

## **SURVEY OF LIFE INSURER UNDERWRITING GUIDELINES AS APPLIED TO JUSTICE IMPACTED INDIVIDUALS**

The purpose of this survey is to better understand how life insurers consider an applicant's involvement with the criminal justice system during the underwriting process. We are interested in information about products currently being sold in your state.

### **DOCUMENTATION REQUESTED**

1. Please provide your company's application questions that ask about life insurance criminal history. If the questions differ by product, please indicate to which products they apply.
2. Please provide your company's life insurance underwriting guidelines related to criminal history, activity, or convictions. Specifically, identify guidelines that limit product offerings, face amounts maximums, ratings, terms, etc. Please differentiate your underwriting guidelines by policy type (term, whole life, universal life)
3. Please provide the mortality/morbidity data/studies supporting your underwriting guidelines related to criminal history, activity, or convictions.

### **UNDERWRITING PROCESS QUESTIONS**

4. Does your company consider misdemeanor or gross misdemeanor criminal convictions in the underwriting process?
  - a. Is this asked on the application?
  - b. If yes, what convictions could result in a rate class other than the most-preferred tier?
5. Does your company consider felony criminal convictions in the underwriting process?
  - a. Is this asked on an application?
  - b. What convictions result in a rate class other than the most-preferred tier?
  - c. How many applications for individuals with a felony criminal conviction did your company receive in 2023?
    - i. How many applications were approved?
      1. Of those approved, how many were rated due to the criminal conviction?
    - ii. How many of those applications were denied or postponed based on the criminal conviction alone?
6. For your company's life insurance underwriting guidelines, is criminal history or drug use treated differently if the applicant admitted to the criminal history or drug use verses if the information was found through underwriting discovery?
  - a. If yes, explain when and how the consumer is advised that criminal history or drug use was found and used to rate or decline the applicant.
7. How does your company consider an individual on parole for purposes of the underwriting process?

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8. How does your company consider an individual with criminal charges but no convictions (e.g., past arrests, charges pending arraignment decision, etc.)?
9. Does your company have processes in place to ensure you are not asking about/considering expunged/sealed convictions?
10. Do your company's life insurance underwriting guidelines for criminal history vary based upon whether the applicant was born in a country other than the United States?
11. As part of the underwriting process, does your company use third-party vendors to collect information on an applicant's criminal history, criminal conviction, criminal activity, or suspected criminal activity?
  - a. If yes, please list the third-party vendor, describe the information collected and what your company is doing to ensure that the third-party vendor's data is accurate and up to date.

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