

UPDATED JUNE 2021

# Instant Decision Term Life Insurance Product Guide

**PENDELLA**

# Instant Decision Term Life Insurance Carriers

Pendella's Instant Decision Life Insurance platform has the goal of being super convenient for the consumer, allowing them to quote, apply, and be approved for their policies in less than 10 minutes. The future of life insurance has arrived!

| Carrier            |      | SBLI  |            | Haven Life   |
|--------------------|------|---|------------|--|
| State Availability |      | All U.S. states, <b>excluding</b> NY and D.C.   |            | All U.S. states, <b>excluding</b> DE, ND, NY and SD                                  |
| Issue Age          |      | Ages 18-50  | Ages 51-55 | Ages 18-60   |
| Term Length        | 10yr | Yes   | Yes        | Yes  |
|                    | 15yr | Yes   | n/a        | Yes  |
|                    | 20yr | Yes   |            | Yes  |
|                    | 30yr | n/a   |            | Yes  |
| Maximum Coverage   |      | \$1M  | \$500K     | Term 10,15: \$8K per month<br>Term 20: \$6.5K per month<br>Term 30: \$4.5K per month |
| Minimum Coverage   |      | \$50K   |            | \$1K per month   |
| Payments Accepted  |      | Bank Account (Checking or Savings), Credit Card, Debit Card   |            |  |
| Rate Class         |      | <b>Best:</b> Non Nicotine<br><b>Better:</b> Non Nicotine<br><b>Good:</b> Non Nicotine<br><b>Average:</b> Non Nicotine (Substandard Table D)   |            | Better<br>Average<br>Tobacco   |
| Conversion         |      | Neither SBLI nor Haven products are convertible to a permanent insurance product.   |            |  |
| Policy Delivery    |      | Both Haven Life and SBLI will deliver their policies electronically.<br><br>Once the customer has completed their life insurance application, is approved, and has signed and paid, they will receive an email to create their online account where they can download their policy and find self-service tools. |            |  |

# Appendix A - Knockout Questions + Reasons for Decline

There are several reasons why a prospective policy holder may be declined for an Instant Issue/Instant Decision Life Insurance product. Please see below for carrier-specific explanations. *(Please note that the reasons for decline may include, but are not limited to, the following.)*

| SBLI  | Haven Life  |
|---|---|
| Not a U.S. Citizen  | Not a U.S. Citizen  |
| Cannot be used as replacement coverage  | Cannot be used as replacement coverage  |
| Past 5 years have you plead guilty, been convicted or have charges pending for a felony   | Felony conviction   |
| Active Military   | Active duty military or written agreement to enlist   |
| Became disabled, applied for, or received disability or workers compensation benefits (excluding short term disability for childbirth) in the last 5 years  | Became disabled, applied for, or received disability or workers compensation benefits (excluding short term disability for childbirth) in the last 5 years  |
| Last 7 years has a licensed medical professional diagnosed you with or treated you Alcohol or drug abuse  | Used Illicit or habit forming drugs, except those prescribed by a physician (last 2 years)  |
| Retired or not actively working   | Plan to reside outside of the US at some point within next 2 years  |
| Plans to fly as a pilot, student pilot or crew member of any aircraft (non commercial) in the next 2 years  | Declined for life insurance in the last 5 years   |
| Plans to engage in underwater diving greater than 100 feet, racing or any motor powered land vehicle or watercraft, rock or mountain climbing without safety gear or above 13,000 feet for activity requiring a parachute in the next 2 years | Awaiting diagnostic testing, hospitalization, treatment or other procedure that has not been completed or which results are unknown   |
| Depression or mental disorder required: psychiatric treatment; ongoing treatment with more than 2 prescription medications; or loss of work for more than 5 consecutive days in the past 3 years  | Two or more overnight hospitalizations in the last year (excluding childbirth)  |
| Emphysema, COPD   | Suspended/Revoked Driver's Licenses in last 5 years   |
| In the past 2 years asthma required an emergency care visit to a hospital, emergency room or immediate care center  | Convicted of operating a motor vehicle under the influence (DUI/DWI) in the last 5 years  |
| Under age 40 with Diabetes  | A medical professional has treated or diagnosed in the last 10 years for: <ul style="list-style-type: none"> <li>- Heart Disease or condition (not hypertension)</li> <li>- Stroke or TIA</li> <li>- Human Immunodeficiency Virus (HIV) or Acquired Immunodeficiency Syndrome (AIDS) o Kidney disease (excluding kidney stones)</li> <li>- Cirrhosis, hepatitis, or liver disease</li> <li>- Alzheimer's, Dementia, Permanent cognitive impairment</li> <li>- Parkinson's, Multiple sclerosis, or degenerative muscle or nerve disease</li> <li>- Emphysema, COPD</li> <li>- Terminal illness (fewer than 12 months to live)</li> </ul> |
| Diabetes treated with insulin   |   |
| Heart Disease (excluding hypertension)  |   |
| Peripheral vascular disease.  |   |
| Human Immunodeficiency Virus (HIV) or Acquired Immunodeficiency Syndrome (AIDS)   |   |
| Chronic Kidney Disease  |   |
| Liver Cirrhosis or disease of the pancreas  |   |
| Neurological disease such as ALS, Alzheimer's, degenerative muscle or nerve disease, Parkinson's, dementia or cognitive impairment  |   |
| Stroke or TIA   |   |
| Cancer in last 10 years   |   |
| COVID-19 Positive in last 30 days, or currently being treated due to COVID-19   |   |

# Appendix B - Build Charts

Please see below for carrier-specific BMI build charts.

