

From: Fibelkorn, Philip <Philip.Fibelkorn@axa.us.com>
Sent: Tuesday, February 06, 2018 5:52 PM
To: Patterson, Jason; Dittrich, Ralph; Marder, Donna; Resource Support
Subject: ELA - Now available: Get a Quick Quote for AXA Life Insurance with the Long-Term Care Services Rider
Attachments: image007.jpg; ATT00001.htm; 145198.pdf; ATT00002.htm

Now available: Get a Quick Quote for AXA Life Insurance with the Long-Term Care Services Rider

What:

Quick Quote now quotes AXA Life Insurance with the LTCSR, on applicable cases.

When:

Effective immediately

Where:

- Quick Quote flyer updated and attached to this email
- Posted to Third Party website with promo box below

tips on submitting informal applications and quick quotes



a how-to guide

Thank you for doing business with AXA Equitable and MLOA. We want to be sure that your informal cases are reviewed as expeditiously as possible. Please reference the chart below.

Please refrain from submitting cases that have been declined by multiple carriers.

Submission E-mail Boxes

- Permanent informals should be sent to: axainformal@axa.us.com
- Term informals should be sent to: term.informals@axa.us.com
- Quick Quotes should be sent to: theqgsolution@axa.us.com

Informal Guidelines

Minimum Face Amounts	<ul style="list-style-type: none">• \$1,000,000
Maximum Age	<ul style="list-style-type: none">• For Proposed Insureds ages 0–74.• For survivorship product consideration one of the parties must be age 74 or less.
Maximum Page Count	<ul style="list-style-type: none">• Submission should not exceed 500 pages per client on a single case.• We will accept a professional summarization of the Proposed Insured's medical history for consideration in lieu of excessively large files.
Complete Records	<ul style="list-style-type: none">• In order to increase the accuracy and efficiency of tentative quotes of informal file submissions, please do not submit for review until you have received all requested APS/Exams, Lab slips, etc.• If a physician has suggested that the Proposed Insured obtain a follow-up procedure, please ensure it is included in the APS history that is being submitted.• BGAs should clearly mark their code number on all file submissions for accurate processing. <p>Please Note: An incomplete file will cause process delays and will have to be reviewed more than once by the Underwriter for an updated offer, thereby delaying a tentative quote for the Proposed Insured.</p>
Prior Offers	<ul style="list-style-type: none">• If known, please make us aware of any offers received from other Carriers or what is needed to place this case for the Proposed Insured.



Informal Guidelines cont.

Additional Information

- For Term informals, AXA Equitable/MLOA will obtain lab results upon receipt of a formal application. All offers will be subject to review of these results.
- For Permanent informals, AXA Equitable/MLOA will obtain lab results during the informal process if the lab slip and appropriate authorization are in file.
- For Permanent informals, those who prefer to submit mail electronically may do so through the PaperClip delivery system. A transmittal or cover letter (in lieu of an application) should be identified as the application using the NAILBA standard of "APPI" for all new informal submissions. This will greatly improve the system's identification of mail being submitted.

Submitting Informals

- Permanent informals should be sent to: axainformal@axa.us.com
- Term informals should be sent to: term.informals@axa.us.com
For the most expeditious handling, please submit Term informals only to this mailbox. Submissions through other systems may cause a delay.

Quick Quote

- Summarize your client's medical history, submit electronically and obtain underwriting guidance for your illustration needs within 2 business days. Submit your Quick Quote to theqgsolution@axa.us.com.
- Be sure to mention in your request if your client is electing the Long-Term Care ServicesSM Rider.
- Complex medical or financial histories and cases \$10,000,000 or more are not appropriate for the Quick Quote Process. We encourage you to call your Underwriting Team directly for these requests.
- For more detailed information on our Quick Quote process, [click here](#)

For More Information, Contact the Life Insurance Sales Desk at (800) 924-6669, option 2, 2.

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1290 Avenue of the Americas, New York, NY 10104, (212) 554-1234

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