

# Reinsurance and Capacity Information by Carrier

**Retention** - The amount the company can retain without using reinsurance.

**Automatic Binding Limit** - The total amount the company can automatically bind without a reinsurer's prior approval or review of the file (typically retention + reinsurance amount = Auto Bind Limit).

**Jumbo Limit** -The sum of all in force coverage and pending applications with all companies. Usually includes coverage that is intended to be replaced, unless the specific company has provisions in place allowing them to exclude the amount to be replaced.

## American General

Primary Manual:

Swiss Re

Retention:

Up to \$3.5 million on term products, and up to \$10 million on UL products

Reinsurance:

Auto-bind capacity up to \$41 million for term plans, up to \$60 million for permanent plans

Jumbo limit of \$65 million

These maximum retention and reinsurance limits are generally for ages 0-70, Table D or better.

For both Retention and Automatic Reinsurance, clients aged 81+ must qualify for Standard or better to be considered.

## AXA

Primary Manual:

Gen Re

Retention and Automatic Limits - Standard or Better Risks:

Single Life Policies

Age 0-65, Retention Limit \$20 Million, Automatic Reinsurance Limit \$45 Million, Maximum Issue Limit \$65 Million

Age 66-70, Retention Limit \$20 Million, Automatic Reinsurance Limit \$45 Million, Maximum Issue Limit \$65 Million

Age 71-75, Retention Limit \$15 Million, Automatic Reinsurance Limit \$30 Million, Maximum Issue Limit \$45 Million

Age 76-80, Retention Limit \$10 Million, Automatic Reinsurance Limit \$10 Million, Maximum Issue Limit \$20 Million

Age 81-85, Retention Limit \$5 Million, Automatic Reinsurance Limit \$0, Maximum Issue Limit \$5 Million

\*\*Lower limits apply to juvenile insurance. For policies with increasing amounts, the ultimate amount per the illustration must be used for retention and automatic reinsurance calculations.

Joint Life Policies:

Age 20-70, Retention Limit \$25 Million, Automatic Reinsurance Limit \$40 Million, Maximum Issue Limit \$65 Million

Age 71-75, Retention Limit \$15 Million, Automatic Reinsurance Limit \$40 Million, Maximum Issue Limit \$55 Million

Age 76-80, Retention Limit \$10 Million, Automatic Reinsurance Limit \$20 Million, Maximum Issue Limit \$30 Million

Age 81-85, Retention Limit \$5 Million, Automatic Reinsurance Limit \$20 Million, Maximum Issue Limit \$25 Million

Age 86-90, Retention Limit \$2.5 Million, Automatic Reinsurance Limit \$0, Maximum Issue Limit \$2.5 Million

\*\*Retention for joint products is calculated by determining the retention limit for each life separately, then taking the greater of the two amounts. If one life is uninsurable, then the retention is determined based on the single life retention of the other, healthier life; however, in this case AXA's retention cannot exceed \$20 Million.

Reinsurance capacity for joint products works in a similar fashion. Automatic reinsurance capacity is calculated by determining the binding limits for each life separately, then taking the greater of the two amounts. If one life is uninsurable, then the automatic reinsurance capacity is determined based on the single life capacity for the other, healthier life.

Jumbo Limit of \$65 Million on all products, varies by age, all amounts can change at any time at carrier discretion  
For cases that exceed \$65 Million, facultative relationships exist with most major reinsurance companies  
The Jumbo Limit is defined as the total amount of insurance applied for and in force with all companies, including any coverage being replaced  
AXA uses the ultimate coverage amount for Jumbo Limit calculations for policies and applications with increasing amounts

Automatic reinsurance is available in addition to AXA's retention, without sending underwriting papers to the reinsurers.  
The maximum amount of automatic reinsurance capacity takes into account any insurance in force with AXA that may have already used automatic reinsurance capacity.

Automatic Reinsurance is Not Available:

If the risk exceeds Jumbo Limits; was shopped facultative within 3 years from the date of application; if the risk is a professional athlete, entertainer or other high-profile individual; for juvenile's insurance; if the coverage is issued under a special program or a program with limited underwriting, such as the Preferred Client Program or the Good Health Credit Program; or for other special categories such as private pilots, ratable avocations, hazardous sports or occupations, foreign risks, or Americans living abroad.

Automatic Reinsurance is not available for single life products at ages 81 and older.

Some risks where Automatic Reinsurance is not available may be sent facultative for additional capacity outside of available retention.

