

## Be prepared for your insurance exam.

- If possible, schedule your appointment for early morning.
- Be well rested prior to the examination.
- Wear loose-fitting clothing, a short sleeves shirt or a long sleeved shirt that can be easily rolled up.
- Avoid the intake of alcoholic substances for at least 2-3 days before the examination.
- Avoid caffeine intake several hours prior to the examination if possible.
- Avoid smoking or chewing tobacco at least one hour before the appointment.
- Avoid any strenuous activity for 24 hours.
- Take regular medication prescribed by doctor.
- It is very important to fast (avoid food and beverage intake) for at least 8 hours prior.
- Increase your water intake 1-2 days prior to your exam to assist in obtaining a urine specimen.
- Avoid foods high in fat and sodium 1-2days prior to exam.

## Additional Requirements.

Additional requirements may be needed by the insurance company in addition to the paramedical exam. You will be informed by your advisor if such requirements are needed. These requirements may include an exam by a licensed physician, resting electrocardiogram (EKG), Treadmill (stress test), Timed Vital Capacity (TVC), blood test, or chest x-ray.

## The ASA Advantage

Founded in 1977, we are strategic business partners with successful financial advisors. We will help you identify and solve the financial concerns of your most valued clients.

The attitude and culture at ASA is, YES is the answer. Now what was the question? We will continually strive to deliver a YES in an industry full of NO and CAN'T and we promise to deliver more YES than anyone you've ever worked with in the past. We will earn your business and then work towards keeping our partnership for many years to come.

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# A Guide To Prepare for the Paramedical Exam



*Strong. Stable. Focused on YOU.*

## Paramedical Examination

Before an insurance policy can be issued, a paramedical exam along with blood and urine sample must be completed. A paramedical exam includes questions about your medical history, height, weight, pulse and blood pressure. Additionally, a urine specimen and blood sample may be collected. The exam usually takes 20 to 30 minutes to complete. The examiner will ask you the names and addresses of any physicians and/or hospital you may have seen. The examiner will ask you about any illness, medication, and any other treatment you may have had.

All of the information given to the medical examiner is strictly confidential. It will be used for underwriting purposes only.

A paramedical examiner will contact you to schedule an appointment at your earliest convenience.

## Blood Tests

If a blood test is required, the sterile materials used are supplied in a disposable blood kit and are used only one time. The certified medical examiner will open the kit in front of you, and will break the seal on the sterile needle in your presence.

Blood tests provide important information which is used in the underwriting process. A wide variety of specimen tests are performed by a laboratory that will send the results to the home office of the insurance company.

For best results, fasting for several hours prior to the blood draw is recommended. Advise the examiner if you have ever experienced fainting, nausea or bruising while having your blood drawn, or if you are taking blood thinners or increased doses of aspirin. The examiner will request that you sign an authorization allowing a blood and urine specimen to be taken.

## Processing of your insurance application. The Insurance Company's decision and the cost of your policy.

**The Phone Interview** – Based on face amount and insurance company guidelines, you may receive a call from an endorsed third party vendor or directly by an internal department of the insurance company. The interviewer will ask you a series of questions similar to those on your insurance application to include questions regarding your medical history and financial information. All information provided will be confidential. Lack of consistency will raise a “red flag.” Please be consistent with your answers to avoid the necessity of further investigation.

**Your Medical Records** – After review of the details provided on your application, exam and phone interview the insurance company may require a review of your medical records. The request for records, your signed authorization to release information and associated fee will be sent directly to your doctor. On average the process takes 4 to 6 weeks. Once you know a request has been sent, we encourage you to contact your doctor to expedite handling. It is also helpful to inform your advisor if you have any scheduled appointments or medical tests pending.



While variations exist from one insurance company to another, many carriers have adopted the following Underwriting Classifications listed from less costly to more costly; Preferred Plus Non-tobacco, Preferred Non-tobacco, Standard Non-tobacco, Preferred Tobacco and Standard Tobacco. An additional premium may be charged for adverse medical history and/or avocation activities to compensate the insurance company against shortened mortality.

Underwriting Classifications have set medical underwriting guidelines and predetermined cost of insurance rates tied to them. Upon review of all the required documents, the insurance company establishes what Underwriting Classification you are approved for.

On occasion, the insurance company may conclude they are unable to offer coverage due to your medical or financial history. Continue to work closely with your advisor as there may be opportunities to further negotiate with the insurance company or redirect your application to a different insurance company.

Underwriting will review your finances to determine if you have financial means to afford the coverage you are applying for and if the need for coverage is clearly established. If either of these is not supported through the application and/or phone interview, additional documentation might be required or the amount of coverage might be limited.