



EQUITABLE



# Insuring professional athletes and high-profile clients

Equitable realizes the unique challenges and opportunities in working with and insuring professional athletes and high-profile clients, and we offer a flexible process for producers to work with them.

## Process for a producer with a professional athlete or celebrity client

- For assistance with the application process for their celebrity and high-profile clients, a producer can call (877) 287-4216 to discuss a case with a specialized team member.
- The team and producer work together to make sure the application process is completed professionally and efficiently.

## Personally owned coverage for athletes, entertainers and other high-profile individuals

- All term and permanent life insurance products are available.
- Up to Equitable's full retention limit.
- Regular compensation schedule applies.

## Coverage for business-owned or team-owned professional athletes and entertainers: (10-year term and Annual Renewable Term (ART)-only)

- Liberal 2-year minimum contract requirement.
- No group/team coverage limits/caps.
- Up to Equitable's full retention limit.
- Minimum face amount of \$2 million.
- Level compensation for 7 years on term 10 and 8 years on ART.

Life Insurance: • Is Not a Deposit of Any Bank • Is Not FDIC Insured • Is Not Insured by Any Federal Government Agency  
• Is Not Guaranteed by Any Bank or Savings Association • Variable Life Insurance May Go Down in Value

## Frequently asked questions

### Q

**I have a possible pro athlete case, what should I do first?**

**Do you have a team cap?**

**Is an inspection report needed and will the client be contacted during the application process?**

**Why is commission levelized?**

**Is COIL Institutional Series<sup>SM</sup> (COIL) available?**

**Is any special consideration given to build for pro athletes?**

**Since offers are limited to your retention only, is facultative reinsurance available?**

**Is Equitable's Long-Term Care Services<sup>SM</sup> Rider (LTCSR) available?**

**Can labs completed for a team physical be used instead of insurance evidence?**

**Can the client's team physician take part in the insurance paramedical exam?**

**Do you accept pro athletes who are not U.S. citizens, but play and reside full time in the United States?**

### A

Prior to submitting a case, we recommend you first contact one of our underwriters to confirm available retention and eligibility.

No, we do not currently limit how much coverage we are willing to write for a given team. However, should multiple players on a given team be submitted, approval from underwriting leadership may be required. Equitable reserves the right to limit exposure, should there be an unacceptable concentration of risk.

No. Unless the insured is over age 70 and the face amount exceeds \$5 million, only an e-inspection report, which does not require the insured to be contacted, will be obtained.

The team-owned professional athlete market is a distinct market for term that presents unique characteristics that may affect the decision to retain the policy. Levelized compensation provides some alignment with such considerations, enabling Equitable to offer term products to this market.

Yes, COIL is available if all submission criteria are met. Underwriting requirements and consideration remains the same as traditional coverage and products.

No, build is assessed as per our traditional guidance.

Yes. Facultative coverage can be sought through our reinsurance carriers. However, ultimate acceptance, and the amount of coverage available, is at the discretion of the reinsurers.

Our LTCSR is available on permanent products for personal coverage only. It is not available for team-owned, contract coverage.

Insurance labs include testing not included on most traditional lab panels (examples include HIV, cocaine, nicotine, Hepatitis screen, etc.). Therefore, we are unable to accept team labs in lieu of insurance labs. However, you can arrange for the paramedical exam and labs to be completed at the same time as the player's team physical.

When circumstances warrant, the team MD may participate in the player's insurance examination. Though, prior to proceeding, preapproval is required from Equitable's underwriting team. Labs will still need to be processed through one of our approved vendors.

Yes, coverage can be offered on non-citizens provided they hold an acceptable U.S. visa and meet the appropriate requirements. In these instances, retention is reduced to \$10 million and any/all foreign travel is considered. Please reach out to a large-case underwriter or member of our specialty markets team to determine if a particular athlete qualifies.

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

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