## Banner

Primary Manual:

Gen Re

Retention and Automatic Binding Limits:

Age 20-75, Preferred Plus through Table 4, Retention \$2 Million, Automatic Binding \$20 Million

Age 20-75, Table 5-8, Retention \$500,000, Automatic Binding \$5 Million

Age 20-75, Table 9-12, Retention \$500,000, Automatic Binding \$5 Million

Age 76-80, Preferred Plus through Table 4, Retention \$500,000, Automatic Binding \$4 Million

Age 76-80, Table 5-8, Retention \$500,000, Automatic Binding \$2 Million

Age 76-80, Table 9-12, Retention \$500,000, Automatic Binding \$1 Million

Age 81-85, Preferred Plus through Table 4, Retention \$500,000, Automatic Binding \$2 Million

Age 81-85, Table 5-8, Retention \$500,000, Automatic Binding \$0

Age 81-85, Table 9-12, Retention \$500,000, Automatic Binding \$0

Significant additional capacity is available through facultative reinsurance for cases exceeding the Automatic Binding Limit.

Jumbo Limit:

Age 20-75 \$40 Million

Age 76-85 \$30 Million

Cases in excess of jumbo limits require facultative approval by reinsurers. Case size is determined by total in force plus total amount currently applied for with all companies, including amounts to be replaced.

## Genworth

Primary Manual:

Swiss Re

Reinsurance Limits Ages 18-75 Table H (8) or better

Retention \$5 Million

Auto Bind and Retention Limits - UL Products \$40,000,000

Auto Bind and Retention Limits - Term Products \$20,000,000

Jumbo Limits - All rate classes - \$65,000,000

**Hartford**

Up to \$20 Million in Retention on permanent life products - subject to age and rating restrictions  
(Up to \$10 Million for professional athletes)

Can automatically bind reinsurance partners on cases up to the \$65 Million Jumbo Limit (including retention)

The Hartford is now owned by Prudential so any inforce or pending coverage with either carrier must be taken into consideration when calculating available retention or auto bind capacity

**John Hancock**

Primary Manual:  
Proprietary, occassionally utilize Swiss Re

Retention:  
Maximum Potential Internal Retention for Standard or Better Cases  
Term Age 18-80 \$20,000,000

Permanent:  
Age 0-70 Individual \$30 Million, Age 20-70 Survivorship \$35 Million  
Age 71-75 Individual \$25 Million, Age 71-75 Survivorship \$30 Million  
Age 76-80 Individual \$20 Million, Age 76-80 Survivorship \$25 Million  
Age 81-85 Individual \$10 Million, Age 81-85 Survivorship \$12.5 Million  
Age 86-90 Individual \$7.5 Million, Age 86-90 Survivorship \$10 Million

Automatic Binding - Standard or Better (includes retention for total potential capacity without going facultative):

Permanent Individual	Permanent Survivorship	Term
Age 0-75 \$65 Million	Age 20-80 \$65 Million	Age 18-70 \$57 Million
Age 76-80 \$60 Million	Age 81-85 \$27 Million	Age 71-75 \$51.5 Million
Age 81-85 \$25 Million	Age 86-90 \$10 Million	Age 76-80 \$42 Million
Age 86-90 \$7.5 Million		

Jumbo Limits:  
Age 0-80, All Products - Individual and Survivorship - \$65 Million  
Age 81-85, Permanent Products Only - Individual and Survivorship - \$50 Million  
Age 86-90, Permanent Products Only - Individual - N/A (limited to Retention only)  
Age 86-90, Permanent Products Only - Survivorship - \$50 Million (first life must be younger than 86 and healthy)

The Jumbo limit is the sum of all inforce coverage plus pending formal applications including ultimate amounts on John Hancock policies. \*\* Existing insurance that is being replaced will be deducted, providing a fully executed absolute assignment is received, transferring ownership to John Hancock.

Jumbo, Automatic Binding, and Retention Limits may be reduced by age, mortality assessment, for aviation risks, and juveniles. Coverage may be reduced or not available for foreign risks and sports figures.  
Applications containing Return of Premium Rider or other increasing features must satisfy John Hancock's Automatic Binding and Jumbo Limits based on ultimate death benefit amount. Underwriting requirements are based on the ultimate death benefit amount.

\*\* If the amount applied for is over the Jumbo Limit, John Hancock can offer its available retention. Additional amounts may be available through facultative reinsurance.

## Lincoln

### Primary Manual:

Swiss Re

### Retention for U.S. and Canadian Citizens:

Permanent	Term
Age 0-75 \$20 Million	Age 18-75 \$20 Million
Age 76-80 \$10 Million	Age 76-80 \$10 Million (Standard or better)

### Auto Bind Limits (includes retention for total maximum capacity without going facultative) U.S. and Canadian Citizens:

Permanent	Term
Age 0-75 \$60 Million	Age 18-75 \$60 Million (no auto bind available above Table F)
Age 76-80 \$50 Million	Age 76-80 \$50 Million (no auto bind available above Table D)
Age 81-85 \$25 Million	

### Jumbo Limits for U.S. and Canada Citizens:

Permanent	Term
Age 0-80 \$65 Million	All issue ages \$65 Million
Age 81-85 \$50 Million	

Amounts will be reduced based on rating, foreign national, high profile individuals and professional athletes.

