



## The Insurance Process – What to Expect

Congratulations on taking this very important step to protect your family and/or business. The process of getting insurance can be inconvenient at times, but in the end, having insurance to protect your family or business far outweighs these mild annoyances. Below we've prepared a cheat sheet so that you are aware of what follows after you have completed your application.

1. You will likely need to have a **medical exam** completed, which will include blood and urine testing and, in some cases, an EKG depending on your age and how much insurance you are applying for. An approved examiner will come to your home or work, at your convenience, and ask a series of medical questions, check your vitals, and take samples for labs. Some tips for preparing for the exam:
  - a. Schedule the exam for early in the morning, prior to eating.
  - b. Fast for 12 hours prior to the exam
  - c. Avoid alcohol, caffeine, nicotine and foods high in fat and salt, for 24 hours before your exam.
  - d. Avoid strenuous activity at least 12 hours prior to the exam.
  - e. Void your bladder at least once prior to giving your urine sample.
  - f. Drink a glass of water 1 hour prior to being examined.
2. Once your application and exam have been completed and submitted to the insurance company, your case will go into **underwriting**. This process may seem slow, but all the details regarding your health and finances must be reviewed by the insurance company. The following may occur during the process:
  - a. A request for medical records from one or more of your doctors – this process can take time, depending on the physician's office or third-party copy service involved.
  - b. Additional information may be requested depending on your medical history or finances, based on information the underwriter determines needs more explanation. This process is necessary and can sometimes be uncomfortable, due to the personal nature of some of the questions.
3. Once underwriting is completed, the carrier will make a decision on your case. The underwriter will take all the information they collected and determine a health rating. At this point, if approved, you will receive an offer and a quote for the cost of the insurance. Once you accept the offer, the carrier will issue the policy, and it will be delivered to you for review.
4. Once you review the policy and determine the information is accurate, the carrier may have additional delivery requirements and the premium to place your insurance policy in force. Delivery requirements typically include: a delivery receipt, an amendment, your premium and, in some cases, a signed illustration, or additional forms that you may need to sign.

When the carrier receives all the signed delivery requirements and the payment for your case, they will place your policy in force and the process is complete. At this time, you can rest assured that your coverage/protection is in place.