

Genworth Underwriting Enhancements for Long Term Care Insurance

genworth.com

January 25, 2016

Effective: 01/19/16

States: All

Contact: If you have any questions about these changes, please contact your Sales Team Representative.

On January 19, 2016, Genworth enhanced underwriting practices by expanding the potential insurability for clients with certain medical conditions. This change could help improve your clients' opportunity to qualify for long term care insurance and may help increase your placement rates.

Upon review by our underwriting team of emerging clinical data and claims experience, Genworth has decided to expand the availability of long term care insurance for applicants with certain medical conditions and impairments.

Now Available for Application

Previously, the following medical conditions were automatically declined. You may now submit business for applicants that meet these guidelines. Applicants with these conditions will be considered for a policy with the Standard underwriting category.

- **Type 2 Diabetes with Insulin** – current insulin use up to 50 units per day
- **Cirrhosis of the Liver** – must be stable for 5 years since diagnosis, no complications, not in transplant program and no alcohol use in past 5 years

Enhancements Include:

The following medical conditions now have less restrictive impairment guidelines. Applicants with the following conditions will be considered for a policy with the Standard underwriting category.

- **Pancreatitis** – not due to alcohol, no flare ups within past 4 years, no complications, and no current narcotic pain medication
- **Sleep Apnea** – moderate, untreated, with no nicotine use in the past 12 months, and no worse than Select category based on Genworth's build table
- **Chronic Hepatitis B** – under current treatment with no cirrhosis or alcohol issues
- **Renal Insufficiency** – eGFR of 45-49 and stable, controlled hypertension

continued

Genworth Financial companies include:

Genworth Life and Annuity Insurance Company, Richmond, VA

Genworth Life Insurance Company, Richmond, VA

Genworth Life Insurance Company of New York, New York, NY

Only Genworth Life Insurance Company of New York is admitted in and conducts business in New York.

Long term care insurance products issued by Genworth Life Insurance Company and in New York by Genworth Life Insurance Company of New York.

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Underwriting Update for Long Term Care Insurance Requirement, continued

Applications in underwriting on January 19, 2016 will be considered under the new guidelines if applicable. Clients who have previously applied for long term care insurance and were not offered coverage due to these conditions can reapply, if desired.

Updated TrueView UnderwritingSM Guide and materials

- [TrueView Underwriting Guide](#) (143345i)
- [TrueView Underwriting Quick Reference Guide](#) (151328)
- [TrueView Underwriting At-a-Glance](#) (151328B)

Genworth is currently working on incorporating these updates to Genworth's online Field Underwriting tool, eValueateTM, and will send notification when the updates are complete.

Frequently Asked Questions

Q: How will Genworth phase in the new underwriting requirements?

A: The new underwriting requirements will be applied to all individual long term care insurance product applications received by the Home Office on or after January 19, 2016.

Q: How will Genworth underwrite applications received by the Home Office before January 19, 2016 but not processed by Underwriting?

A: If an underwriting decision has not been finalized prior to January 19, 2016, Genworth will apply the new underwriting guidelines to the application.

Q: Do these changes apply to all products?

A: Yes. The underwriting changes apply to all existing and newly introduced individual long term care insurance products.

Q: How will Genworth handle previous applicants who were not offered coverage due to conditions that have been updated?

A: Clients who have previously applied for long term care insurance and were not offered coverage due to these conditions can reapply, if desired.