

# SBLI ACCELERATED UNDERWRITING DIGITAL PROCESS IN ACTION



Now To  
**\$750,000**

SBLI's Accelerated Underwriting process is a key part of our end-to-end digital process that guarantees no face-to-face contact.

- Guaranteed accelerated process for everyone
- No fluids, no exam, ever!
- E-sign and e-delivery

## QUALIFICATIONS:


- Ages: 18-60
- All face amounts \$750,000 or less
- Products available: SBLI Level Term (10-, 15-, 20-, 25- or 30-year) and SBLI Whole Life
- All risk classes and table ratings apply

Please note, eligible risks have been temporarily changed as a result of the COVID-19 pandemic. Please see footnote 3 for details.

## KEY RESOURCES:

- [Ideal Target Market](#)
- [Underwriting Sweet Spots](#)
- [SBLI Underwriting Guide](#)
- [Consumer Prospecting Materials](#)

Contact us to find out how we can help you get your business done easily and conveniently.

 1.888.224.7254 (option 1)

 [brokerage@sbli.com](mailto:brokerage@sbli.com)

 [www.sblibrokerage.com/go-digital/](http://www.sblibrokerage.com/go-digital/)

## THREE SIMPLE STEPS:

### STEP 1: Drop The Ticket

Drop a ticket through iPipeline IGO®, *ApplicInt* or IXN. Then, SBLI's fulfillment center takes over.<sup>2</sup> Remember to include a convenient time for the telephone interview with your client and indicate this time on the ticket.

### STEP 2: Fulfillment Center

The interviewer will contact your client; complete Parts 1 and 2, and capture a voice or digital signature. These forms will be submitted electronically to SBLI. In addition, copies of the completed forms will be available on the fulfillment vendor website for your records.

Share our [Preparing for your Accelerated Underwriting call](#) guidelines to help your client prepare for the call.

### STEP 3: Accelerated Underwriting Process

Underwriting will evaluate the application with electronic data, such as prescription history, MIB, MVR and FCRA public information.

The application will follow one of two paths:

1. Immediate approval that proceeds to issue.
2. Additional requirements needed as determined, such as an APS; a final assessment is determined upon the underwriter's review.

If issued, an e-mail is automatically sent telling your client that their policy is available for acceptance, on our client portal [www.MySBLI.com](http://www.MySBLI.com).

The policy owner is able to accept, sign any additional requirements, and pay for the policy entirely online.

<sup>1</sup>SBLI provides a tele-med interview process for SBLI Level Term and Whole Life cases with face amounts \$750,000 or less, ages 18-60, and all risk classes. Ages 61-74 will be traditionally underwritten. <sup>2</sup>Please note SBLI Whole Life tickets can only be submitted via the *ApplicInt* platform. <sup>3</sup>Eligible risks have been changed temporarily due to the COVID-19 pandemic; applications with a Table 7 or higher rating for ages up to 59, or a Table 3 or higher rating for ages 60 or older are temporarily postponed. For the education of producers/brokers only. Not for use with the public. Products and features may not be available in all states. Policy Form Series B-56, 19-P-PWL, 19-P-PSPWL. The Savings Bank Mutual Life Insurance Company of Massachusetts, Woburn, MA. ©2021 All rights reserved. NAIC #70435. 21-4003 01/21