



# BULLETIN: Updates for Long Term Care Insurance Requirements and Underwriting Guidelines

genworth.com

March 04, 2011

Effective: 03/21/11

States: ALL

At the Genworth Financial companies (Genworth), we believe it is important to routinely evaluate and refine our underwriting guidelines and requirements while ensuring that we maintain optimal risk management. To that end, the following underwriting changes will be implemented effective with applications received in the Home Office on or after March 21, 2011.

## New Underwriting Guidelines

### **Anemia:**

Postpone period following hospitalization for anemia will change from 12 to 6 months

### **Aortic Aneurysm, Dissecting, Repaired:**

Postpone period following repair will change from 24 to 12 months

### **Asthma:**

Consideration for preferred health discount if mild, stable, use of 1 medication (or combination inhaler) with no hospitalization or ER visits within the past 12 months

### **Bipolar Disorder (Manic Depressive Disorder): Uninsurable**

### **Depression:**

#### **Acceptable:**

≤ 3 psychotropic medications and ≥ 6 months control

#### **Uninsurable:**

- >3 psychotropic medications
- Antipsychotic medication or Depakote® begun within past 24 months
- Hospitalization or ER visit for depression within past 24 months
- Electroconvulsive therapy (ECT) within past 60 months

*(continued)*

Genworth Financial companies include:

**Genworth Life and Annuity Insurance Company**, Richmond, VA

**Genworth Life Insurance Company**, Richmond, VA

**Genworth Life Insurance Company of New York**, 666 Third Avenue, 9th Floor, New York, NY 10017

Only Genworth Life Insurance Company of New York is licensed to conduct business in New York.

Long term care insurance products issued by Genworth Life Insurance Company and in New York by Genworth Life Insurance Company of New York.

Variable products issued by Genworth Life and Annuity Insurance Company and in New York by Genworth Life Insurance Company of New York.

Principal Underwriter: Capital Brokerage Corporation (dba Genworth Financial Brokerage Corporation in Indiana) 6620 West Broad Street, Building 2, Richmond, VA 23230, Member FINRA

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- History of alcoholism at any time
- Currently receiving Social Security Disability Insurance (SSDI) benefits for any reason
- Severe depression
- Unstable

Others: **will be considered on an individual basis**

**Hypertension:**

**Uninsurable:**

Average blood pressure readings over the past 12 months exceed **160/95**

**New Requirement Guidelines**

We are expanding the use of Prescription Drug Reports from ages 18-54 to ages 18-59 as follows:

- Preferred applicants ages 18-59, inclusive, who are applying for a **Limited** Benefit Multiplier (any Benefit Multiplier other than Unlimited) will require a Prescription Drug Report in lieu of a Phone Health Interview (PHI).
- Preferred applicants ages 18-59, inclusive, who are applying for a **Limited** Benefit Multiplier (any Benefit Multiplier other than Unlimited) and whose Prescription Drug Report yields no useful information will require a PHI.
- We will continue to require a Phone Health Interview (PHI) for preferred applicants ages 18-59, inclusive, who are applying for an **Unlimited** Benefit Multiplier.
- Preferred applicants ages 60-64, inclusive, will still require a PHI regardless of the Benefit Multiplier requested.

**Underwriting Requirements Applicable to All Applications Received in the Home Office on or after March 21, 2011**

		Doctor Visit in Last 2 Years				No Doctor Visit in Last 2 Years			
		18-59	60-64	65-71	72-79	18-59	60-64	65-71	72-79
Preferred Health	Phone Cognitive Interview			X					
	Medical Records Request			X	X				
	In Person Health Interview				X			X	X
	Phone Health Interview	X*	X			X*	X		
	Prescription Drug Report	X**				X**			
Standard Health	Phone Cognitive Interview			X					
	Medical Records Request	X	X	X	X				
	In Person Health Interview				X	X	X	X	X

X Indicates required interview/request

\* Only if Unlimited Benefit Multiplier requested

\*\* For All Other Benefit Multipliers requested

**Note:** Please keep in mind that our underwriters may request additional requirements if they deem necessary.

## Underwriting Update FAQs

### **How do I fill out the application to obtain the preferred health discount for someone with mild asthma who is taking only one medication?**

If an applicant has asthma and is taking only one medication, the application should be filled out and submitted as a standard (no preferred health discount) application. Upon review of all application requirements, the underwriter will determine if the applicant is eligible for the preferred health discount.

### **What are antipsychotic medications?**

Antipsychotic medications include (but are not limited to) such medications as: Abilify®, Geodon®, Haldol®, Risperdal®, Seroquel®, Thorazine® and Zyprexa®.

### **Why will Genworth Life require a Phone Health Interview (PHI) if the Prescription Drug Report is unhelpful?**

Our experience has shown that a number of larger healthcare systems do not report into the prescription reporting databases. In addition, there are times when an applicant is either not in the database or no medications are found in the database. In such cases, to ensure we make the appropriate risk assessment, we will obtain a Phone Health Interview.

### **If a policyholder received underwriting approval based on the application and Prescription Drug Report only, can they request an upgrade from the Limited Benefit Multiplier to an Unlimited Benefit Multiplier?**

The policy was underwritten with only an application and the Prescription Drug Report due to the originally selected Limited Benefit Multiplier. Any upgrade to an Unlimited Benefit Multiplier will be allowed only if the client re-applies with a new application and underwriting.