



EQUITABLE

# BULLETIN

## Life Business

- New
- Update

## Category

- Products
- Underwriting
- New Business
- Marketing
- Compliance/Legal
- Miscellaneous

**Channel:**  Retail  Independent

**Bulletin number:** AD20-0511 (**May 11, 2020**)

**Subject:** Temporary product and underwriting changes due to COVID-19

**Main message:** AXA Equitable remains steadfast in its commitment to deliver competitive life insurance solutions during these challenging times. These solutions must be balanced with the marketplace, environment and overall risk. As a result, five temporary product and underwriting changes will be implemented to life insurance products. Please see the chart on the next page. We will continue to assess the situation and communicate when these temporary limitations will be removed.

**Who:** Financial Professionals

**What:** Five temporary product and underwriting changes as noted in the chart on the next page

**When:** Effective with all applications submitted May 18, 2020 or later

**Why:** To evolve with the current environment, risk and marketplace

**How:** Please note the changes in the chart on the next page. As a reminder, cases that qualify for streamlined underwriting will be assessed without labs and exams. Please refer to the [bulletin](#) for full details.

### For more info:

Independent Life Sales Desk: (800) 924-6669, Option 2

[www.equitable.com/resources-life](http://www.equitable.com/resources-life)

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| IUL product limitation     |                                                                                                                                                                             |
|----------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <i>Program/feature</i>     | <i>Limitation</i>                                                                                                                                                           |
| Maximum first year premium | All premiums amounts will be limited to a cumulative total of <b>\$1,000,000</b> in the first year. The illustration system will be updated on 5/18 to reflect this change. |

| Single and joint life product limitations |                                                                                                                                                                                                                                                                                                                                                                                                                       |
|-------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <i>Program/feature</i>                    | <i>Limitation</i>                                                                                                                                                                                                                                                                                                                                                                                                     |
| Guaranteed Issue Program                  | Foreign Nationals are not eligible.                                                                                                                                                                                                                                                                                                                                                                                   |
| Maximum face amount                       | \$10,000,000 (\$5,000,000 if > age 70) applies to all new and inforce policies issued through AXA Equitable and its affiliates. Additional amounts may be secured through reinsurance.                                                                                                                                                                                                                                |
| Maximum issue age                         | 80                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Maximum rating                            | <ul style="list-style-type: none"> <li>• <b>Table D</b> or equivalent rate for proposed insureds ages <b>18*-70</b>. <b>Coverage is not available</b> if rated with medical history of Coronary Artery Disease, Diabetes, Chronic Kidney Disease, High Blood Pressure, Chronic Obstructive Pulmonary Disease or Asthma.</li> <li>• <b>Standard or better</b> rate for proposed insureds &gt; <b>age 70</b></li> </ul> |
| Informal application offers               | Offers will be honored unless expired.                                                                                                                                                                                                                                                                                                                                                                                |

\* Standard Plus is the only rate available for juveniles ages 0-17 who qualify for approval.