Final Expense Precheck

A Mobile Risk Assessment Tool
Exclusively for Liberty Bankers Life Agents

Liberty Bankers™
Insurance Group | For Life

What is preCHECK and Why Should I Use It?

Precheck

PreCHECK is the industry's first ***mobile risk assessment tool*** that allows an agent to get an indication of a client's insurability without completing all the steps of an application – saving time and money!

PreCHECK has three primary features:

- **Rate Check** – run a premium quote in seconds
- **RX Check** – lookup a prescription medication and understand its potential uses, along with an indication of how that medication will impact underwriting by tier
- **Underwriting Check** – obtain an underwriting risk assessment on a client based on our automated underwriting tool – without the hassles of a phone call – in 1 minute or less

All of these tools are optional – use as many or few as you like.

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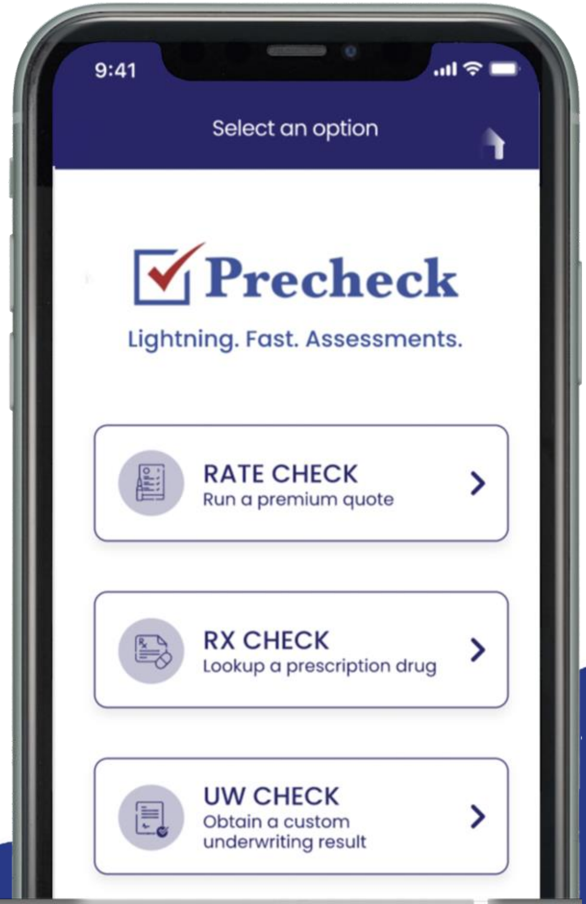
Rate Check – Obtaining a *Premium Quote*

Precheck

Launch the **LBL preCHECK** tool on your phone, and select the “Rate Check” button

- **Enter the parameters for your client**
  - Age Last Birthday
  - Gender
  - Nicotine Status
  - Product and/or Rider(s) Desired
  - Either enter a desired face amount to compute premium, or enter a target modal premium to compute a face amount
  - You may send the Rate Check results to yourself or client by entering an email address

