



ANNUITIES – THE ELECTRONIC COMMON QUOTATION FORM

DRIVING A BETTER RETIREMENT

WHAT IS THE ELECTRONIC COMMON QUOTATION FORM?

Fully underwritten annuities offer your clients the ability to significantly enhance their guaranteed retirement income. The electronic common quotation form helps streamline the underwriting process by providing a fully automated online version of the traditional common quotation request form.

The Annuity Detailed Quote service offers a full electronic representation of the Common Quotation Request Form with real time underwritten rates, agreed, and approved by the major providers of enhanced annuities. Previously existing in paper form only, its aim is to simplify and speed up the process of retrieving rates from enhanced annuity providers for clients with health problems.

The form is intuitive with rich data capture and validation to ensure information is correctly formatted.

Our easy-to-use user interface allows you to process Annuity business more efficiently while saving you money.

FEATURES

COMPREHENSIVE MEDICAL INPUTS

The following medical conditions will be able to be added to the health questionnaire for annuitant and dependent: Heart, Diabetes, Stroke, Cancer, Multiple Sclerosis, Respiratory, Neurological and Other.

ACTIVITIES OF DAILY QUESTIONNAIRE

When major conditions are entered an additional Activities of Daily Living questionnaire is offered where impairments to key activities can be entered and associated with the conditions.

GUARANTEED RATES

Enhanced Providers offer fully guaranteed rates through the service that can be applied for without further underwriting. We are working with all the providers to return guaranteed rates in as many instances as possible.

"iPipeline is dedicated to offering excellent retirement planning solutions through innovative technology. Our enhanced service enables advisers to research and then select the best annuity product to suit their client, quickly and efficiently."

Ian Teague, Managing Director, iPipeline UK





I CURRENTLY USE THE PAPER VERSION, WHY SHOULD I CHANGE TO ASSUREWEB'S ELECTRONIC FORM?

SAVE TIME

The paper form can be very admin heavy and therefore time consuming to complete. Assureweb's electronic form removes all the manual processing.

SAFE AND SECURE

The electronic form means you only have to complete it once, with no need to post or email and wait for responses. With one click you submit the form electronically and immediately you will receive fully guaranteed rates back from providers. Your quotes will be stored securely on Assureweb for up to 30 days. Everything is kept in one location with no risk of forms getting lost.

SAVE MONEY

Assureweb's Portal, and their Annuity service, is completely free of charge. At a time when other technology partners are charging monthly fees and/or per quote for their services, Assureweb's comprehensive offering may prove a welcome cost-effective solution among advisers for all their clients' annuity needs.

For more information, contact our Customer Support Team:



Call: 0345 408 4022



Email: uk.support@ipipeline.com





QUICK QUOTE

The Annuity Quick Quote service provides you with an initial indication of the rates available by inviting you to enter basic information about your clients. The service will produce enhanced rates based on answers to the Smoker and Any Health Issues questions; however, these enhanced rates will be based on assumed conditions only as there are no detailed medical questions on the Quick Quote service. Should you wish to obtain to a full quote; the basic information can be carried forward into the Detailed Annuity Service by clicking on a button on the Quick Quote Results screen.

DETAILED QUOTE SERVICE

The Annuity Detailed Quote service is an electronic representation of the Common Quotation Request Form (CQRF) which has been agreed and approved by the major providers of enhanced annuities. Previously existing in paper form only, its aim is to simplify and speed up the process of getting offer terms from enhanced annuity providers for those clients who qualify for their rates. All questions asked are relevant, and your client must provide full and accurate information about their health and lifestyle, as the amount of annuity income will be based on this.

UNDERWRITTEN QUOTES

Fully underwritten quotes are available on the Detailed Quote service based on the health of the annuitant and dependent. In order to access the health questionnaire, you should enter 'Yes' to the below question on the Client Details screen.

