

# Professional athlete life insurance process

## Underwriting guide

### Amount

**Professional athletes will be considered for up to Equitable's full retention limit: \$20 million.**

- Equitable's retention is reduced to \$10 million in some situations (immigrants temporarily residing in the United States with a qualified visa, participation in hazardous sports, private pilots, ratable avocation, etc.). Please contact an underwriter to review specific scenarios and details.
- Minimum face amount of \$1 million for team-owned coverage.

### Available products

**Team-owned, contract coverage: term 10 and ART only**

- Permanent products may be considered if there is a clear need and justification for their use. Approval to utilize these products must be obtained prior to application submission.
- Levelized commissions.
- Insured's contract must have 2 years or more remaining at time of application submission.

**Personal coverage: all products are available**

- Regular compensation schedule.

## Age and amount requirements

### Contract coverage

- A copy of the insured's current team contract is accepted in lieu of traditional financial requirements provided it justifies the total line of team-owned coverage.
- Usual medical requirements apply; refer to the **Life Underwriting Condensed Guide**.

### Personal coverage

- All published Equitable requirements apply.
- Usual medical requirements apply; refer to the **Life Underwriting Condensed Guide**.

### Formal paperwork and evidence

- Equitable formal paperwork and applicable age and amount requirements are needed for underwriting approval.
- Face amounts above \$10 million, up to age 69, require the insured's application signature be witnessed by the writing agent.
  - Signature can be witnessed via video conference (e.g., Skype, Facetime).

## Financial considerations

- For team-owned coverage, athletes may be considered for up to Equitable's available retention, with an ultimate total line of team-owned coverage not to exceed the value of the contract (or remaining years).
- For personal coverage, athletes may be considered for up to Equitable's available retention.

**To learn more, contact an Equitable Distributors Life wholesaler or the Life Sales Desk for more information.**

Life insurance policies are issued in New York and Puerto Rico by Equitable Financial Life Insurance Company, NY, NY; or Equitable Financial Life Insurance Company of America, an Arizona stock company. Distributed by Equitable Network, LLC (Equitable Network Insurance Agency of California, LLC in CA; Equitable Network Insurance Agency of Utah, LLC in UT; Equitable Network of Puerto Rico, Inc. in PR), Equitable Advisors, LLC (member FINRA, SIPC) (Equitable Financial Advisors in MI & TN) and Equitable Distributors, LLC (NY, NY). When sold by New York state-based (i.e., domiciled) Equitable Advisors Financial Professionals, life insurance products are issued by Equitable Financial Life Insurance Company (NY, NY).

Please be advised this document is not intended as legal or tax advice. Accordingly, any tax information provided in this article is not intended or written to be used, and cannot be used, by any taxpayer for the purpose of avoiding penalties that may be imposed on the taxpayer. The tax information was written to support the promotion or marketing of the transaction(s) or matter(s) addressed, and you should seek advice based on your particular circumstances from an independent tax advisor. Neither Equitable Financial, Equitable America, Equitable Network nor Equitable Distributors provides legal or tax advice.

A life insurance policy is backed solely by the claims-paying ability of the issuing life insurance company. It is not backed by the broker/dealer or insurance agency through which the life insurance policy is purchased or by any affiliates of those entities, and none makes any representations or guarantees regarding the claims-paying ability of the issuing life insurance company.

References to Equitable in this brochure represent both Equitable Financial Life Insurance Company and Equitable Financial Life Insurance Company of America, which are affiliated companies. Overall, Equitable is the brand name of the retirement and protection subsidiaries of Equitable Holdings, Inc., including Equitable Financial Life Insurance Company (Equitable Financial) (NY, NY); Equitable Financial Life Insurance Company of America (Equitable America), an AZ stock company; and Equitable Distributors, LLC. Equitable Advisors is the brand name of Equitable Advisors, LLC (member FINRA, SIPC) (Equitable Financial Advisors in MI & TN). The obligations of Equitable Financial and Equitable America are backed solely by their claims-paying abilities.