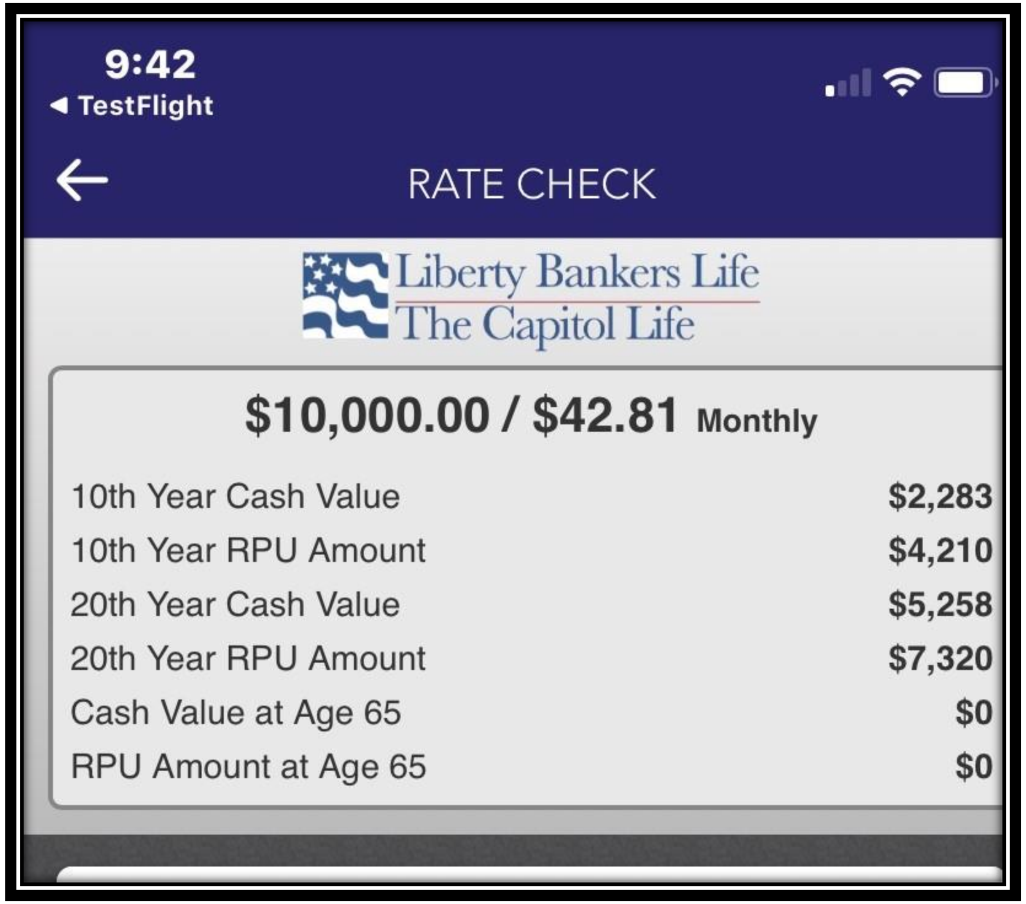


Rate Check – Obtaining a *Premium Quote*

Precheck

Results for a 65 Female, Non-Nicotine, $10,000:

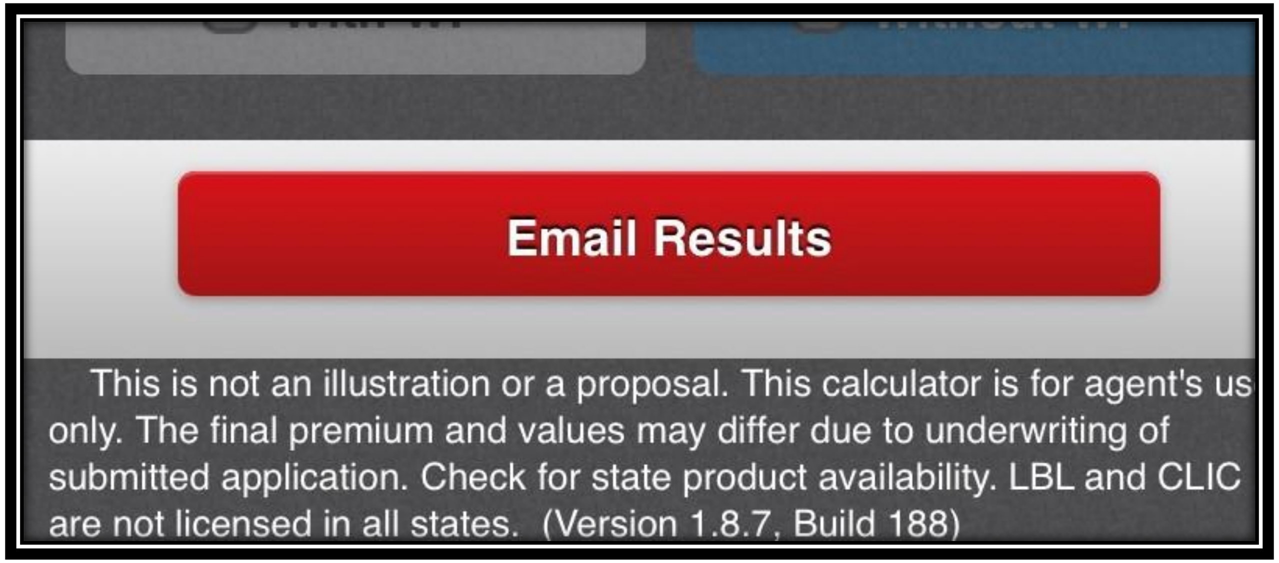
- $42.81 monthly premium
- 10 Year values:
  - $2,283 cash value
  - $4,210 paid up whole life
- 20 year values:
  - $5,258 cash value
  - $7,320 paid up whole life