The client and the dependant (if applicable) wish to disclose personal/lifestyle or medical information for the purpose of obtaining an annuity quote *

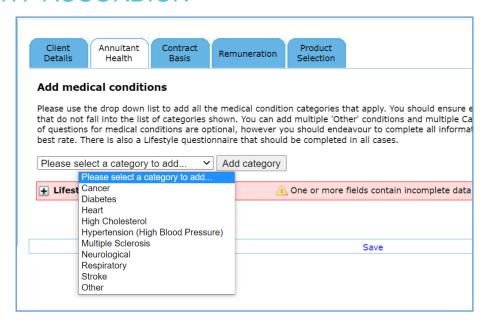


If you enter 'Yes' further health and lifestyle questions will be available to determine rates available.

ANNUITANT HEALTH "ACCORDION"

The Annuitant Health tab allows you to add all the medical condition categories that are applicable to your client. There are 9 medical condition categories: Cancer, Diabetes, Heart, High Cholesterol, Hypertension (High Blood Pressure), Multiple Sclerosis, Neurological, Respiratory, Stroke and Other.

If you require a paper form to complete first, go to 'Other Services' under the left-hand menu and you'll find a Data Capture Form to use to collect the information required.

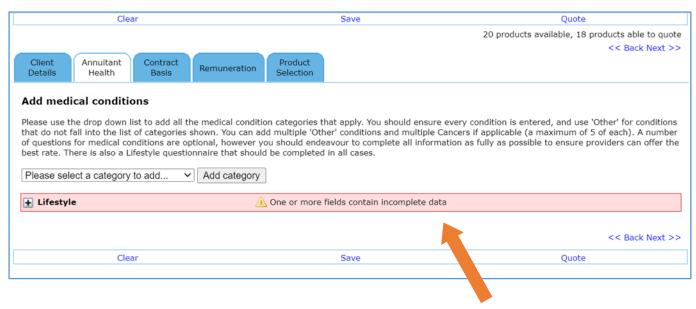




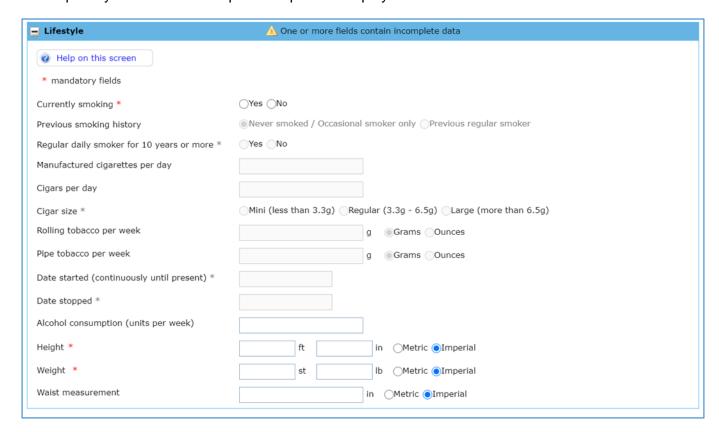


There will always be a Lifestyle pane at the top of the Accordion as this information is mandatory and must be completed in all cases. Smoker/height/weight/waist measurement/alcohol consumption questions can be found here.

A number of questions throughout the Annuitant health tab are optional; however, you should endeavour to complete all the information as fully as possible to ensure providers can offer the best rate.



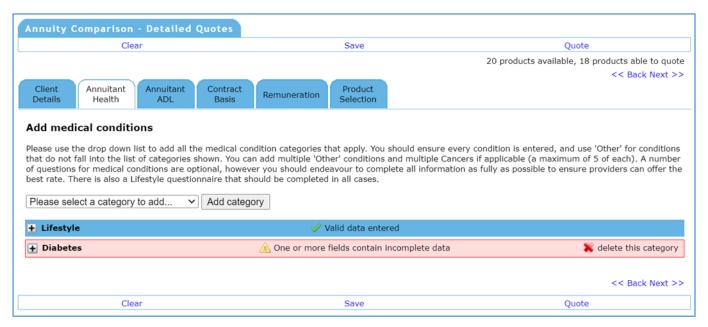
Upon your first visit to the Annuitant Health tab, the Lifestyle pane will be highlighted red with a warning triangle highlighting that it contains one or more incomplete fields. To complete the pane, you must click on the plus symbol which will expand the pane to display all the available fields.







