

Great Western Guarantee Issue product

This product doubles as a Level Immediate Benefit product and a Guaranteed Issue product. There are only three questions on the application – if you can answer “no” to all three questions it goes Level, if you answer “yes” to all three questions, or leave them blank it goes Guaranteed Issue.

In addition, both the Level and GI use the same rates. The best thing about that is the level benefit includes a free 20% increase to the face amount. Meaning, if you write a \$10,000 face amount, you’re actually writing a \$12,000 face. So keep that in mind when you’re comparing rates. For instance, if you compare GW’s Level to Transamerica’s Level standard, you will run a quote for \$10,000 with Great Western, but a \$12,000 rate for Transamerica.

Great Western’s underwriting is insanely liberal! There is no script check, MIB or telephone interview! You can get level coverage for Congestive Heart Failure, Alzheimer’s, Dementia, Amputation – even organ transplant - as long as the client was diagnosed (or had the operation) over two years ago, and their meds have stayed the same or decreased! In cases such as these, rates become a moot point because I’m not aware of any other company on the market that will give Level coverage for conditions such as those!