

General Underwriting Guidelines

Fidelity & Guaranty Life[®] is the marketing name of Fidelity & Guaranty Life Insurance Company, and in NY only, Fidelity & Guaranty Life Insurance Company of New York.
Each Fidelity & Guaranty Life company is solely responsible for its contractual commitments.



This underwriting guide applies to all fully underwritten products offered by Fidelity & Guaranty Life.

For more information, please visit www.fglife.com or call any of the following numbers:

Underwriting: 866-484-8140

Large Case Underwriting: 866-343-0665 (option 1 for Underwriting, option 2 for New Business)

New Business: 800-445-6758

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GENERAL GUIDELINES

Authorized Paramedical Companies

The companies listed below are authorized to perform paramedical and medical exams on behalf of Fidelity & Guaranty Life:

- American Para Professional Systems, Inc (APPS)
Phone: 1.800.727.2101
www.apps.com
- ExamOne
10101 Renner Blv.
Lenexa, KS 66219
Phone: 1.913.888.1770
www.examone.com
- Examination Management Services, Inc (EMSI)
Phone: 1.800.530.0560
www.emsinet.com
- Portamedic/Hooperholmes, Inc
Phone: 908.766.5000
www.portamedic.com
- Superior Mobile Medics
Phone: 1.800.898.3926
www.superiormobilemedics.com

Authorized Attending Physician Statement (APS) Retrieval Companies

Attending physician statement will only be ordered by the Fidelity & Guaranty Life Underwriting department. You may check status of an ordered APS on SalesLink or from one of our two retrieval companies listed below:

- Hooperholmes Underwriting Solutions (HHUS)
Phone: 800.999.1079 ext1323
www.hooperholmes.com

Authorized Inspection Companies

The companies listed below are authorized to perform inspections on behalf of Fidelity & Guaranty Life:

- Hooperholmes Underwriting Solutions (HHUS)
Phone: 712.755.2700
www.hooperholmes.com

Testing of Proposed Insureds

Blood Tests

Testing is performed by Heritage Labs. Appointed paramedical services can obtain the venous blood draw. Fasting is recommended.

Home Office Urine Specimen (HOS)

An HOS is required with all medical and paramedical examinations.

Resting Electrocardiogram (EKG) and Treadmill Exercise Test (TXT)

Appointed paramedical services can obtain EKGs and TXTs. In calculating the coverage amounts requiring these tests, be sure to include any inforce coverage with Fidelity & Guaranty Life issued within the last two years and any applications currently in pending status.

Examinations

Medical examinations arranged through an authorized paramedical company, are permitted. However, any MD exam not arranged by a paramedical company, such as an applicant's personal physician, will not be accepted without prior approval from Fidelity & Guaranty Life.

For underwriting guidelines on examinations by age and face amounts, please see the charts on page 7 or 10.

APS Ordering Guidelines

An APS is required on cases with the following:

- Amounts \$1,000,000 and over; inforce and applied for with Fidelity & Guaranty Life
- Age 70 and over
- Age 45 and over; amounts \$500,000 and over; and the applicant discloses an exam was done within six months of the application or exam date

Fidelity & Guaranty Life will order the applicant's medical records from the personal physician listed on the application. Agents are not permitted to order an APS.

Personal Financial Statements

Personal Financial Statements are required at time of application for amounts of \$1,000,000 and over. If the statement is not received with the application, the applicant will be asked to disclose this information during a phone interview.

Inspection Reports

Inspection reports are required for amounts:

Phone Interviews: \$500,001 to \$10,000,000

Face to Face Interviews: \$10,000,001 and over

When a business is listed as the owner and the beneficiary on the application, a Business Beneficiary Report is required on applications in the amount of \$500,000 and over. The Business Beneficiary Report should provide detailed information regarding the configuration, financial structure and overall make-up of the business seeking coverage.

Cash With Application

Fidelity & Guaranty Life allows money to be collected with all applications; however, the Company's liability is limited to \$500,000 subject to the terms of the Conditional Receipt.

