

PCL Medical & Financial Underwriting  
Requirements Table



FACE AMOUNTS (IUL, UL & TERM)							
AGES	Up to \$500,000	\$500,001 - \$750,000	\$750,001 - \$1,500,000	\$1,500,001 - \$3,000,000	\$3,000,001 - \$5,000,000	\$5,000,001 - \$10,000,000	\$10,000,001 and higher
18 – 45	TMU	TMU	TMU + APS	A D E L N	B D E L N O	B D E G M N O	B D E G M N O
46 – 55	TMU	TMU + APS	A D E N	A D E G L N	B D E G M N O	B D E G M N O	B D E H M N O
56 – 65	A D E	A D E	A D E N	B D E G M N	B D E G M N O	C D E G M N O	C D E F H J M N O
66 – 75	A D E	A D E	B D E G N	B D E G M N	B D E G M N O	C D E H K M N O	C D E F H J K M N O
76 +	B D E	B D E N	C D E G K M N	C D E G K M N O	C D E H K M N O	C D E F H I J K M N O	C D E F H I J K M N O

PAACII and PAIC Term Insurance minimum face is \$500,000 // All PAACII and PAIC applications require a COVID questionnaire.

AGES	Up to \$ 1,000,000	>\$ 1,000,001
0 - 10	TMU + APS	TMU +APS + M <sup>1</sup>
11 - 17	TMU	TMU +APS + M <sup>1</sup>

Ages 0-10 APS from Pediatrician and Ages 11-17 APS from house/family doctor.  
M<sup>1</sup> Inspection interview will be for Parent or Guardian.

TMU	Best rate class STD NT // We could consider preferred NT if the insured has had a clean comprehensive medical check up in the last 18 months (must provide APS). TMU + APS requires a comprehensive check up within 18 months otherwise A D E apply.  Best rate class for TERM in TMU band is Standard NT	H	TRD EKG (or resting EKG plus resting Echocardiogram for ages 65+)
A	Medical Examination for insurance performed by Para Med or Nurse (must be performed by a provider in the Pan-American Life network)	I	Complete Blood Count (CBC)
B	Medical Examination for insurance performed by an Pan-American Life approved Para Med or Nurse but <b>WITH</b> APS including thorough clinical history (otherwise a medical exam by a medical practitioner is required)	J	Chest XR (only if smoker or history of tobacco use)
C	Medical Examination for insurance performed by a Medical Practitioner approved by Pan-American Life	K	Functional Assessment Questionnaire performed by examining practitioner
D	Blood Profile (for males over age 55 we require a PSA // Asian cases require Hep B and C markers // over 60 require NT Pro BNP)	L	Background Check (no interview)
E	Urinalysis	M	Inspection report with interview
F	APS from all attending physicians visited in last 3 years with complete clinical history	N	Pan-American Life Financial Questionnaire
G	Resting EKG (12 lead)	O	3 <sup>rd</sup> party proof of wealth – see table below

O - Financial Underwriting (3rd party proof of wealth for large cases)

	Requirement	Personal insurance	Business Insurance
I	Detailed introductory letter from the writing producer	Always required	Always required
II	Financial questionnaire	Always required plus III or IV or V	Always required (business section must be completed) plus V or VI
III	Financial questionnaire counter signed by certified CPA or Banking Exec (always needs stamp and signature)	<b>PLEASE NOTE:</b> CASES >\$10MM USD MAY REQUIRE ADDITIONAL FINANCIAL JUSTIFICATION  <b>IMPORTANT:</b> THE PAN-AMERICAN LIFE UNDERWRITERS RESERVE THE RIGHT TO REQUEST ADDITIONAL MEDICAL AND FINANCIAL INFORMATION	
IV	Bankers letter confirming balances, client status and confirmation of good standing		
V	Income tax returns from last 2 FULL fiscal years (personal or business determined by need for insurance)		
VI	Audited <b>BUSINESS financial</b> statement for last 2 COMPLETE fiscal years (plus Articles of Incorp / Assoc.)		

This Medical & Financial Underwriting table replaces all previous underwriting tables for PAAC/PALIC, PAACII, and PAIC  
March 2023