

# MEDICARE SUPPLEMENT

Underwriting



Ready-Agent™  
A PROGRAM BY NEISHLOSS AND FLEMING

 NEISHLOSS &  
FLEMING, LLC

AN INTEGRITY COMPANY

## Is Med Supp Underwritten?

Is Medicare Supplement a Medically Underwritten product?

- If a client is applying during their Open Enrollment Period for Medicare Supplement or during a Guaranteed Issue Period, the policy is not medically underwritten
- If a client does not qualify for either of these events, the Medicare Supplement Policy is underwritten

# When is a Client NOT Subjected to Underwriting?

### Open Enrollment Period:

- The six months before and six months after a consumer's Part B effective date

### Guaranteed Issue Period:

- Consumers are given special rights to acquire a Medicare Supplement without underwriting under certain circumstances, such as:
  - A Client's current Employer Group plan or Supplement is terminated
  - A Client moves outside of their existing plan's Service Area

# How Does Underwriting Work?

If a client isn't new to Medicare Part B, or does not have Guaranteed Issue Rights, how does Underwriting work?

- Medical Underwriting for Medicare Supplement plans is not the same as underwriting for a Life or Health Insurance policy
- The standards are fairly comparable to Final Expense plan underwriting

## Common Questions

Common questions about Medical Underwriting on Medicare Supplement:

- Is there a Medical Exam with a doctor?
- Does the client have to give blood?
- Does the client have to answer a lengthy application?
- Does family history come into play?

## Client Answers

Clients typically must provide answers to the following questions:

- 10-12 questions about their recent health history
- Height/Weight
- Tobacco Usage
- Current Prescriptions

### Items to be Aware of

- Some carriers look back at 2 years of health history, while others look back at 5 years  
A 2- or 5-year lookback can impact whether a policy is issued or denied
- Some carriers ask questions that another will not  
A client may be able to get approved with one carrier, but not another
- Some carriers require a phone interview after the sale  
A client must answer or return the call, or their application will be denied

## Summary

In the end, Medical Underwriting is not something to be feared. It simply requires preparation by the agent, as well as an understanding of which carriers are appropriate for certain types of consumers.

Don't hesitate to ask your helpful friends at Neishloss & Fleming for assistance with these types of questions!

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