GENERAL GUIDELINES (cont'd)

Time Limit for Completing Underwriting Requirements

- Fidelity & Guaranty Life will only accept Paramedical or MD Exams from other insurance companies on the following basis: The exams must have been performed within 180 days of the Fidelity & Guaranty Life application date and the exam type must be equivalent or greater than the Paramedical and MD Exams as required by Fidelity & Guaranty Life guidelines. For more information on the required exam types, please see the Examinations section on the previous page.
- HOS/Blood will be accepted within 180 days of the Fidelity & Guaranty Life date of application.
- Resting and Exercise EKGs will be accepted up to 180 days from date of the Fidelity & Guaranty Life application date.
- Inspection Reports will be accepted up to 180 days from the Fidelity & Guaranty Life application date.

Fidelity & Guaranty Life will accept exams results, lab EKGs (resting and stress) and inspection reports from another insurance company as long as they meet Fidelity & Guaranty Life's company standards. Any exams that have been reviewed and accepted from other insurance companies will be deemed as an amendment to the Fidelity & Guaranty Life application.

Cover Letters

Though optional, cover letters written by agents are encouraged to accompany the application. A strong cover letter can provide the agent with the opportunity to offer any additional information on behalf of the applicant which could be vital to the underwriter's decision to issue coverage.

What should be included?

In addition to providing a full explanation of the reason for the sale, the cover letter should include a financial justification for the case.

Cover Letters for Personal Insurance

A cover letter for personal insurance should highlight the background information of the sale, purpose of the coverage and how the amount was determined.

Cover Letters for Business Insurance

A cover letter for business insurance should highlight the purpose of the insurance request, how the amount was determined, job function and percentage of ownership, description of any loan agreements, projections for new business ventures and any additional information that the agent feels will provide further insight into the case.

Financial Underwriting Guidelines

How to determine Face Amount guidelines

PERSONAL INSURANCE

The following table can be used as a guide to determine the maximum face amounts as a multiple of income by age.

Allowable limits take into account the total amount of in-force and pending for income replacement sales.

Income Replacement Table

Age	Term Life Multiplier	Universal Life Multiplier
20 – 40	20	25
41 – 50	17	22
51 – 60	11	16
61 – 65	8	13
66 & Up	3/Individual Consideration	8/Individual Consideration

Non-working Spouse

If coverage amount sought for non-working spouse is equal to or less than \$250,000, maximum allowed coverage is \$250,000, not to exceed wage earner's inforce coverage amount.

If coverage amount sought for non-working spouse is greater than \$250,000, maximum allowed coverage is the greater of \$250,000 or half of wage earner's inforce coverage, not to exceed \$500,000.

Juvenile

Juvenile insurance is frequently sold as part of a combined financial plan of savings and insurance. Insurance is purchased on the lives of dependent children in anticipation of future insurance needs, which could include savings, education and/or protection of future insurability.

Juvenile Insurance should be a part of an overall family insurance program which includes life insurance on the parents and children.

Underwriting Guidelines:

- 50% of the amount of coverage on the parent, up to a maximum of \$250,000. Individual consideration is the basis for amounts over the maximum. Subject to reinsurance approval.
- The parents should have at least twice as much coverage as their children.
- All children should be covered for similar amounts.
- An Insurable Interest must exist between the juvenile and the owner/beneficiary.
- Parents and grandparents have an apparent insurable interest. Any other arrangement must be explained.
- The application must be signed by the owner and the custodial parent if different than the owner.

GENERAL GUIDELINES (cont'd)

Estate Taxes

Estate value minus exemption x 55% = approximate Estate Tax liability.

Estate Tax Exemptions

2008	\$2,000,000
2009	\$3,500,000

Charitable Giving Sales

Amount necessary to replace cash contributions made during the Insured's lifetime. All other personal needs should be covered first.

Amounts greater than \$250,000 requires written documentation of gifting history.

Bankruptcy

The amount must fall within the Income Factor table and a cover letter detailing the applicant's financial situation may be required.

Wealth Accumulation

- Fidelity & Guaranty Life uses a maximum of 6% interest or growth rate
- Fidelity & Guaranty Life allows the current net worth to be accumulated for half of the applicant's life expectancy subject to a maximum growth factor of 20 years
- 55% of the Net Worth is used to determine the insurable amount
- Only for applicants age 50 and over
- This method works for all preferred or standard risks
- Life expectancy for rated risks will have to be determined on a case by case basis

BUSINESS INSURANCE

Key Person

5 to 10 times the salary of the Key Person

Creditor

Amount of coverage not to exceed 80% of loan amount

Buy/Sell

Amount of coverage equal to percentage ownership times the value of the business

Underwriting Reinsurance and Issue Limits

Fidelity & Guaranty Life Retention Limit			
	Issue Age	Rating: Std to 200%	Rating: 225% to 500%
Applies to all fully underwritten products	0-60	\$1,000,000	\$600,000
	61+	\$800,000	\$500,000