As it expands it will turn blue, indicating that it is an active pane. If no medical conditions are applicable and you have completed all the mandatory fields on the Lifestyle screen, you can move forward by either clicking "Next" or on the actual tab you wish to visit.



If medical conditions do apply, you can add these by selecting a condition category from the dropdown list and clicking "Add category." As you do this, the Lifestyle tab will contract and turn green, now highlighting that valid data has been entered.

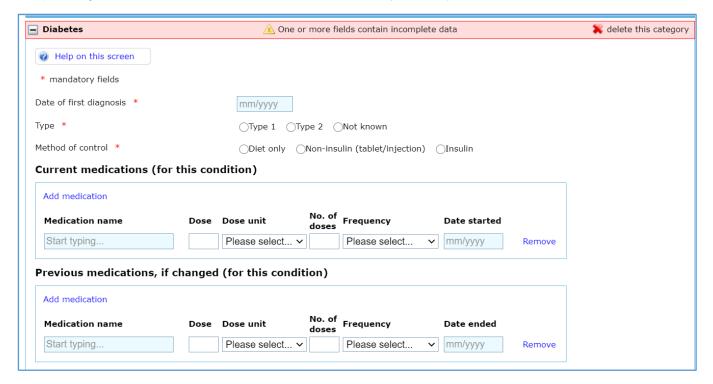
You can add as many categories as you wish at this point, including multiple cancers and multiple other conditions (a maximum of 5 each), however all panes will be highlighted red until they have been completed. You cannot move forward until these have either been completed or deleted. Any added condition categories can be deleted by clicking on the "delete this category" text located on the far-right hand side of the pane.





MEDICATIONS

Depending on the condition selected the medication entry will vary:

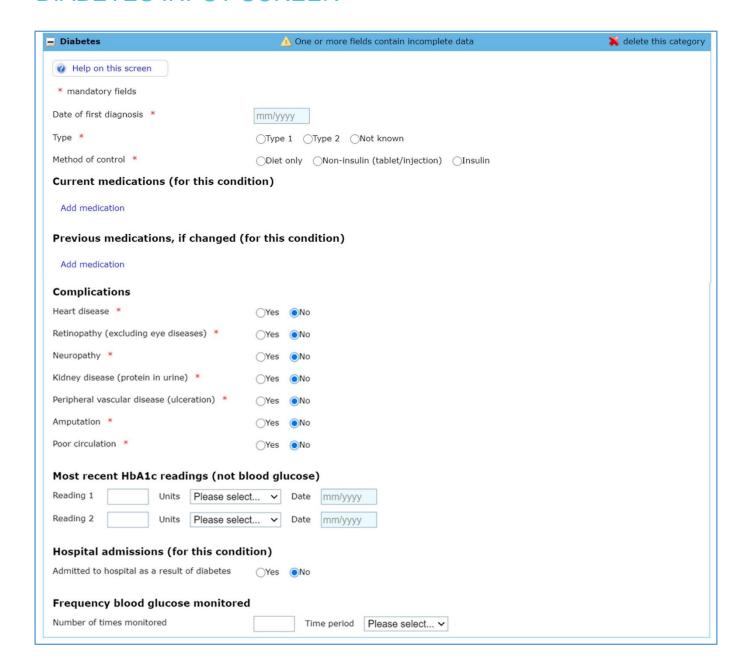


You can enter current and/or previous medication taken for each relevant medical condition. If any data is entered on a line, then the entire line is mandatory with the exception of the 'Date started' field. You will not be able to move onto the next screen unless this data is either completed or the medications block removed. For Diabetes 'Previous Medications', the 'Date ended' field is mandatory.





