

Opportunities

Underwriting Alert: MetLife's Capacity Increased to \$124 Million



MetLife®

Clients Need More Coverage? Try MetLife!

MetLife Investors is pleased to announce that two reinsurers have made additional capacity available to MetLife, bringing our potential total capacity to \$124 million. This includes MetLife's \$20 million retention plus \$104 million available facultatively through our seven reinsurers.

These two reinsurers are offering MetLife clients access to their additional capacity of \$30 million and \$40 million. Add that to the capacity available from the other reinsurers and our retention and you have a total capacity that positions MetLife as **the** company to go to when it comes to insuring your wealthiest clients.

If you have a client you think has reached his or her coverage limit and has not applied to MetLife for additional life coverage within the past six months, bring the case to Life New Business. Our underwriting team will work with our reinsurers to bring maximum capacity available to the table.

Even if we previously declined to offer additional capacity on a case, we may be able to say "Yes."

If you have a large case that you think will require MetLife to take advantage of the reinsurers' offers of additional capacity, here are some things you should know:

- All business is facultatively underwritten with the reinsurers
- The available capacity may be reduced by issue age and rating
- Aviation, avocation, entertainers and foreign risks may reduce available capacity
- Your client's signed application should fully disclose inforce and applied-for life coverage

Your underwriter will examine each case submitted on its own merits and work facultatively with the reinsurer to determine if additional coverage is available.

Here are two real-life cases where we were able to find more capacity where none previously existed:

CASE #1

John and his wife, Zora, both 72, wanted to increase their Survivorship Life coverage. She received a Standard rating and has \$10 million in individual coverage inforce. He is now uninsurable and has \$200 million in individual coverage inforce. Together they have \$24 million in Survivorship Life inforce.

By working with our Reinsurance Unit, John and Zora were able to obtain an additional \$12.5 million in Survivorship Life coverage.

CASE #2

Robert, a "highly substandard" male, has \$45 million of coverage inforce.

When he applied to MetLife in the past, the reinsurer made what was considered an aggressive offer to get the client to \$45 million. Because of the client's health, however, there was no capacity for additional coverage.

Under MetLife's new capacity limits, Robert was able to obtain an additional \$12.5 million coverage—bringing his total coverage to \$57.5 million.

Want to find out more about how you can take advantage of MetLife's ability to get increased capacity from our reinsurance partners? Contact your assigned underwriter or a member of your underwriting team.

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See back for important disclosures.

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- Not Guaranteed By Any Bank Or Credit Union • May Go Down In Value

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