## MetLife

### Primary Manual:

Swiss Re as a base, with proprietary updates

### Retention:

\$20 Million

### Automatic Binding Limit (includes retention for total maximum capacity without going facultative):

\$60 Million  
\$25 Million - Aviation Risks  
\$15 Million - Foreign Residents: "A" List Countries Only - not all qualify  
\$10 Million - Professional Athletes

### Jumbo Limit:

\$65 Million

All of the numbers noted above are graded down by age and underwriting class. Other restrictions may apply.

MetLife's maximum capacity when seeking facultative reinsurance is \$154 Million

## Nationwide

### Primary Manual:

Gen Re

### Automatic Binding Limits:

Individual and Survivorship Life Cases, Standard - Table C  
Age 0-24 \$25 Million  
Age 25-70 \$50 Million  
Age 71-75 \$15 Million  
Age 76-80 \$5 Million  
Age 81+ \$1 Million

### Jumbo Limits:

Individual Products	Survivorship Products
Age 0-24 \$30 Million	All Ages \$65 Million
Age 25-75 \$65 Million	
Age 76-80 \$35 Million	
Age 81+ \$15 Million	

Primary Manual:

Swiss Re

Permanent Single Life - Fully Underwritten - all Tables through Table H:

Issue Age 0-19, Retention \$12,000,000, Automatic Reinsurance \$10,000,000, Combined Limit \$22,000,000

Issue Age 20-65, Retention \$12,000,000, Automatic Reinsurance \$45,000,000, Combined Limit \$57,000,000

Issue Age 66-70, Retention \$12,000,000, Automatic Reinsurance \$32,500,000, Combined Limit \$44,500,000

Issue Age 71-75, Retention \$12,000,000, Automatic Reinsurance \$25,000,000, Combined Limit \$37,000,000

Issue Age 76-80, Retention \$6,000,000, Automatic Reinsurance \$15,000,000, Combined Limit \$21,000,000

Issue Age 81-85, Retention \$2,500,000, Automatic Reinsurance thru Table D \$5,000,000, Combined Limit \$7,500,000

Issue Age 86-90, Retention \$2,500,000, Automatic Reinsurance (standard only) none, Combined Limit \$2,500,000

Permanent Joint Survivor Life (JSL):

Issue Age 20-65, Retention \$20,000,000, Automatic Reinsurance \$45,000,000, Combined Limit \$65,000,000

Issue Age 66-70, Retention \$20,000,000, Automatic Reinsurance \$45,000,000, Combined Limit \$65,000,000

Issue Age 71-75, Retention \$20,000,000, Automatic Reinsurance \$25,000,000, Combined Limit \$45,000,000

Issue Age 76-80, Retention \$12,000,000, Automatic Reinsurance \$15,000,000, Combined Limit \$27,000,000

Issue Age 81-85\*, Retention \$5,000,000, Automatic Reinsurance thru Table D \$5,000,000, Combined Limit \$10,000,000

Issue Age 86-90\*\*, Retention \$5,000,000, Automatic Reinsurance (standard only) none, Combined Limit \$5,000,000

For JSL, if one life is uninsurable, use Permanent Single Life - Fully Underwritten limits on the healthy life to determine retention and autobinding limits.

\*For ages 81-85, Substandard Table Ratings higher than D are considered uninsurable.

\*\*For ages 86-90, Substandard Table Ratings higher than Standard are considered uninsurable.

Term (except Pacific Income Term) - all Tables through Table H:

All Term is Quota-shared, Pacific Life cannot "retain all" on any cases

Issue Age 20-65, Autobind \$45,000,000

Issue Age 66-70, Autobind \$32,500,000

Jumbo Limits:

Permanent Single Life and Survivorship, age 0-80, \$65,000,000

Permanent Single Life and Survivorship, age 81-85 through Table D, \$30,000,000

Permanent Single Life and Survivorship, age 86-90 (standard only) N/A

Term, age 20-75, \$65,000,000

For Permanent Policies: Retention and Autobind are reduced by 50% for cases involving aviation unless an Aviation Exclusion Rider (AER) is used.

AER is not available on JSL.

For Term Policies: Autobind is reduced by 50% for cases involving aviation even with an Aviation Exclusion Rider.

For all policies: Autobind is not permitted for team members, managers, and coaches in the NFL, NBA, MLB, or NHL.

For all policies: Autobind is reduced by 50% for entertainers.

Jumbo is defined as the total of all life insurance in force and applied for with all companies.

Policy Form #P10IRT. Pacific Income Term is fully retained by Pacific Life Insurance Company. Facultative reinsurance is not available.

