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Insurance and annuity products:

- **Are not** deposits.
- **Are not** insured by the FDIC or any other federal government agency.
- **Are not** guaranteed by the bank or its affiliates.
- **May** decrease in value.



WHAT TO EXPECT WHEN YOU APPLY FOR LIFE INSURANCE

For Applications Underwritten by:

Genworth Life and Annuity
Insurance Company

Genworth Life Insurance Company
Richmond, VA

Genworth Life Insurance Company
of New York

666 Third Avenue, 9th Floor, New York, NY 10017

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APPLYING FOR INSURANCE

When you apply for life insurance, you answer questions that will determine whether you are eligible for insurance and, if so, how much it will cost. The questions help evaluate the amount of risk involved in providing your insurance.

Here are some examples:

- If you have diabetes or uncontrolled high blood pressure, you may pay more than someone in good health.
- If you fly airplanes or drive racing cars, you may pay more than someone who doesn't.



WHAT DETERMINES LIFE INSURANCE RATES?

Life insurance premium rates are based in part on general population statistics. For example, men and people who use nicotine — smoking, chewing tobacco, etc. — generally have a shorter life expectancy. So men and smokers will usually

pay more because the company expects to receive fewer premiums before it has to pay the policy death benefit.

Insurance rates are also based on specific personal data. So when you apply for life insurance, you'll answer a series of questions. Often the more details you provide, the greater the possibility you'll receive a more favorable offer.

APPLYING FOR LIFE INSURANCE

Life insurance applications have questions about health, special interests, relatives' medical history and finances. The first three determine how much you'll pay for coverage; financial data helps determine if the amount of insurance you want is justified by your financial situation. It's important to be truthful when you complete the application. Your signature declares that you told the truth, and the company will compare your answers with the information it gathers.

You may be scheduled for a brief exam by a paramedical professional. The paramed may record your height and weight, and even take blood and urine samples, depending upon the type and amount of insurance you've applied for.

WHAT HAPPENS IN UNDERWRITING?

The company's underwriters will review the application along with other information such as driving records, credit reports and questionnaires about special interests like scuba diving or car racing. They'll get a Medical Information Bureau (MIB) report

to determine whether you ever applied for other life insurance policies. Based on age, amount guidelines and medical history, they may request an attending physician's statement (APS), EKGs or lab tests. They may also obtain medical records from doctors and hospitals.

If the proposed policy's owner is different from the proposed insured, the underwriters will verify that the owner and/or beneficiary have an "insurable interest" — meaning they would suffer a financial loss if the insured died.

After evaluating all this, the underwriter decides whether or not to approve your application and, if approved, your premium class and rate. An applicant in poor health may have to pay an additional "table rating." Special risks, like airplane pilots, may have to pay a "flat extra premium."

WHAT ARE "PREMIUM CLASSES?"

Premium classes group together those in similar health. The number of classes and their insurance rates are different for each company and each product.

APPLICATION BECOMES PART OF THE POLICY

The application becomes part of your policy, so it is important that you carefully review the application attached to your policy to confirm that nothing was omitted or misstated.