Rate Check – Obtaining a *Premium Quote*

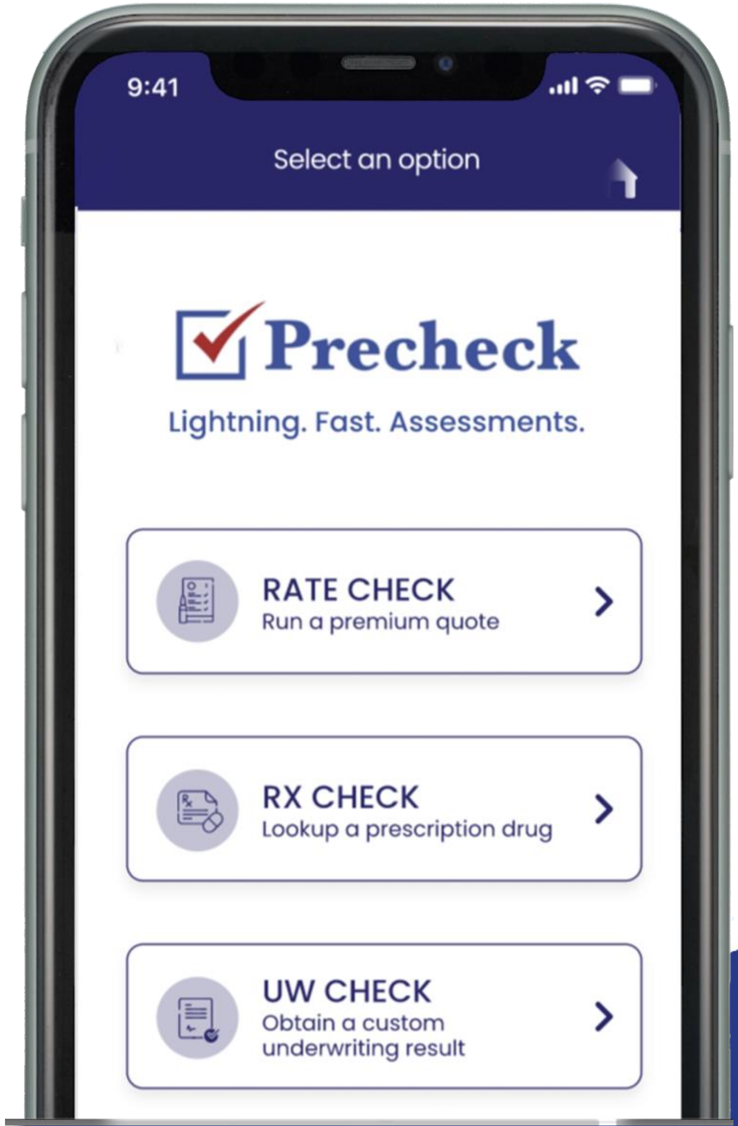
Precheck

Email your results to your client or even yourself - just click!



RX Check – Looking Up a *Prescription Drug*

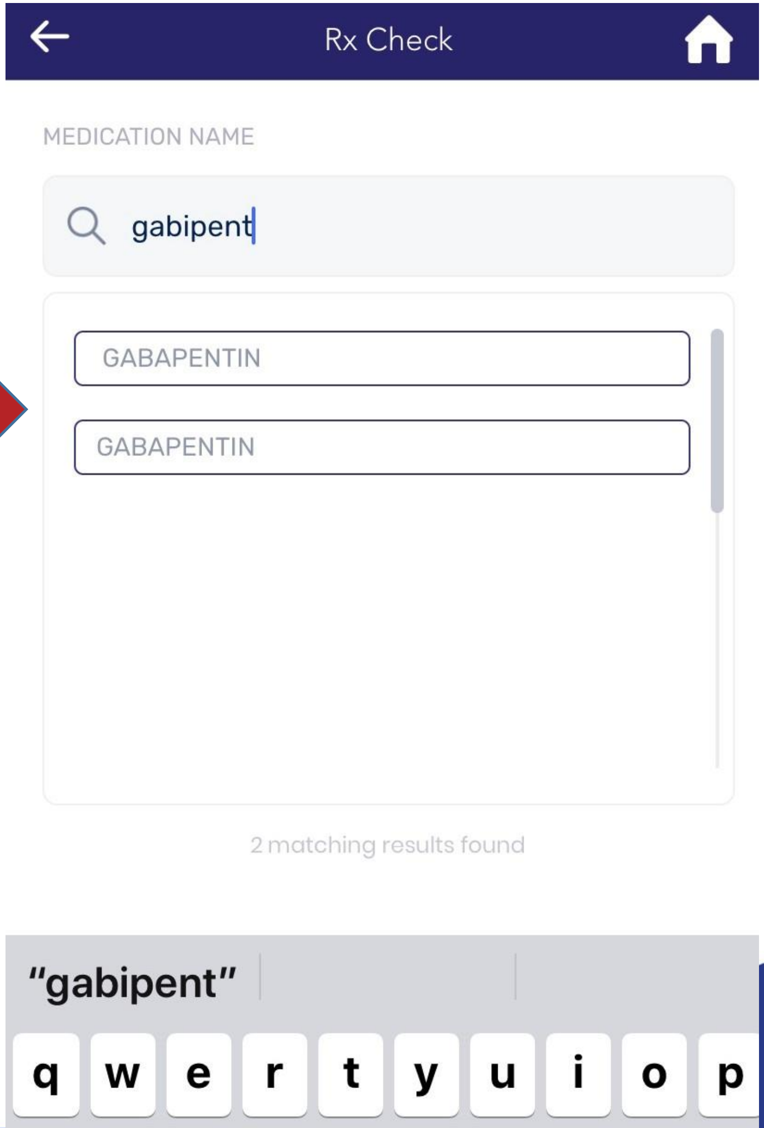
Launch the LBL **preCHECK** tool on your phone, and select the “RX Check” button