Fidelity & Guaranty Life Automatic Reinsurance Binding Limit			
	Issue Age	Rating: Std to 200%	Rating: 225% to 500%
Applies to all fully underwritten products	0-60	\$20,000,000	\$12,000,000
	61+	\$16,000,000	\$10,000,000

Fidelity & Guaranty Life Jumbo Limit		
	Issue Age	All Ratings
Applies to all fully underwritten products	All Ages	\$30,000,000

MEDICAL UNDERWRITING GUIDELINES

Preferred Underwriting Criteria

- No ratable health impairments
 - No more than one death of cardiovascular or cancer deaths (this may vary depending upon type) before the age of 60 in the applicant's family history including the applicant's natural birth parents or siblings
 - No more than two moving motor vehicle violations in the last three years, and no Driving While Intoxicated (DWI) or Driving Under the Influence (DUI) offenses within the last five years
 - No tobacco use within the last 24 months to receive the preferred non-tobacco rates
 - No personal history of cancer (except for certain skin cancers), diabetes or heart disease
 - No history of alcohol or substance abuse
 - Aviation and avocation available at the appropriate flat extra rating
 - Certain impairments may not qualify for preferred status (examples include: psychiatric disorders, rheumatoid arthritis and respiratory disorders etc.). Other impairments may require additional information before a judgment on status can be made. Please consult with your underwriter if you have any questions.
 - Certain characteristics such as citizenship, residency, foreign travel, military duties, aviation and avocation can affect availability or preferred classes
 - The following premium classes are available: Preferred Nontobacco, Standard Nontobacco, Preferred Tobacco, Standard Tobacco
 - Type of underwriting: full age/amount underwriting requirements apply (medical, paramedical, nonmedical)
-

Blood Pressure Limits

Blood Pressure Untreated*		
	Preferred	Standard
Max. Ages 18-50	150/90	155/95
Max. Ages 51-65	160/95	160/95
Max. Ages 66+	160/95	165/95

* Treatment being received for high blood pressure conditions may be allowed as long as the current and historical blood pressure averaged over the last two years meets the stated parameters.

Family Medical History Guidelines

Family History	Preferred	Standard
Applicant's Natural birth parents (Father & Mother) and siblings	One Coronary Artery Disease or Cancer* death prior to age 60	One Coronary Artery Disease or Cancer* death prior to age 60

* Cancers that do not affect the proposed insured's sex will be excluded. For example, if a female applicant's father dies as a result of prostate cancer or a male applicant's mother died as a result of breast cancer, these individuals could qualify for the preferred classification.

Cholesterol Limits

Cholesterol Level	Preferred	Standard
Ages 18-50	260	300 or less
Ages 51-65	280	300 or less
Ages 66+	300	300 or less
Cholesterol Treatment	Yes*	Yes*
Cholesterol/HDL Ratio	7	8

* Accepted as long as the current and historical cholesterol levels averaged over the last two years meet the parameter.

Tobacco Guidelines

Tobacco Usage	Preferred	Standard
Abstinence Period (yrs)*	2 years*	1 year*

* No use of any tobacco or nicotine-based products and the applicant must not test positive for nicotine in urine or saliva. Nicotine-based products include Nicorette gum, the nicotine patch, etc.

Additional Warning: Tobacco users have demonstrated significantly higher mortality rates based on insurance company statistics. Consequently, Fidelity & Guaranty Life will treat misrepresentation of the tobacco use question in the same manner as we would any significant misrepresentation. If misrepresentation is discovered during the contestable period, Fidelity & Guaranty Life will seek to rescind the policy and deny the entire death benefit.

