

## **MEDICAL UNDERWRITING**

### **1. RULES FOR SPECIAL MEDICAL EXAMINATIONS**

#### **Definations:**

Requirements for Special Reports will be based on Age at Entry and Sum under consideration (SUC). There two terms are described below.

#### **Age of Entry:**

For the purpose of referring to this chart, age at entry is to be taken as age last birthday as on the date of proposal. For example, if the date of proposal is 4<sup>th</sup> December 1993 and the date of birth is 16<sup>th</sup> January, 1959, the age last birthday as on date of proposal will be 34 years.

#### **Sum Under Consideration (SUC):**

The definition of Sum Under consideration is based on Actual Sum Assured (ASA)

#### **Actual Sum Assured (ASA)**

The Actual sum assured under a proposal or a policy will be taken as equal to:

- i. One and half times the basis sum assured under Table Nos. 103, 110, 121, & 160;
- ii. Double the basic sum assured under Table Nos. 43, 52, 58, 88, 106, 107, 108, 137 and 143;
- iii. Thrice the basic sum assured in the case of Table No. 133
- iv. If the premium paying term is less than 5 years including single premium basic SA less premiums paid;
- v. Term Ride SA, if opted for;
- vi. Basic SA under all the remaining plans.

#### **Sum Under Consideration:**

The "Sum Under Consideration" is the sum of "Actual Sum Assured" under all the current proposals and policies taken in last two full years on the basic of date of commencement. For example, if the date of current proposal is between 1<sup>st</sup> August 2003, to 31<sup>st</sup> August 2003 SUC will be the actual sum assured under the current Proposals and all Previous Policies from 1<sup>st</sup> August 2001 till the date of current proposal. (C.O. Circular No.: Act/1889/4 dt. 31.07.2003)

The various special reports required to be submitted depending on the Sum Under Consideration are given in the Special Report Chart.

Charges for full medical report and special report are given in Annexure.

## 2. INTRODUCTION FOR SPECIAL REPORTS

An agent and /or an official of the corporation has to be present while identifying the proposer before medical examiner. The introducer's column mentioned in the special reports has to be signed both by agent and the concerned official.

### A. Introduction by agents:

Sum Proposed	Introduction By
Up to Rs. 20 lakhs	All Agents
Up to Rs. 30 lakhs	ZM's Club member Agent
Up to Rs. 50 lakhs	CM's Club member Agent
Up to Rs. 50 lakhs	MDRT Qualified Agent

### B. Introduction by an Official of the Corporation along with Agent.

Sum Proposed	Introduction by
Above Rs. 20/30/50 lakhs (depending on Status of Agents) to Rs. 1 Crore.	Development Officer (ABM(s) – for direct agents
Above Rs.1 crore to Rs. 2 Crore.	ABM(S)
Above Rs.2 crore to Rs. 5 Crore.	BM / SBM
Above Rs.5 crore but less than to Rs. 10 Crore.	Manager (Sales)
Rs. 10 Crores and above	Marketing Manager

### 3. Medical Report By D.M.R / Z.M.R.:

Full medical report by DMR/ZMR is Compulsory if

- SUC as defined above is equal to or greater than Rs. 25 lakhs; or
- The age last birthday as on date of proposal (not dated back age) is 60 years or more and the Sum under Consideration (SUC) is greater than or equal to Rs. 5 lakh.  
(While calculating SUC for the purpose of determining FMR by DMR the basic sum assured under Table No. 88 & 133 is to be taken)

## 4. PHYSICIAN'S REPORT:

Special Questionnaire (SPQ 001) was devised in lieu of the Diabetic Questionnaire (Form No.3228 & 3329), Chest pain Questionnaire (Form No.3333), Hypertension Questionnaire (Form No. 3339) and smoking History & Tobacco Consumption Questionnaire (SHTC) and alcohol consumption questionnaire with effect from 1<sup>st</sup> August 2003, SPQ 001 is replaced with Physician's report (Part I & II) (Form No. LIC 003-12), Blank copies of Physician's report are to be kept only with Manager (NB) and should be sent to Branch Offices only when required to be filled in. This report is to be obtained from family physician or consulting physician and may be called for in the following circumstances by Manager (NB).

- i. If the life to be assured is overweight and the Mortality Classes is III and above, in such cases, part I & II of the Report may be called for to eliminate the possibility of diabetes.
- ii. If any personal history of diabetes, hypertension or heart ailment is revealed either in the Personal Statement of the Proposal Form or Declaration of Good Health or Medical Report, then Part I and Part II may be called for.
- iii. This Report is also to be called for in other situations too, if advised by the Medical Referee at DO/ZO/CO.

It is to be noted that this Report has not been made a mandatory requirement but has been left to the discretion of the Head of Department of NB, PS or SSS of Divisional Office or Actuarial Department of Zonal Offices.

## **5. HOSPITAL REPORTS**

Whenever a proposer has taken any treatment in a hospital, a detailed hospital report should be insisted upon, in those cases where the life to be assured has been operated, operating surgeon's report alone will not suffice, as it may not reveal all the details required by us. In case the hospital is unable to give the report, then the operating surgeon's report may be obtained. The hospital report or operating surgeon's report should contain the following:

- a. History of sickness, as stated by life to be assured
- b. Date and duration of illness
- c. Details of investigations done and results thereof
- d. Results of clinical examination
- e. Diagnosis
- f. Details of treatment and exact nature of operation
- g. Dates of admission and discharge
- h. Condition on discharge
- i. Any subsequent check – ups, etc
- j. Histopathology reports (Biopsy report), if any

## **6. ADDITIONAL SPECIAL MEDICAL REPORTS:**

Whenever additional medical reports are required, it is necessary to obtain such reports from a specified examiner named by Divisional Office in order to get correct picture of the health of the life to be assured. It would indirectly enable the Divisional office to check-up the findings of the previous examiner and assess the quality of reports.

## **7. ROUTINE MEDICAL CHECK-UPS:**

Whenever it is stated in the personal statement that certain special medical examination were done as routine check-ups, all such together with a certificate from the Doctor who advised the party to undergo such tests, should be obtained. Many such personals usually

deny any symptoms of disease or unfavourable findings. It has been our experience that in a majority of such cases, some definite reason for the check-up was present and several times the said reasons or findings of the special reports has underwriting significance. Swiss Re made a study of 291 of such applicants. These applicants have denied any symptoms of disease or unfavourable findings. Original reports were obtained and wherever the same were not available medical attendant's report were obtained. Out of 261 cases, 244 cases could be scrutinise which revealed that all except 33 had undergone routine medical check-ups for some symptoms or illness.

The above does not apply to cases where such check-ups obtained by the employers periodically for their employees.

#### **8. INSURANCE AT ADVANCED AGES:**

Whenever insurance is applied for by applicant at advanced ages, say above 50, with almost no previous insurance, careful selection should be made.

#### **9. PLACE OF MEDICAL EXAMINATION:**

In cases where proposal is submitted or medical examinations is done in a town or city than the one where the Proposer generally resides, the reason should be ascertained and the case should be reviewed carefully.