

Underwriting



by Donald Victorson, CLU

UNDERWRITER:

Defined as someone sitting
in an ivory tower 900 miles
from here, trained to say,
"NO."

YOUR JOB:

To convince that
underwriter, with truthful
information, presented in
as favorable a light as
possible that it is desirable,
even possible to say
"YES."

It is extremely important to ask every applicant about their medications, especially if you would like to see your cases issued and paid for.

The following is a brief (partial) list of common medications that may frequently have ominous implications for your case:

Heart Medications

Deponit • Minitran •
Nirtolingual • Dilatrate-SR •
Monket • Nitrostat • Imdur •
Nitro-Dur • Transderm-Nitro

Medications

• ISMO

Commonly prescribed for Angina, Heart Attack, Coronary Bypass or Angioplasty. Continued use may indicate that the condition is not yet stabilized and the patient is at high risk.

Blood Thinners

Aggrenox • Persantine • Ticlid •
Coumadin • Plavix

Commonly prescribed following heart surgery, heart attack, stroke, or atrial fibrillation.

Irregular Heart Beat

Altace • Lanoxin • Rythmol •
Betapace • Lopressor • Sectrol •
Blocarden • Mexitil • Tambocor •
Calan • Norpace • Tenormin •
Cardarone • Procanbid • Tikosyn •
Coreg • Quinaglute •
Tonocard • Inderal • Quinidex •
Toprol XL

The condition can range from minor to extremely serious. Try to learn why the client is taking the medication, what led to the diagnosis, are there other underlying medical problems.

Diabetes (Oral) Medications

Actos • Glucagon • Glyset • Amaryl •
Glucophage XR • Micronese •
Avandia • Glucotrol • XL • Prandin •
Diabeta • Glucovante • Precose •
Diabinese • Glynase

Most diabetics are over age 45 and can be successfully treated with oral medications. Many of them are eligible for Standard Life Insurance.

Claudication Medications

Pletal • Trental

Moderate blockage of the leg arteries is usually not terribly significant, severe blockage can be quite serious and may require surgery.

Dementia or Alzheimer's

Aricept • Exelon • Reminyl •
Cognex • Hydergine

Advanced cases of Alzheimer's are of course uninsurable, however too many physicians will prescribe these medications in very early cases or where family history indicates a possibility of Alzheimer's. These cases will be insurable and you would be negligent to assume that they are uninsurable.

Cancer Medications

Alkeran • Estratab • Lupron •
Arimidex • Eulexin • Megace •
Aromasin • Fareston • Menest •
Casodex • Femara • Nolvadex •
Cytoxan • Gleevec • Viadur • Estinyl •
Hydrea • Xeloda • Estrace •
Leukeran • Zoladex

Cancer patients are insurable once they are in remission (cancer free) for two to five years following treatment. Continued use of any of these medications (except for Arimidex, Femara, or Nolvadex) indicates that they are not in remission.

Parkinson's Medications

Artane • Mirapex • Sinemet CR •
Cogentin • Parlodel • Symmetrel •
Comtan • Perma • Tasmar • Eldepryl •
Requip

Parkinson's usually progresses very slowly, however rapid deterioration is not uncommon. Many sufferers in the early stages of the disease are insurable on some reasonable basis.

In order to evaluate the insurability of most applicants you need to know what Medications are currently being taken.

You should get into the habit of asking every applicant about ALL medications, herbal supplements, and over-the-counter drugs that they are taking, dosages, why, and for how long has it been taken.

Please call us if you are not sure of the significance of your client's medication.