MEDICAL UNDERWRITING GUIDELINES

Build Chart (through Age 50)		
Height	Preferred	
	Male Weight	Female Weight
4'8"	166	152
4'9"	170	155
4'10"	174	157
4'11"	178	160
5'0"	182	163
5'1"	186	166
5'2"	190	169
5'3"	196	174
5'4"	202	179
5'5"	207	183
5'6"	213	189
5'7"	217	193

Build Chart (through Age 50)		
Height	Preferred	
	Male Weight	Female Weight
5'8"	223	198
5'9"	228	202
5'10"	235	208
5'11"	241	214
6'0"	248	221
6'1"	253	225
6'2"	260	232
6'3"	267	237
6'4"	276	246
6'5"	284	253
6'6"	293	261
6'7"	301	268

(For ages 51 to 65, add 5 pounds/For ages 66 and up, add 10 pounds)

Medical Underwriting Requirements by Age and Face Amount

Amount Underwritten	Ages 0-14	Ages 15-30	Ages 31-40	Ages 41-50	Ages 51-60	Ages 61-70	Ages 71-85
50,000 to 99,999*	Non-med	Paramed, HOS	Paramed, HOS	Paramed, HOS	Paramed, HOS, Blood	Paramed, HOS, Blood, EKG	Paramed, HOS, Blood, EKG
100,000 to 500,000	Consult Underwriting	Paramed, HOS, Blood	Paramed, HOS, Blood	Paramed, HOS, Blood	Paramed, HOS, Blood, EKG	Paramed, HOS, Blood, EKG	Paramed, HOS, Blood, EKG
500,001 to 1,000,000	Consult Underwriting	Paramed, HOS, Blood	Paramed, HOS, Blood	Paramed, HOS, Blood, EKG	Paramed, HOS, Blood, EKG	Paramed, HOS, Blood, EKG	Paramed, HOS, Blood, EKG
1,000,001 to 2,000,000	Consult Underwriting	Paramed, HOS, Blood	Paramed, HOS, Blood	Paramed, HOS, Blood, EKG	Paramed, HOS, Blood, EKG	Paramed, HOS, Blood, EKG	MD Exam, HOS, Blood, TXT
2,000,001 to 3,000,000	Consult Underwriting	Paramed, HOS, Blood	Paramed, HOS, Blood	Paramed, HOS, Blood, EKG	Paramed, HOS, Blood, EKG	MD Exam, HOS, Blood, TXT	MD Exam, HOS, Blood, TXT
3,000,001 to 5,000,000	Consult Underwriting	Paramed, HOS, Blood	Paramed, HOS, Blood, EKG	Paramed, HOS, Blood, EKG	MD Exam, HOS, Blood, TXT	MD Exam, HOS, Blood, TXT	MD Exam, HOS, Blood, TXT
5,000,001 and over	Consult Underwriting	Paramed, HOS, Blood	Paramed, HOS, Blood, EKG	Paramed, HOS, Blood, EKG	MD Exam, HOS, Blood, TXT	MD Exam, HOS, Blood, TXT	MD Exam, HOS, Blood, TXT

*OMLife-Choice is not available under \$100,000.

(HOS = Home Office Specimen, EKG = Electrocardiogram, TXT = Treadmill Exercise Test)

ADDITIONAL INFORMATION

Fidelity & Guaranty Life Aviation Guidelines

Risk classification	Life			
Student pilots:	\$3.50 x 5 years			
Qualified pilots:	Expected annual flying hours			
Age > 26 Total solo hours:	0 - 200	201 - 300	301 - 600	> 600
< 100	\$3.50 x 5 years	\$3.50 per \$1,000	\$5 per \$1,000	\$5 per \$1,000
100 - 399	Std	\$2.50 x 2 years	\$5 per \$1,000	\$5 per \$1,000
> 400	Std	Std	\$2.50 per \$1,000	\$5 per \$1,000
Age < 26 Total solo hours:				
< 100	\$3.50 x 5 years	\$5 per \$1,000	\$5 per \$1,000	\$5 per \$1,000
100 - 399	\$2.50 x 5 years	\$3.50 per \$1,000	\$5 per \$1,000	\$5 per \$1,000
> 400	\$2.50 x 5 years	\$2.50 per \$1,000	\$5 per \$1,000	\$5 per \$1,000
Canadian recreational permit:				
Annual flying hours:				
< 150	\$2.50 per \$1,000			
151 - 300	\$3.50 per \$1,000			
> 300	Aviation exclusion rider recommended			
Experienced pilots with Instrument Flight Rating (IFR)	Reduce rating by \$1 per \$1,000			
History of aviation activity, none currently, no intention to resume:				
Years since last ratable aviation activity:				
< 2	Rate according to most recent type of flying hazard			
> 2	No extra premium or aviation exclusion required			

