

THIS PROCESS IS A GAME CHANGER



Here's how SBLI's Accelerated Underwriting (AU) process can benefit your business!

*"SBLI was a game changer from the beginning. One Friday, an agent dropped a ticket and a phone interview was completed. A file was set up at SBLI and approved by Wednesday and the **policy was issued within 24 business hours!**"*

*"We tested various carriers' AU programs and were always disappointed. **SBLI is different.** When they say, invasive home visits will never be required, they mean **NEVER**. When they say, their AU process can improve cycle time, it definitely does! SBLI's AU process helps us go from application to a placed case in far less time and, quite often, with premiums that make processing cost effective compared to processing traditional paper apps. Now, **we can reach more new clients** who do not have coverage."*

*"I wholeheartedly recommend sending a few cases through SBLI's AU process to test it out. **You will not be disappointed!**"*

Michelle, Agency Principal, Pennsylvania¹

GO FAST, FASTER, FASTEST!

THE SECRET OF SUCCESS STARTS WITH COMMON SENSE

- The Agent ensured the client, age 37 and seeking \$250,000 of 30-year term, was ready for the tele-interview.²
- The client had his driver's license number, details on personal/family health history and dates of his healthcare provider visits.
- The prescription check was consistent with the client's tele-interview.
- FCRA data search showed no financial stressors. MIB/IAI showed no indication of prior shopping activity.

THE AU PROCESS IN ACTION

- The Agent used ZipApp®, SBLI's easy-to-use drop-ticket program.
- Within 24 hours of the tele-interview, the case was approved.
- The turnaround from ticket drop to policy issue was 3 business days.

THE POWER OF SIMPLICITY

For people age 18-60 in all risk classes seeking \$500,000 or less of term insurance, SBLI can proudly guarantee:

- No hassles
- No exclusions
- No medical exam²
- No fine print. Period.

THE STRENGTH OF CONSISTENCY

Because everyone goes through the same process every time, SBLI eliminates surprises and maximizes efficiencies.

CONTACT YOUR GA TO CREATE YOUR SUCCESS STORY

¹ Please note this individual received commission as a result of the sale. ² Each application requires a telephone interview instead of a medical exam.

For the education of producers/brokers only. Not for use with the public. Products and features may not be available in all states. Policy Form Series # B-56. SBLI Brokerage is the marketing name for Independent Distribution Sales and Administration. The Savings Bank Mutual Life Insurance Company of Massachusetts, Woburn, MA. © 2018 All rights reserved. NAIC #70435, 18-4181 7/18