RX Check – Looking Up a *Prescription Drug*

- **Enter a medication name in the search box:**
  - This can be brand or generic name
  - ***The tool will help you spell names as you type***
- **Click on the medication that matches the one you are looking to investigate**
  - Some medications will list multiple instances of the same medication. Click on either one.

List of Drugs Found



I even misspelled the drug – and the tool still found it!

RX Check – Looking Up a *Prescription Drug*

Precheck

Your lookup results will return the following information:

- Other brand and generic medication names for the drug.
- Common uses for the medication – these are the most common reasons the medication is prescribed. This will help you pre-qualify your applicant.
- Guideline as to whether the medication is an auto-decline by product tier (preferred, standard, or modified.)
- **Note:** The "Likely Impact on Underwriting" shown at the bottom of the screen is based on the single medication you looked up, and is only a guideline. There are other factors that can impact the final underwriting decision, such as other medications, dosage of medication, application question responses, etc.

Results by Product Tier Shown Here

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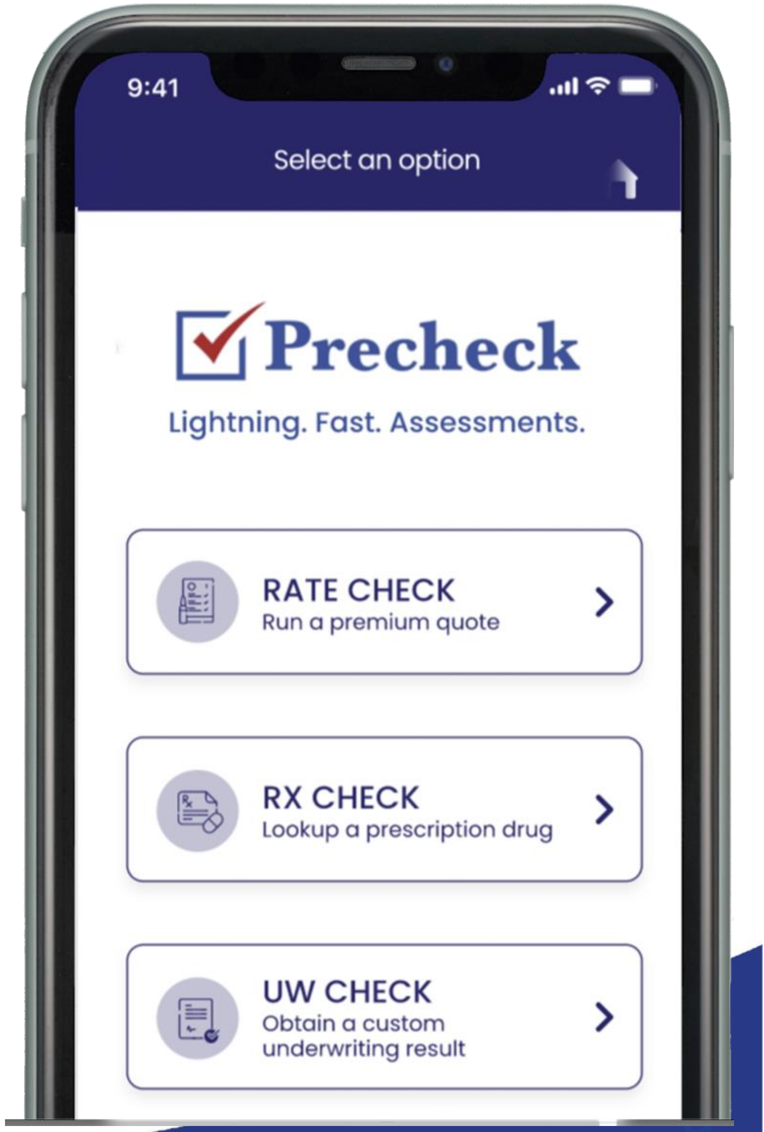
UW Check – Running a *Risk Assessment*

Precheck

In order to run a risk assessment, <u>you must be face-to-face with the client</u> so they can sign the authorization page and pose for a photo.

To make the process faster, obtain your applicant's Driver's License or state issued ID before you start. (If they don't have one – that's ok!)