Underwriting Categories for Foreign Nationals

Category	Tax ID	Proof of Identity	Requirements: Life
1 US & Permanent Citizens	SSN	In accordance with Life application	<ul style="list-style-type: none"> • Must have resided in US a minimum of 6 consecutive months
2 FNs residing in the US under certain visas	SSN or ITIN	Unexpired Foreign Passport Required as proof of identity	<ul style="list-style-type: none"> • Must have resided in US a minimum of 6 consecutive months • ONLY Accepted Visa types accepted under Category 2 include: H1, H2, H3, L0, L1, K1, K2, V1, V2 • Citizenship/Residence/Travel Questionnaire required • Plan to stay in US permanently
3 FNs that are frequent visitors to the US	SSN or ITIN or Standalone W-8BEN	Unexpired Foreign Passport Required as proof of identity	<ul style="list-style-type: none"> • 1. Must own property or • 2. A business interest or • 3. Have investment/banking relationships in US or • 4. Be employed by a US-based company and travel to the US once a year (Follows State Department Travel Warning List) • Occupations not accepted include: Journalist, Foreign Politician, Foreign Government Employees • Citizenship/Residence/Travel Questionnaire required
4 FNs residing in the US with no active documentation	SSN or ITIN or Standalone W-8BEN	2 forms of ID from list provided; one must have a photo	<ul style="list-style-type: none"> • Visa types excluded under Category 2 are acceptable • Must have had a visa issued even though currently expired • Resided in the US at least 2 years • Plan to stay in US permanently • Spouses of category 1 & 2 are acceptable regardless of visa status • 1. Must own property or • 2. A business interest or • 3. Have investment/banking relationships in US • Citizenship/Residence/Travel Questionnaire required

All Categories must also comply with the following 2 requirements:

1. Application must be taken and medical requirements must be completed in the U.S.
2. Funds must be from a U.S. source and in U.S. dollars.

Conditions for Underwriting: Life

- Normal underwriting requirements
- No Issue or Face amount limits
- Preferred rates available based on Product Guidelines

- Normal underwriting requirements
- Use RGA International Guidelines for issue limits:
 Class A Country - \$2,000,000 Class B Country - \$1,500,000 Class C Country - \$1,000,000 Class D Country - \$500,000
 Example: Mexico is currently rated a Class B country. Therefore, a Mexican National that is not a US Citizen or Permanent Resident is subject to a \$1,500,000 face amount limit
- Watch for foreign travel plans

- Risk above table D 200% will be declined; no table H's
- Use RGA International Guidelines for issue limits:
 Class A Country - \$2,000,000 Class B Country - \$1,500,000 Class C Country - \$1,000,000 Class D Country - \$500,000
 Example: Mexico is currently rated a Class B country. Therefore, a Mexican National that is not a US Citizen or Permanent Resident is subject to a \$1,500,000 face amount limit
- Standard rates only
- Coverage MUST be permanent or at least a 20-year term
- NOT AVAILABLE: Disability Income Rider, Critical Illness Rider or Accident Death Benefit (unless it is already built into product)
- AVAILABLE: Spouse Only Other Insured Rider, Children's Term Rider and Return of Premium Rider

- Risk above table D 200% will be declined; no table H's
- Issue limit \$1,000,000 coverage
- All applications with face amounts \$500,000 and over must be submitted to RGA on a facultative basis
- Standard rates only
- Coverage MUST be permanent or at least a 20-year term
- NOT AVAILABLE: Disability Income Rider, Critical Illness Rider or Accident Death Benefit (unless it is already built into product)
- AVAILABLE: Spouse Only Other Insured Rider, Children's Term Rider and Return of Premium Rider

***List of Acceptable Forms of Proof of Identification for Category 4 ONLY (2 forms of ID must be issued by different agencies)**

1. USCIS Photo Identification*	5. Foreign Driver's License	9. Foreign Voter's Registration Card
2. Visa from U.S. Department of State	6. Foreign Military Identification Card	10. Civil Birth Certificate
3. U.S. Driver's License	7. National Identification Card**	11. Medical Records***
4. U.S. Military Identification Card	8. U.S. State Identification Card	12. School Records***

* United States Citizenship and Immigration Services

** Must be current, and contain name, photograph, address, date of birth and expiration date

*** ONLY Valid for dependents under 14 years of age; under 18 years of age if a student

Issuance of the life insurance may depend upon answers
to health questions stated in the application.

