

Underwriting *Express*



Your guide to:

Shorter Processing Time

Lower Processing Cost

Higher Placement Ratio

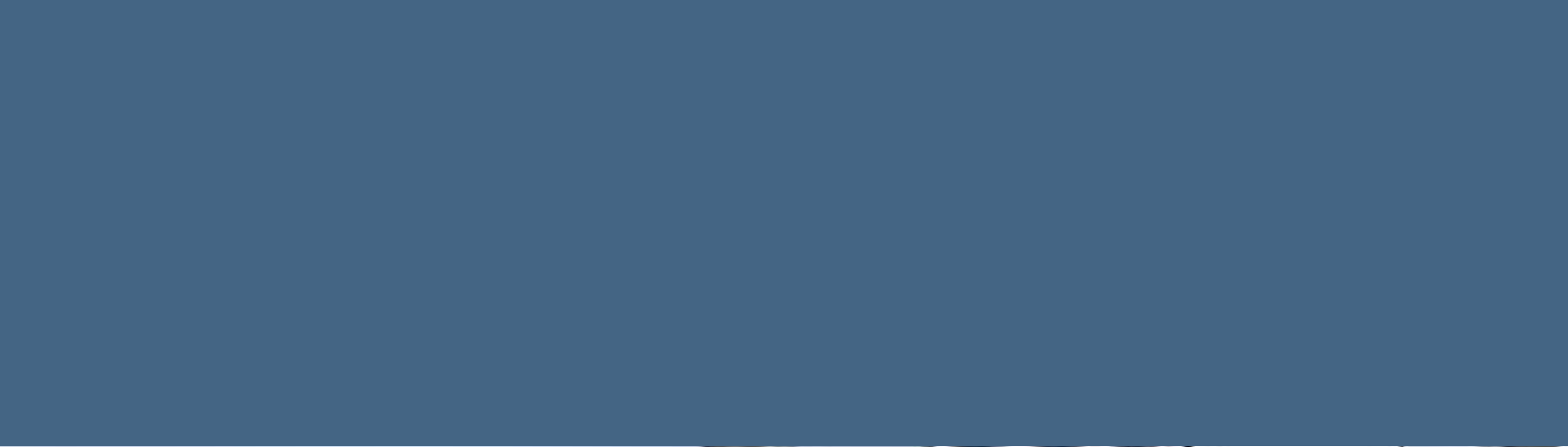
Better Agent Retention

Greater Profits

Where Tradition Meets Innovation



American National Insurance Company



Can you Afford to Process Small Life Insurance Applications?

Can you Afford to Not Process Small Life Insurance Applications?

Small life applications equal:

- Smaller overrides leading to a longer break-even period.
- Processing costs that are similar to those of larger cases.
- Distraction from focus on larger cases.

If you pass on the application, what's the risk?

- Will the agent take all his business elsewhere?
- Will the agent's next case be 10x or 100x larger?
- Will your competitor take this business?

Hypothetical Small Life Insurance Case:

- Male
- Age 35
- \$250,000
- Permanent Life Insurance with ANICO IUL

Preferred Monthly Premium¹:
\$213

Standard Monthly Premium¹:
\$223

Still want the case?

¹Preferred Monthly Premium is the target premium assuming a policy could be issued at \$250,000 under a preferred rating. The standard premium produces similar cash surrender value at age 65 using current illustrated values as of 3/16/2012. As of 3/16/2012. Underwriting Express is available on Standard and Sub-standard rate classes only. Full underwriting and a minimum face amount of \$250,001 is required for preferred rate class.

How could you Increase your profitability?



Estimated Processing time¹:

Industry Average:
60 Days

Underwriting Express¹:
15 Days

Shorter Processing Time means Lower Processing Cost and Higher Placement Ratio.



Estimated Processing Costs²:

Industry Average:
\$150

Underwriting Express¹:
\$50

Number of Cases	Placed Cases	Processing Cost	Total Gross Override	Net to Agency
10	7	\$150	\$4,462	\$3,412
10	9	\$50	\$5,737	\$5,287
100	70	\$150	\$44,625	\$34,125
100	90	\$50	\$57,375	\$52,875
250	175	\$150	\$111,562	\$85,312
250	225	\$50	\$143,437	\$132,187



Increase Placement Ratio³:

Industry Average:
70%

Underwriting Express¹:
85%

Using Industry Averages assuming preferred premium level of funding

Using ANICO Underwriting Express assuming standard premium level of funding

Assumes 70% and 90% placement ratio respectively. 25% commission override does not include production bonus

Estimates based on interviews with numerous BGAs. ¹Assumes applications received IGO. Includes commissions paid. Actual results may vary. ²Shorter processing time for IGO apps yield lower processing costs. Actual results may vary. ³Placement rate will increase as processing time decreases. Actual results may vary.

For Agent Use Only; Not For Use with Consumers

The Choice is Yours!

Not taking advantage of faster turnaround time could be limiting your commissions.

NOTE: Underwriting Express is available for Standard and Substandard classes only.

Hypothetical Small Life Insurance Case:

- Male
- Age 35
- \$250,000
- Permanent Life Insurance

Preferred Rate Full Underwriting **\$213 Monthly Premium²**

- ✗ 60 Day Turnaround
 - Paramed Required
 - Blood Required
 - Specimen Required
 - APS Required
- ✗ Higher Overhead
- ✗ Lower Placement
- ✗ Longer Break-even
- ✗ Lower Commission
- ✗ Decreased Satisfaction
- ✗ Less Time for Large Cases

Standard Rate Underwriting Express¹ **\$223 Monthly Premium²**

- ✓ 15 Day Turnaround
 - No Paramed³
 - No Blood³
 - No Specimen³
 - No APS³
- ✓ Lower Overhead
- ✓ Higher Placement
- ✓ Shorter Break-even
- ✓ Higher Commission
- ✓ Increased Satisfaction
- ✓ More Time for Large Cases

Is \$10 Worth it?

¹Underwriting Express is available on Standard and Sub-standard rate classes only. Full underwriting and a minimum face amount of \$250,001 is required for preferred rate class. ²Preferred Monthly Premium is the target premium assuming a policy could be issued at \$250,000 under a preferred rating. The standard premium produces similar cash surrender value at age 65 using current illustrated values as of 3/16/2012.

³In some cases, additional requirements might be requested.

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What you **Need** to **Know** about ANICO Underwriting Express

Age Limits:

0 - 65

Face Amount:

Up thru \$250,000

Eligible Products:

ANICO Indexed UL

Affinity 7 Whole Life

ANICO Executive UL

Executive UL -NY

Enter the Fast Lane with ANICO Underwriting Express

Requires a fully completed application (Form 10193; ANY-10193)

ANICO requests info from 3rd party databases

Applications that meet our guidelines should be approved in 48-72 hours with no further underwriting

If there are questions, a PHI will be requested

Some cases will require an APS and in a very few cases, an exam may be requested

80% approved within 3 days!

No Commission Reduction!

The ANICO Indexed Universal Life Insurance policy is not a registered security or stock market investment and does not directly participate in any stock or equity investment or index. When an individual purchases the policy, the individual is not buying an ownership interest in any stock or index Form Series: IUL08; IULU08; EXEC-UL; EXEC-ULU; PWL-CSO; PWLU-CSO; EXEC-UL(NY); EXEC-ULU(NY) (Forms may vary by state)



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