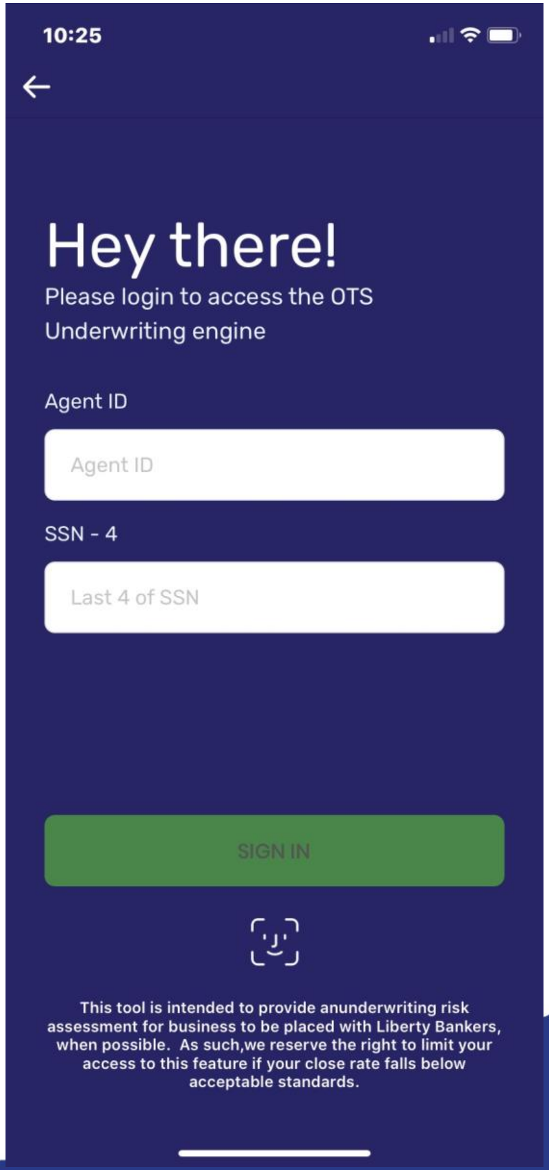
Launch the preCHECK tool on your phone, and select the "Underwriting Check" button



UW Check – Running a *Risk Assessment*

You will need to login with your LBL Agent ID and last 4 of your SSN to continue. This will allow us to gather statistics about usage of the tool by agents.

Note that the use of UW Check does incur an expense to Liberty Bankers Life every time you run an applicant – so, help us control cost by only using it with applicants interested in our products.



UW Check – Running a Risk Assessment

Precheck

Step 1: Enter Basic Applicant Info

- In order to run the tool, we need some basic client info.
    - You can auto-fill this information if your client has driver's license or state issued ID
        - Click on the "Scan State License or ID" at the top
        - Line up the scan window with the barcode on the back of the ID or License
        - This will pull most of the information needed automatically
        - You can still correct any information on this page
    - If scanning is not possible, or if the scan did not auto-fill all the boxes, enter the missing client information. All fields must be completed to continue.
    - **In all cases, you will need to enter the complete SSN and current weight of the applicant**
    - Click on 'Proceed' button

UW Check – Running a Risk Assessment

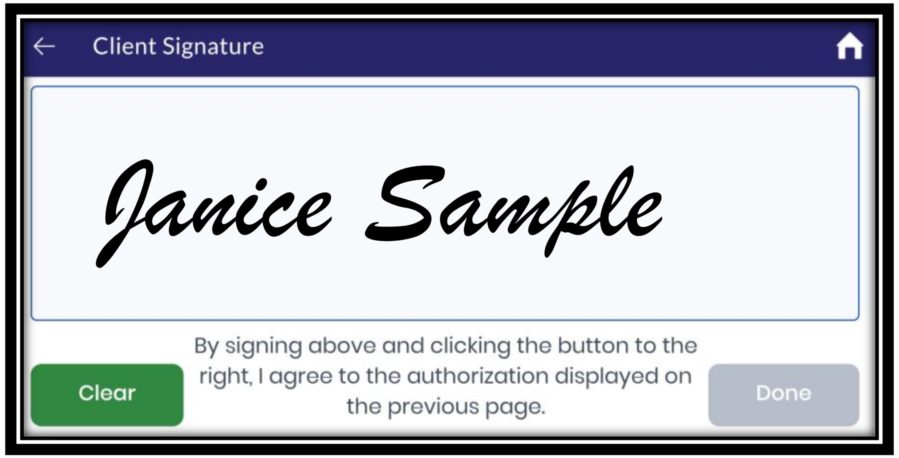
Precheck

Step 2: Take a cell phone picture of the front of the Driver's License or ID. This is for identification purposes only and will be deleted once UW Check is completed.