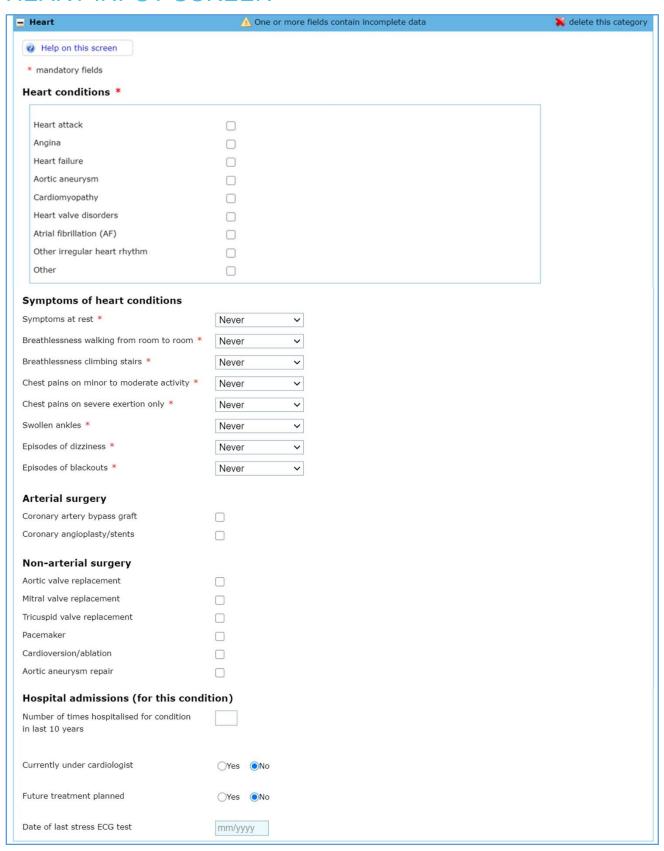
DIABETES INPUT SCREEN







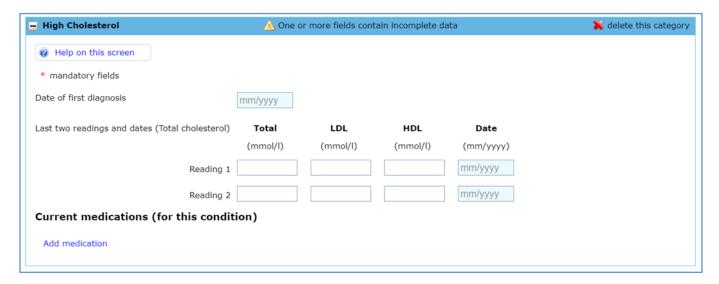
HEART INPUT SCREEN



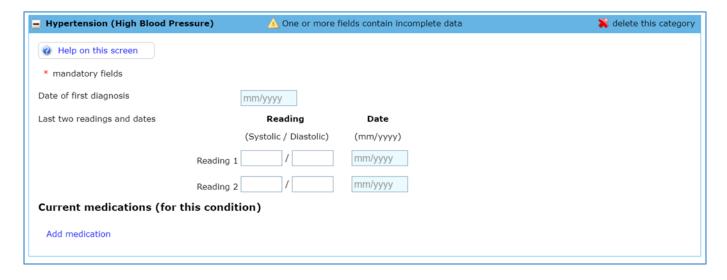




HIGH CHOLESTEROL SCREEN



HYPERTENSION SCREEN

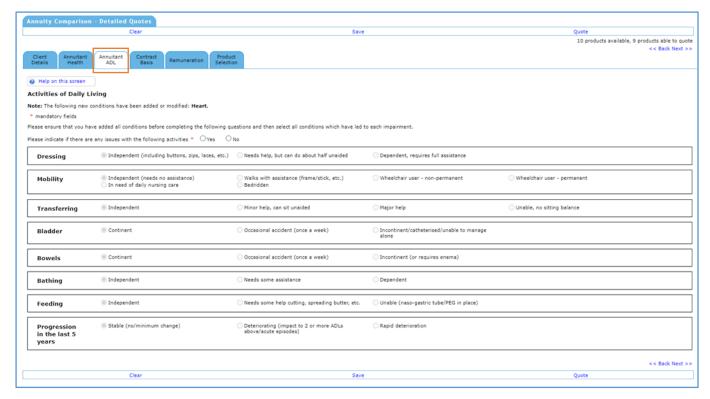






ACTIVITIES OF DAILY LIVING (ADL)

If a serious condition category (all except High Cholesterol and Hypertension) has been added in the Annuitant Health tab, you must complete an Activities of Daily Living questionnaire.

