



DO YOU WANT TO SPEED UP YOUR UNDERWRITING?

ATTACH A NOTE WITH YOUR E-APP!

It's a known fact that the more information an underwriter knows about your client, the more comfortable the underwriter will feel approving the risk at the best possible class. A cover letter can help you do that and can be an important part of the submission process. It can help put all the pieces together for an underwriter who doesn't know your client as well as you do. Applications give a condensed view of a client's personal history and finances. A cover letter can provide the answers to an underwriter's questions that aren't asked on the application.

What are some items I should include in my cover letter?

- Financial information (e.g.: history, income, estate plans)
- Reason for death benefit (amount of insurance applied for versus the applicant's income)
- Clarification of medical condition(s)
- Additional insurance being applied for (include with what companies and what face amount)
- Details on all the medications your client is taking and why
- Any avocation details (e.g.: hazardous sports, aviation, scuba diving, etc.)
- Information regarding recent exams done at other companies that we might be able to use
- If business owned, clarification on the business finances, company ownership and roles
- Background or purpose of the sale in unusual situations (i.e.: outside beneficiaries & third party owners)

Remember, you might know your client for 20 years, your Underwriters just met them...on paper!