Step 3: Either allow the client to read the authorization or click on the 'Listen' button at the top to have it read to your client. Note: the "I Agree" button will not be clickable until the applicant does either of these two things.

Step 4: Click on "I agree" to take a selfie of the applicant and continue.

Step 5: Have the applicant finger-sign in the box, and click "I agree"



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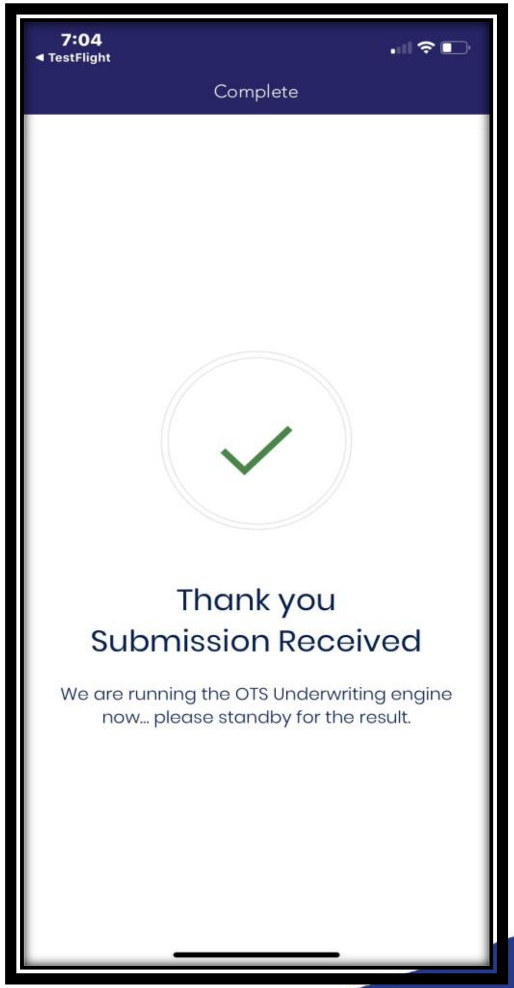
UW Check – Running a Risk Assessment

Step 6: Review all client data

- You may click ‘edit’ if any information needs to be re-entered.

Step 7: Click ‘Submit’ and wait for the decision to be made by the tool

- This can take up to a minute. If you close the screen, you will receive a push notification on your mobile device.

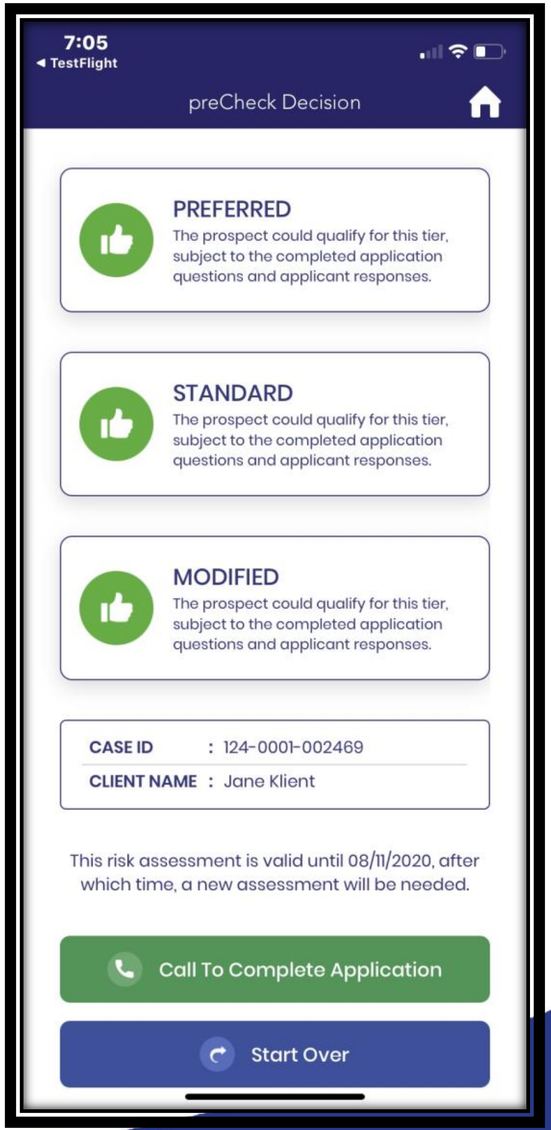


UW Check – Running a Risk Assessment

Precheck

Step 8: Review preCHECK Decision Results

- For each of our three product tiers, you will receive a risk assessment based on the OTS underwriting tool decision.
  - This decision is based on pre-determined underwriting criteria and prescription drug history that is reviewed instantly.
  - ***It is not a guarantee of coverage – for example, the way the applicant answers the medical questions on the application can still have an impact on insurability.***



