

life and health
insurance

Advisors – Simplified Life Insurance

Quick life insurance selection tool

A table to quickly identify the most suitable insurance product based on your client's medical condition and lifestyle.



beneva

These days, insurance products are being offered all over the place. This makes your work as an advisor all the more important for your clients. They will rely on you to show them the product that best suits their needs.

In addition to all the information produced by your financial needs analysis, your client's health and lifestyle could have a significant impact on the products you can suggest to them to meet their insurance needs.

The following table will guide you to an optimal insurance solution based on the most common medical and non-medical conditions.

Medical Conditions	Simplified Life Insurance	Traditional Life Insurance	Guaranteed Issue Life Insurance
Alzheimer's disease	×	×	✓
Anemia	Iron deficiency anemia	Other types of anemia	<ul style="list-style-type: none"> • Severe anemia • Hospitalization
Asthma, sleep apnea	Asthma and sleep apnea treated	<ul style="list-style-type: none"> • No treatment • More severe cases • Hospitalizations 	Pending investigation
CVA (Stroke) or TIA	<ul style="list-style-type: none"> • Only 1 episode • After age 60 • More than 8 years ago 	<ul style="list-style-type: none"> • Age 60 or under • From 1 to 8 years ago 	Recent episode (< 1 year ago)
Cancer	<p>×</p> <p>Apart from thyroid cancer > 10 years ago, no chemotherapy, no metastases</p>	Cancer stage 1 or 2	Advanced stage, metastases
Ulcerative colitis or Crohn's disease	<ul style="list-style-type: none"> • Diagnosis over 1 year ago • Minor and not frequent symptoms 	<ul style="list-style-type: none"> • Recent diagnosis • More frequent and more severe symptoms 	Surgery in the last 6 months
Heart attack, angina, arrhythmia	×	<ul style="list-style-type: none"> • Stable arrhythmia • Angina/heart attack at age 35 or under, over 6 months ago, stable 	Heart attack at age 35 or under, recent episode (< 6 months)
Depression, anxiety, panic disorder	<ul style="list-style-type: none"> • No absence from work in the past year • No Rx increase in the past year 	<ul style="list-style-type: none"> • Mild to moderate symptoms, well treated • Back to work for at least 6 months 	<ul style="list-style-type: none"> • Severe • Hospitalization in the past year, recent time off work (< 6 months ago)
Diabetes – Type 1	×	<ul style="list-style-type: none"> • Good control • No complications, no comorbidity • High rating (+150 or more) 	<ul style="list-style-type: none"> • Combined with another medical condition (obesity, hypertension, cardiac disorder) • With complications
Diabetes – Type 2	<ul style="list-style-type: none"> • Over age 40 • Diagnosis < 15 years • Good medical follow-up (min. twice/year) • Same Rx for at least 6 months • No complications 	<ul style="list-style-type: none"> • No regular follow-ups • Good to fair control • Younger or remote diagnosis 	<ul style="list-style-type: none"> • Poor control • Severe complications (such as cardiac disorder, kidney failure)
Hepatitis B or C	×	Mild to moderate cases	<ul style="list-style-type: none"> • Severe cases • Liver fibrosis • High alcohol usage
Parkinson's disease	×	Over age 35	<ul style="list-style-type: none"> • Age 35 or under • Total disability

Medical Conditions	Simplified Life Insurance	Traditional Life Insurance	Guaranteed Issue Life Insurance
Chronic obstructive pulmonary disease (COPD), emphysema, chronic bronchitis	×	<ul style="list-style-type: none"> • Non-Smoker • Mild to moderate condition 	<ul style="list-style-type: none"> • Smoker • Severe condition
Schizophrenia, bipolar disorder, psychosis	×	<ul style="list-style-type: none"> • Age 25 or over • Diagnosis at least 2 to 5 years ago • Mild to moderate symptoms • No hospitalization in the past 5 years 	<ul style="list-style-type: none"> • < Age 25 • Recent diagnosis • Recent hospitalization
Multiple sclerosis	×	Mild to moderate cases	Severe cases (confined to a wheelchair, help required for ADLs)
HIV	×	×	✓

Non-Medical Conditions	Simplified Life Insurance	Traditional Life Insurance	Guaranteed Issue Life Insurance
Private or recreational aviation	No flights in the past 2 years	All flights (with exclusions)	✓
Driving record	<ul style="list-style-type: none"> • Licence not currently suspended • DUI: Max. 1 conviction • Max. 3 tickets in the last 2 years 	<ul style="list-style-type: none"> • DUI: License not currently suspended, max. 2 convictions with latest being 5 years ago • A few tickets in the past 3 years 	✓
High-risk occupation	Eligible apart from: international journalist, asbestos worker, professional athlete, military personnel currently deployed or awaiting to be deployed, commercial pilot (other than for a major airline), worker in a bar/nightclub	Okay apart from some occupations: diplomats, deployed military, striptease club	✓
Dangerous sports	<ul style="list-style-type: none"> • Nothing in the past 2 years • Okay for scuba diving < 100 feet, parachute 1 jump in tandem 	All sports (with exclusions) apart from high-altitude mountain climbing	✓
Foreign travel or residence	<ul style="list-style-type: none"> • Max. 6 months • Caribbean/Antilles as part of an all-inclusive vacation, United States, Mexico, European Union countries, United Kingdom, Hong Kong, China, Japan, Australia, New Zealand, India 	Variable depending on country and duration	✓
Alcohol usage	<ul style="list-style-type: none"> • Mild to moderate use • No treatment in the past 	<ul style="list-style-type: none"> • Higher consumption without associated medical condition, no criticism • No treatment in the past 	✓

Non-Medical Conditions	Simplified Life Insurance	Traditional Life Insurance	Guaranteed Issue Life Insurance
Marijuana usage	<ul style="list-style-type: none"> Occasional use (recreational or medical) No treatment in the past 	<ul style="list-style-type: none"> Recreational use, more regular use (max. 7 times/week) Regular use for medical purpose No treatment in the past 	✓
Other drug usage	<ul style="list-style-type: none"> No current use No treatment in the past 	<ul style="list-style-type: none"> No current use No treatment in the past 	✓

The list of medical and non-medical conditions presented is not exhaustive. You didn't find the medical or non-medical condition you were looking for? For simplified life insurance or guaranteed issue life insurance, please refer to the product guide in *Product description and underwriting guidelines* (BIND0309A). If you are looking for more traditional life insurance, please refer to the *Underwriting guidelines* (MIND0077A).



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