

UNDERWRITING CRITERIA

(applies to 07/01/03 effective dates & beyond)

	2 - 3 ees	4 ees	5 - 25 ees	26 - 50 ees	26 - 50 ees
Current Coverage	N/A	N/A	N/A	No current group coverage (VIRGIN) or current group coverage with less than 20 ee's on the prior carrier bill	Current group coverage (must have at least 20 ee's on the prior carrier bill)
Underwriting Methodology	Long Form (Full Medical U/W)	Long Form (Full Medical U/W)	5-14: Long Form 15-25: Short Form (Full Medical U/W)	Short Form (Full Medical U/W)	Employer Form
Best Case Initial Rates	Tier 14 (21% load)	Tier 10 (9% load)	Tier 1 (18% discount)	Tier 2 (15% discount)	Tier 2 (15% discount)
Further Discounts Available	- None -	- None -	- None -	- None -	- None -

- ◆ Employer form underwriting is determined by number of full-time eligible employees (includes those covered by spouse or in the waiting period; does **NOT** include those on COBRA)
- ◆ Wage & tax determines number of full-time eligible employees at time of sale
- ◆ Groups with 26+ eligible employees will be group underwritten from the employer form. Virgin groups will go through full medical underwriting as will 26+ groups that have less than 20 employees listed on the prior carrier bill.
- ◆ Final rates are subject to change based upon actual enrollment at the time a group is submitted.

ITEMS TO SUBMIT TO UNDERWRITING FOR EMPLOYER FORM UNDERWRITING

- ◆ Employer Group Application
- ◆ Rates
- ◆ Most Recent Quarterly Wage & Tax Form (for groups of 6 or more, payroll will be accepted if the W & T is not available)
- ◆ Last Month's Prior Carrier Bill