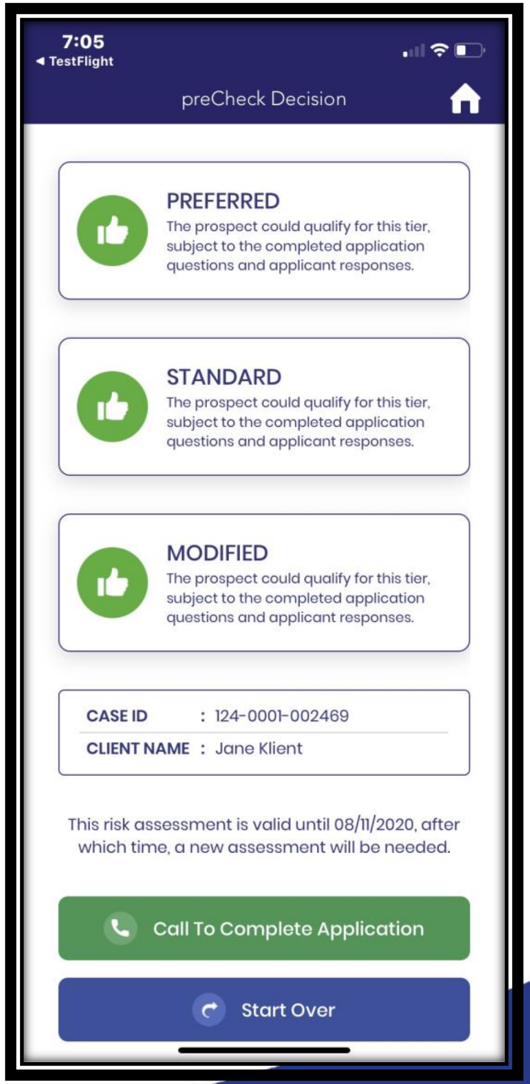
UW Check – Running a Risk Assessment

Precheck

Step 8: Review results (continued)

For each product tier (Preferred, Standard, Modified), you will receive:

- A green thumbs up - indicates that your client may qualify for this tier, subject to the completed application questions and applicant responses.
- A red thumbs down - indicates that your client will not qualify for this tier.



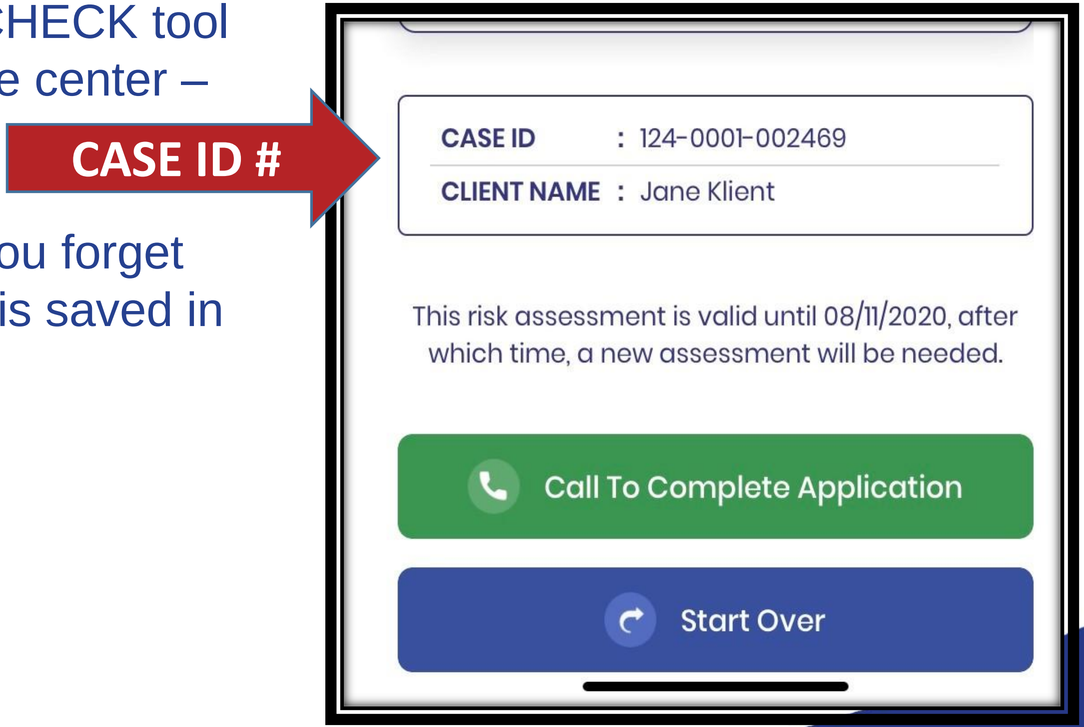
UW Check – Running a Risk Assessment

Precheck

Step 9: Apply for Insurance (or Not)

If the client receives a green thumbs up for one or more coverage tier(s) that is of interest, in order to finish the application process, either a phone app or e-App must be completed.

