

CHARITABLE GIVING UNDERWRITING GUIDELINES

Carrier	Guidelines
AIG	All cases are case by case. Please contact AIG underwriting
AXA	Personal charitable planning can be considered on a case by case basis, subject to details to their overall involvement with the charity and a correlation between the amount of insurance and loss of the charity. Keyperson coverage subject to: Time commitment & service and overall details Board members up to \$2,000,000. Must be on the board for 2 or more years.
Brighthouse Financial	Note: Brighthouse Financial has sunset their life products as part of their 2017 CSO/PBR transition strategy. Look for new life products from Brighthouse in 2020.
Foresters Financial	Based on pattern of giving, not to exceed the amount that would be given over the lifetime of the applicant, or 10 x's the amount historically given.
Global Atlantic	Average of most recent 3 years of gifts to the charity X lesser of 10 years or the remaining life expectancy. Asset replacement sales and charitable trust scenarios may be evaluated on a case by case basis
John Hancock	If the proposed insured has a historical pattern of monetary gifts to the charity, then the maximum death benefit considered will be: <ul style="list-style-type: none"> • 25x any regular, recurring annual historical charitable gifts (i.e., a demonstrated pattern of giving) • Up to a maximum of 40% of existing personal coverage — an extension of the donor's personal insurance planning If the proposed insured does not have a historical pattern of gifting to the charity, the maximum death benefit considered will be: <ul style="list-style-type: none"> • Individual consideration based on the strength of the connection to charity • Up to a maximum of 40% of existing personal coverage
Lincoln Financial	10x annual averaged gift amount or Allow for a percentage of the PI's Net Worth: \$10M or less - Up to 10% \$11M - \$50M - Up to 20% \$51M-\$100M - Up to 30% Greater than \$100M - Up to 40%
Mutual of Omaha	Our preference is that the insured is the owner of the contract unless it's a part of a tax advantaged planning situation and face amounts should normally be limited to around 10 times the annual contribution. If the policy is to be owned by the foundation or charity, letter of agreement between the institution and the applicant must be provided outlining the terms of the arrangement and the tax status of the charity or foundation. We will not participate in any arrangements where the source of the premium is a third party with no real ties to the insured or owner.
Nationwide	Average of most recent 3 years of gifts to the charity X lesser of 10 years or the remaining life expectancy. Asset replacement sales and charitable trust scenarios may be evaluated on a case by case basis
New York Life	If the proposed insured has a historical pattern of monetary gifts to the charity, then the maximum death benefit considered will be: <ul style="list-style-type: none"> • 25x any regular, recurring annual historical charitable gifts (i.e., a demonstrated pattern of giving) • Up to a maximum of 40% of existing personal coverage — an extension of the donor's personal insurance planning If the proposed insured does not have a historical pattern of gifting to the charity, the maximum death benefit considered will be: <ul style="list-style-type: none"> • Individual consideration based on the strength of the connection to charity • Up to a maximum of 40% of existing personal coverage
Principal	Average of most recent 3 years of gifts to the charity X lesser of 10 years or the remaining life expectancy. Asset replacement sales and charitable trust scenarios may be evaluated on a case by case basis
Protective Life	The amount of coverage is generally based on the documented pattern of giving, but when there are significant investment assets, the Asset Maximization guidelines may apply as well.
Prudential	Based on past contribution usually up to 20x's annual giving
Securian Financial	Average of most recent 3 years of gifts to the charity X lesser of 10 years or the remaining life expectancy. Asset replacement sales and charitable trust scenarios may be evaluated on a case by case basis
Symetra	Underwriting typically averages the most recent three years of gifts to the charity, then multiplies by 10 years. A percentage of net worth may be considered. Both salary and net worth are reviewed for maximum consideration.
Transamerica	Must have previous pattern of regular giving. Amount requested cannot exceed what the individual could expect to give in their lifetime general rule of thumb= 10x annual giving (as a guide only). Must have adequate personal coverage established and cover letter is required.
Zurich	Based on pattern of giving, not to exceed the amount that would be given over the lifetime of the applicant, or 10 x's the amount historically given.

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For informational purposes only. Not binding. Please refer to carrier specific documentation for additional details.