insured Children</b>	<b>Up to the age of 25 years nearer birthday</b>



# The premium

Principal Insured alone to be covered	Rs.5000/= per annum and <b>six</b> times the Hospital Cash Benefit whichever is higher.
Principal Insured and Insured Spouse are to be covered	Rs.7500/= per annum and <b>Six</b> times the Hospital cash benefit of Principal Insured plus three times the Hospital cash benefit of the spouse whichever is higher.
Principal Insured, spouse and Children are to be covered	Rs.10000/= per annum and <b>Six</b> times the Hospital cash benefit of Principal Insured plus three times the Hospital cash benefit of the spouse plus three times the hospital cash benefit of all the insured children whichever is higher.
Mode allowed : Yearly, Half Yearly and ECS	

# The premium for Sub-standard lives

Principal Insured alone to be covered	Rs.5000/= per annum and <b>nine</b> times the Hospital Cash Benefit whichever is higher.
Principal Insured and Insured Spouse are to be covered	Rs.7500/= per annum and <b>nine</b> times the Hospital cash benefit of Principal Insured if the Principal Insured is sub-standard plus five times the Hospital cash benefit of the spouse if the spouse is sub-standard , whichever is higher.
Principal Insured, spouse and Children are to be covered	Rs.10000/= per annum and <b>nine</b> times the Hospital cash benefit of Principal Insured plus three times the Hospital cash benefit of the spouse plus five times the hospital cash benefit of all the insured spouse/children if the insured spouse/children is Substandard, whichever is higher.

# Additional features...

- Proposer can take this policy for additional 5 lakhs SA if already Plan 901 is taken for 5 lakhs.
- Major students can be covered based on their parents income for a max of 5 lakh SA.
- Female lives falling under all three categories can be covered under this plan.

# Sum Under Consideration

- For SUC purpose, this plan is considered as standalone. There is no need to club SUC under the other life plan.
- However policy/policies taken under Health Plus Plan No 901 in the last two calendar years as usual will be clubbed for SUC purpose.
- S.A. for Major Surgical Benefit (MSB) granted under Health Plus plan along with Health Protection Plus (Plan no 901 + Plan no 902) for two full calendar years as usual will be the SUC under this plan.

# Contd

SUC as calculated will be the basis for

- Determining non-medical eligibility
- Calling for special reports
- Determining the limit of medical examiners

- **Female Lives**
- **Age proof**
- **Non-Medical Scheme** )
- **MHR** )
- **Minor Lives** )
- **Major students** ) **same as per**
- **Occupation** ) **Plan 901**
- **Avocational risks** )
- **Financial underwriting** )
- **KYC**
- **Pre-Existing conditions**
- **FMR & Special Reports**

# Enquiry through SMS on Mobile

- To know Underwriting decisions of proposals sent to **U&R / ZUS / DUS** on Mobile Phone, type as under.
- **UNR** <space> **Proposal Number** <space> **BO Code**
- This has to be sent to **56677**
- **Eg. UNR 12345 883** and send to **56677**
- **Please note that even if the papers are with DUS or ZUS, one has to type UNR to get the Underwriting decision on the mobile as the enquiry parameters are fixed.**

Thank You