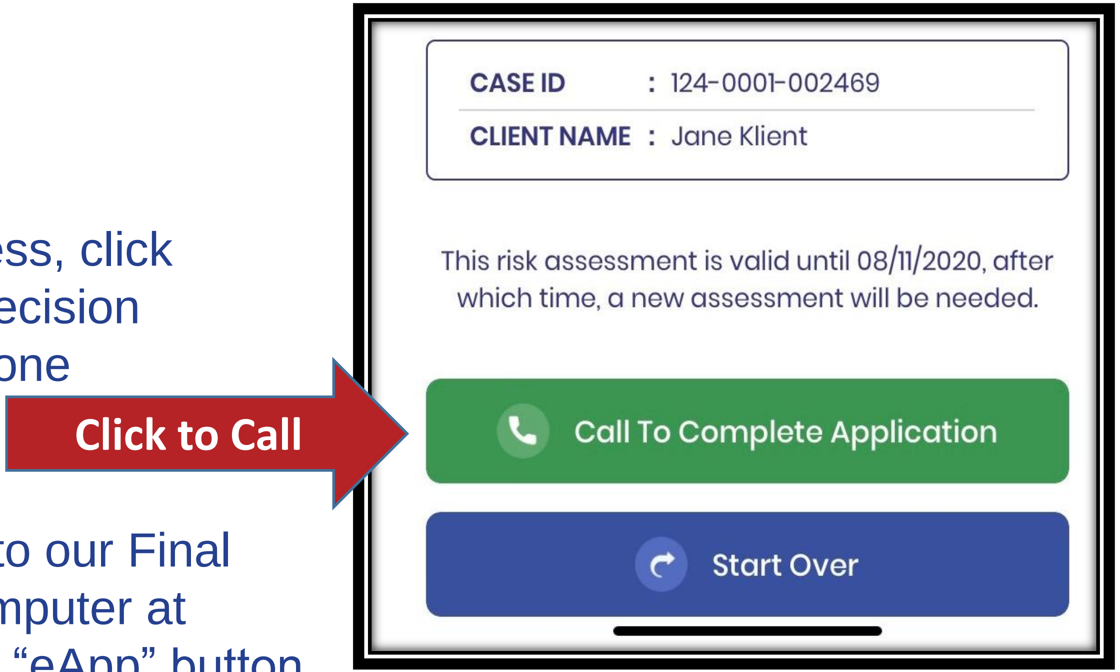
- Note: all of the client information supplied in the preCHECK tool is automatically transmitted to our underwriting service center – saving you time – no double entry!
- Take note of the **Case ID** on the decision screen. If you forget this number, don't worry – this entire decision screen is saved in your phone's photo gallery automatically.



UW Check – Running a Risk Assessment

Step 9: Apply for Insurance (or Not) – *(continued)*

- If you would like to use the **phone application** process, click on the 'Call To Complete Application' button on the decision screen to dial our POSTI number and complete a phone application.
- If you would rather use the new **eApplication**, log into our Final Expense agent portal from your tablet or desktop computer at https://myportal.lbig.com/logon.php, then click on the "eApp" button to go to the "My Cases" screen. You will see the client name in the list. *(Refer to the eApp Agent Guide for further instructions.)*



UW Check – Running a Risk Assessment

Step 9: Apply for Insurance (or Not) *(continued)*

If the client does not qualify for coverage for any tier, or if they don't want the tier that they will likely qualify for, we've just saved you 30 minutes! No further action is necessary.

What could you do with an extra 30 minutes?

How To Download preCHECK to My Phone or Tablet

Android:

- Navigate to the Google Play Store and search for “LBL preCHECK”
- Click on the icon, and then “Install”

iOS:

- Navigate to the Apple App Store and search for “LBL preCHECK”
- Click on the icon, and then “Get”
- You may be prompted for your Apple ID password

NOTE: For **preCHECK** to work properly, you must grant the application permission to use your phone camera and take screenshots. When prompted by your phone, click “Allow” or “Allow While Using this App”.

Available on the App Store

GET IT ON Google Play

Precheck

Thank you for your business and support. LBIG hopes the preCheck tool will make your selling efforts easier while growing your business.

For questions, please contact your upline manager or agent support

214-245-5292 agentsupport@lbig.com

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