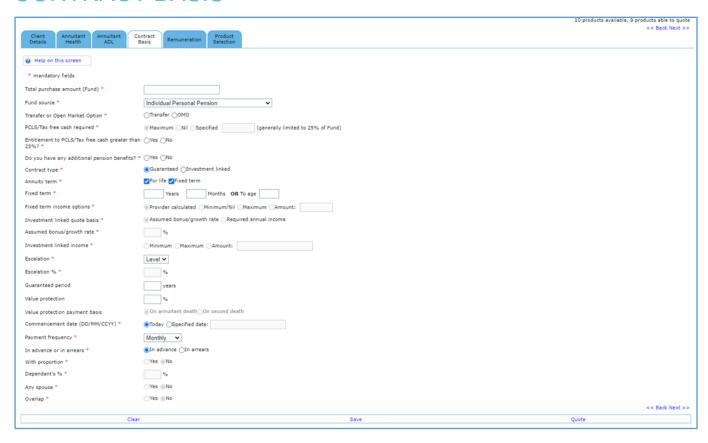


The ADL tab will only appear once a condition has been added. Where details of any conditions (excluding High Cholesterol and Hypertension) have been entered, further enhancements may be available based on the impact the condition has on the activities of daily living. You will first be asked to indicate if there are any issues with the activities. If you answer No, no further questions are applicable. If you answer Yes, you must answer each question relating to each impairment and where impairments exist, indicate which conditions (if any) have led to each impairment.





CONTRACT BASIS



You will need to complete the details above in relation to the Annuity contract the client requires. If you need help with a question, click the '?' icon above the list of questions. All fields marked with a '*' are mandatory.

REMUNERATION



Please complete the information about whether there is an initial adviser charge and the type of advice offered by you the adviser.





PRODUCT SELECTION



This screen will show which products are able to quote and which are unable to quote. If you want to see the reason why a product is unable to quote, click on 'Unable to Quote' for that product and it will provide a pop up explaining why (see example on the right). When you are ready to quote, select "Quote" at the top or the bottom of the page.



QUOTE RESULTS



This is the Results Screen, it will show the Provider and Product, the Annual Annuity amount, whether the rate is confirmed guaranteed rate, the term, and the remuneration for selling this product. You will also be able to view the illustrations and documents by clicking 'View'. You can also access 'Quote Input Confirmation' and 'View Comparison Reports' at the bottom of the table.





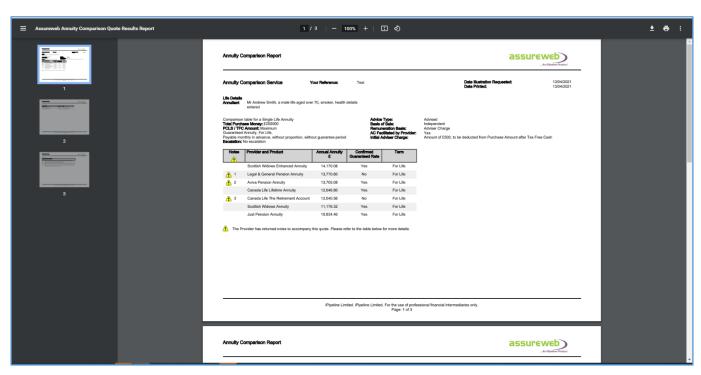


Here you can access any provider warning messages, illustrations, any data capture/application forms, and any future product literature.

Provider warning messages can also be viewed by using on the results screen.



