



THE Save Age OPTION

Birthdays and back-dating for a better premium

When submitting an application, don't forget your client's birthday! It's more than good etiquette — it could also help your client save on premium.

Our products use "age nearest" underwriting. This means the premium is determined by the applicant's age on the birthday that is nearest to the policy effective date.

EXAMPLE:

- You submit the application on February 1
- Your client is 40 years old, with a birthday of June 16

Since their next birthday is within six months of the submission date, the premium will be based on an issuance age of 41

In this example, you should request the policy be back-dated to Save Age, so the premium will be based on an issuance age of 40.

KEEP IN MIND:

Always request the policy be back-dated to save age BEFORE the policy is approved. Otherwise, a new illustration will be required and the case will be delayed.

Saving Age: best practices

When submitting an application, take note of your client's birthday. If it falls within 6 months of your application date (3 months in Ohio), request that the policy be back-dated to Save Age.

- You don't have to provide a specific date. Simply request that the policy be back-dated to Save Age and we will calculate the best possible to save age.
- If submitting the application via iGO, select the Save Age option on the Primary Proposed Insured screen when entering your client's birthdate.
- If submitting a paper app, note on the Transmittal Sheet or Agent Report that you want to backdate the policy to save age.

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allows you to backdate a policy by up to 6 months.
(3 months in Ohio)



Related resources:

- [Producer Guide to Policy Dating and Draft Timing](#)



Not sure if back-dating to Save Age makes sense for your client?
Check with your Case Relationship Manager for advice.

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