## SBLI

| Height | Underweight<br>KNOCK OUT | Underweight<br>GOOD | Best |        | Better |        | Good |        | Average |        |
|--------|--------------------------|---------------------|------|--------|--------|--------|------|--------|---------|--------|
|        | Unisex                   | Unisex              | Male | Female | Male   | Female | Male | Female | Male    | Female |
| 4' 8"  | < 74                     | 74 - 82             | 129  | 124    | 143    | 138    | 185  | 180    | 187     | 182    |
| 4' 9"  | < 77                     | 77 - 85             | 136  | 131    | 150    | 145    | 187  | 182    | 194     | 189    |
| 4' 10" | < 79                     | 79 - 88             | 140  | 135    | 155    | 150    | 190  | 185    | 201     | 196    |
| 4' 11" | < 82                     | 82 - 91             | 145  | 140    | 160    | 155    | 195  | 190    | 208     | 203    |
| 5'     | < 85                     | 85 - 94             | 150  | 145    | 165    | 160    | 198  | 193    | 215     | 210    |
| 5' 1"  | < 88                     | 88 - 97             | 154  | 149    | 170    | 165    | 202  | 197    | 222     | 217    |
| 5' 2"  | < 91                     | 91 - 101            | 158  | 153    | 175    | 170    | 207  | 202    | 230     | 224    |
| 5' 3"  | < 94                     | 94 - 104            | 163  | 158    | 180    | 175    | 212  | 207    | 237     | 232    |
| 5' 4"  | < 97                     | 97 - 107            | 167  | 162    | 185    | 180    | 217  | 212    | 245     | 239    |
| 5' 5"  | < 100                    | 100 - 111           | 171  | 166    | 190    | 185    | 222  | 217    | 252     | 247    |
| 5' 6"  | < 103                    | 103 - 114           | 175  | 170    | 195    | 190    | 227  | 222    | 260     | 255    |
| 5' 7"  | < 106                    | 106 - 118           | 181  | 176    | 200    | 195    | 232  | 227    | 268     | 262    |
| 5' 8"  | < 109                    | 109 - 121           | 187  | 182    | 205    | 200    | 238  | 233    | 276     | 270    |
| 5' 9"  | < 112                    | 112 - 125           | 193  | 188    | 210    | 205    | 244  | 239    | 284     | 279    |
| 5' 10" | < 115                    | 115 - 128           | 198  | 193    | 217    | 212    | 250  | 245    | 293     | 287    |
| 5' 11" | < 119                    | 119 - 132           | 204  | 199    | 222    | 217    | 256  | 251    | 301     | 295    |
| 6'     | < 122                    | 122 - 136           | 210  | 205    | 229    | 224    | 261  | 256    | 310     | 304    |
| 6' 1"  | < 126                    | 126 - 140           | 216  | 211    | 237    | 232    | 269  | 264    | 318     | 312    |
| 6' 2"  | < 129                    | 129 - 144           | 221  | 216    | 242    | 237    | 276  | 271    | 327     | 321    |
| 6' 3"  | < 133                    | 133 - 148           | 227  | 222    | 247    | 242    | 283  | 278    | 336     | 330    |
| 6' 4"  | < 136                    | 136 - 151           | 232  | 227    | 253    | 248    | 290  | 285    | 345     | 339    |
| 6' 5"  | < 140                    | 140 - 156           | 238  | 233    | 259    | 254    | 298  | 293    | 354     | 348    |
| 6' 6"  | < 143                    | 143 - 160           | 243  | 238    | 265    | 260    | 306  | 301    | 363     | 358    |
| 6' 7"  | < 147                    | 147 - 164           | 248  | 243    | 271    | 266    | 314  | 309    | 373     | 367    |
| 6' 8"  | < 151                    | 151 - 168           | 251  | 256    | 281    | 276    | 322  | 317    | 382     | 376    |

## Haven Life

### BMI Chart

BMI Calculation:  $703 \times \text{LBS} / \text{IN}^2$

Rounding: Round to the nearest one decimal point

| Unisex                  |                            |             |            |             |             |                         |
|-------------------------|----------------------------|-------------|------------|-------------|-------------|-------------------------|
| Underweight<br>KNOCKOUT | Underweight<br>AVERAGE (C) | AVERAGE (A) | BETTER (B) | AVERAGE (C) | TOBACCO (D) | Overweight<br>KNOCK-OUT |
| <16.5                   | 16.5 to 18.4               | 18.5-28.0   | 28.1-37.0  | 37.1-42.0   | 18.5-37.0   | >42.0                   |