

| Category                                                                                      | Preferred Plus                                                                                                                      | Preferred                                                                                                                 | Regular Plus                                                                                                                                               | Regular                                                                                                                                                    |
|-----------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Physical / Mental Ailments and Health History</b>                                          | No medical ailments allowed. No personal history of cardiovascular disease or diabetes.                                             | No medical ailments allowed. No personal history of cardiovascular disease or diabetes.                                   | Some minor medical ailments allowed.                                                                                                                       | Some medical ailments allowed. Can have personal history of certain health conditions.                                                                     |
| <b>Blood Pressure</b>                                                                         | No current or past history of blood pressure treatment. Current and average readings in the past two years not greater than 140/85. | Presently well controlled with current and average readings in the past two years not greater than: 150/90                | Presently well controlled with current and average readings in the past two years not greater than: 150/90 - age 60 and younger, 155/95 - age 61 and over. | Presently well controlled with current and average readings in the past two years not greater than: 155/95 - age 60 and younger, 160/95 - age 61 and over. |
| <b>Family Health History</b>                                                                  | No cardiovascular disease or cancer in either parent or siblings before age 61.                                                     | No cardiovascular death of either parent before age 61.                                                                   | No more than one cardiovascular death in parents before age 61.                                                                                            | No more than one cardiovascular death in parents before age 61.                                                                                            |
| <b>Driving History</b>                                                                        | Not available if 2 or more moving violations in last 3 years, or if any DUI in last 60 months.                                      | Not available if 3 or more moving violations in the last 3 years except with flat extra, or if any DUI in last 60 months. | Not available if 3 or more moving violations in the last 3 years except with flat extra, or if any DUI in last 24 months.                                  | Not available if 3 or more moving violations in the last 3 years except with flat extra, or if any DUI in last 24 months.                                  |
| <b>Use of Tobacco or Nicotine Products</b>                                                    | No use in the past 36 months.                                                                                                       | No use in the last 12-36 months (varies by company).                                                                      | No use in the last 12-24 months (varies by company).                                                                                                       | No use in the last 12 months.                                                                                                                              |
| <b>History of Cancer</b>                                                                      | Depending on company, only available on certain types of skin cancer.                                                               | Only available on certain types of skin cancer.                                                                           | Coverage may be available based on specific cancer history.                                                                                                | Coverage may be available based on specific cancer history.                                                                                                |
| <b>Cholesterol Readings</b>                                                                   | Levels may not exceed 220.                                                                                                          | Levels may not exceed 250.                                                                                                | Levels may not exceed 285.                                                                                                                                 | Levels may not exceed 300.                                                                                                                                 |
| <b>Cholesterol / HDL Ratio</b>                                                                | May not exceed 4.0-5.0 (varies by company).                                                                                         | May not exceed 6.0-6.5 (varies by company).                                                                               | May not exceed 7.0 (varies by company).                                                                                                                    | May not exceed 7.5-8.0 (varies by company).                                                                                                                |
| <b>Substance or Alcohol Abuse</b>                                                             | No history of substance or alcohol abuse.                                                                                           | No history of, or treatment for, abuse in past 10 years.                                                                  | No history of, or treatment for, abuse in past 7 years.                                                                                                    | No history of, or treatment for, abuse in past 7 years.                                                                                                    |
| <b>Aviation</b>                                                                               | Commercial airline pilots accepted. Private pilots - may qualify with aviation exclusion.                                           | Commercial airline pilots accepted. Private pilots- flat extra may apply depending on experience.                         | Commercial airline pilots accepted. Private pilots- flat extra may apply depending on experience.                                                          | Commercial airline pilots accepted. Private pilots- flat extra may apply depending on experience.                                                          |
| <b>Hazardous Activities (i.e. Sky diving, Hang gliding, Rock climbing, Scuba diving etc.)</b> | Available only if no flat extra premium would be required.                                                                          | Available; however, may have flat extra.                                                                                  | Available; however, may have flat extra.                                                                                                                   | Available; however, may have flat extra.                                                                                                                   |
| <b>Residency-Citizenship</b>                                                                  | Must be a US resident for past 3 years and either a US citizen or have permanent Visa or Greencard.                                 | Must be a US resident for past 3 years and either US citizen or have permanent Visa or Green card.                        | Must be a US resident for past 2 years and either US citizen or have permanent Visa or Green card.                                                         | Must be a US resident for past 2 years and either US citizen or have permanent Visa or Green card.                                                         |

Life Insurance  
Height and Weight  
Underwriting Guideline Chart

| Height | Preferred Best | Preferred | Standard Plus | Standard |
|--------|----------------|-----------|---------------|----------|
| 4' 10" | 135            | 145       | 155           | 175      |
| 4' 11" | 140            | 150       | 161           | 181      |
| 5' 0"  | 145            | 154       | 166           | 187      |
| 5' 1"  | 150            | 159       | 172           | 193      |
| 5' 2"  | 155            | 164       | 177           | 199      |
| 5' 3"  | 160            | 169       | 183           | 206      |
| 5' 4"  | 164            | 175       | 188           | 212      |
| 5' 5"  | 169            | 180       | 194           | 219      |
| 5' 6"  | 174            | 186       | 200           | 225      |
| 5' 7"  | 179            | 192       | 206           | 233      |
| 5' 8"  | 184            | 197       | 211           | 240      |
| 5' 9"  | 189            | 203       | 217           | 247      |
| 5' 10" | 195            | 209       | 223           | 254      |
| 5' 11" | 200            | 215       | 229           | 262      |
| 6' 0"  | 205            | 221       | 235           | 270      |
| 6' 1"  | 211            | 227       | 241           | 278      |
| 6' 2"  | 217            | 234       | 248           | 285      |
| 6' 3"  | 222            | 240       | 255           | 293      |
| 6' 4"  | 228            | 246       | 261           | 301      |
| 6' 5"  | 234            | 253       | 268           | 308      |
| 6' 6"  | 240            | 260       | 275           | 317      |
| 6' 7"  | 245            | 266       | 282           | 325      |
| 6' 8"  | 250            | 273       | 289           | 333      |
| 6' 9"  | 255            | 280       | 296           | 342      |
| 6' 10" | 268            | 287       | 303           | 350      |
| 6' 11" | 276            | 294       | 309           | 359      |