Select 'View Comparison Reports' on the Results Screen to get a PDF of the comparison report.



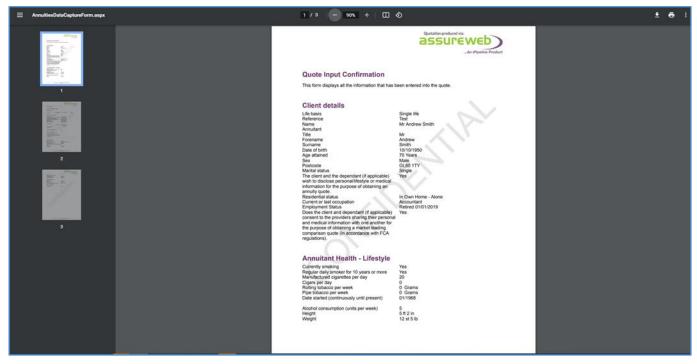
You can print or download this information in the top right-hand corner.





QUOTE INPUT CONFIRMATION

Select 'Quote Input Confirmation' on the Results Screen to display a PDF of all the information that has been entered into the quote. You can print or download this information in the top right-hand corner.

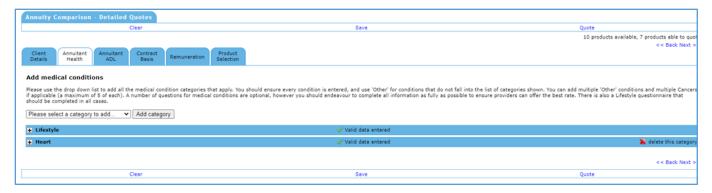


Some providers will require this to be printed and signed by the annuitant (and dependent if applicable) to confirm that the information entered is correct to proceed with the application. An insurer may also seek to obtain independent verification of this information from the client's doctor. If it is subsequently found that the questions were not answered accurately or completely then that could result in your client's income being reduced.

PART SAVE

At any point during the entry of the quote request you can Part Save. For example, if you did not have all the client medical information, you can complete what you know and save the quote request to retrieve it later from the 'Find My Quote & Apply' area.

If you are unable to complete a screen with the relevant information to successfully validate it, click 'Save' to save the quote request in its current state.





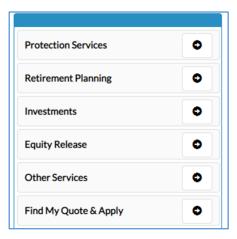


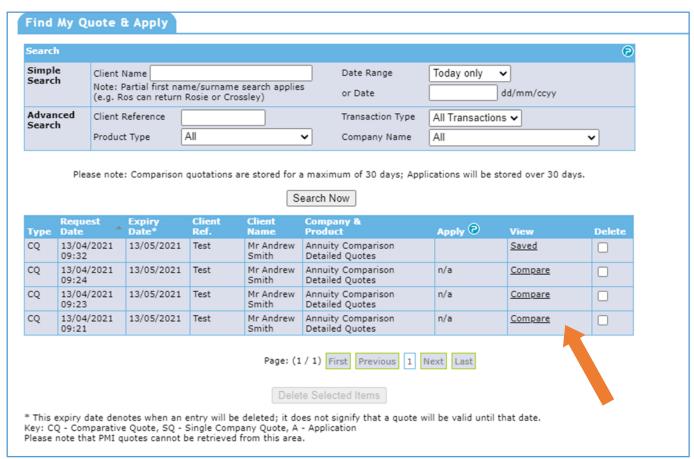
An embedded page at annuities.assureweb.co.uk says
Your comparative quote request has been saved.
You may review this quote at any time in the 'Find My Quote & Apply' area.

OK

You will receive confirmation the quote request has been saved.

You can find your saved quote or any completed quotes under 'Find My Quote & Apply' on the left-hand menu.





The quote request can be retrieved for up to 30 days from the saved or quoted date. You can access quotes by clicking on 'Saved' or 'Compare' in the 'View' column.