Exceptions: An in force policy being replaced is not "counted" if it is an external replacement and Pacific Life has been provided with and has on file an absolute assignment form. An in force policy being replaced is not "counted" if it is an internal replacement for Pacific Life. There are circumstances in which replacing your client's existing life insurance or annuity can benefit your client. As a general rule, however, replacement is not in your client's best interest. You should make a careful comparison of the costs and benefits of your client's existing policy and the proposed policy to analyze how a replacement may affect your client's plan of insurance. You should provide this detailed information to your client and discuss whether replacement is in your client's best interest.

Primary Manual

Swiss Re

EVUL II, BVUL II, UL Protector

Age 0-75, through Table 6, Retention \$5 Million, Auto Bind \$50 Million, Jumbo Limit \$65 Million

Age 0-75, Table 7-10, Retention \$2.5 Million, Auto Bind \$25 Million, Jumbo Limit \$40 Million

Age 0-75, Table 11-16, Retention \$2.5 Million, Auto Bind \$10 Million, Jumbo Limit \$20 Million

Age 76-80, through Table 6, Retention \$2.5 Million, Auto Bind \$25 Million, Jumbo Limit \$40 Million  
Age 76-80, Table 7-10, Retention \$1.25 Million, Auto Bind \$6.25 Million, Jumbo Limit \$30 Million  
Age 76-80, Table 11-16, Retention \$1.25 Million, Auto Bind \$0, Jumbo Limit \$0  
Age 81-85, Std/Preferred, Retention \$1.25 Million, Auto Bind \$10 Million, Jumbo Limit \$12.5 Million  
Age 81-85, Table 2-3, Retention \$1.25 Million, Auto Bind \$5 Million, Jumbo Limit \$10 Million  
Age 81-85, Table 4-16, Retention \$0, Auto Bind \$0, Jumbo Limit \$0

Term, UL Flex, UL Flex Accum, VUL Income

Age 0-75, through Table 6, Retention \$10 Million, Auto Bind \$50 Million, Jumbo Limit \$65 Million  
Age 0-75, Table 7-10, Retention \$5 Million, Auto Bind \$25 Million, Jumbo Limit \$40 Million  
Age 0-75, Table 11-16, Retention \$5 Million, Auto Bind \$10 Million, Jumbo Limit \$20 Million  
Age 76-80, through Table 6, Retention \$5 Million, Auto Bind \$25 Million, Jumbo Limit \$40 Million  
Age 76-80, Table 7-10, Retention \$2.5 Million, Auto Bind \$6.25 Million, Jumbo Limit \$30 Million  
Age 76-80, Table 11-16, Retention \$2.5 Million, Auto Bind \$0, Jumbo Limit \$0  
Age 81-85, Std/Preferred, Retention \$2.5 Million, Auto Bind \$10 Million, Jumbo Limit \$12.5 Million  
Age 81-85, Table 2-3, Retention \$2.5 Million, Auto Bind \$5 Million, Jumbo Limit \$10 Million  
Age 81-85, Table 4-16, Retention \$0, Auto Bind \$0, Jumbo Limit \$0

SUL

Use the highest retention and auto bind limit of the two lives

Age 0-75, through Table 6, Retention \$7.5 Million, Auto Bind \$50 Million, Jumbo Limit \$65 Million  
Age 0-75, Table 7-10, Retention \$4 Million, Auto Bind \$25 Million, Jumbo Limit \$40 Million  
Age 0-75, Table 11-16, Retention \$4 Million, Auto Bind \$10 Million, Jumbo Limit \$20 Million  
Age 76-80, through Table 6, Retention \$4 Million, Auto Bind \$25 Million, Jumbo Limit \$40 Million  
Age 76-80, Table 7-10, Retention \$2.5 Million, Auto Bind \$6.25 Million, Jumbo Limit \$30 Million  
Age 76-80, Table 11-16, Retention \$2.5 Million, Auto Bind \$0, Jumbo Limit \$0  
Age 81-85, Std/Preferred, Retention \$1.25 Million, Auto Bind \$10 Million, Jumbo Limit \$12.5 Million  
Age 81-85, Table 2-3, Retention \$1.25 Million, Auto Bind \$5 Million, Jumbo Limit \$10 Million  
Age 81-85, Table 4-16, Retention \$0, Auto Bind \$0, Jumbo Limit \$0

## Protective

Primary Manual:

Swiss Re and Gen Re - attempt to use the one that is better for the particular impairment

Retention:

Maximum retention on all products includes base coverage plus life riders

Single Life Permanent and Secure T Term products:

Age 0-75, through Table 4 or \$10 Flat Extra, \$2 Million  
Age 0-75, Table 5-8 or \$10.01 to \$20 Flat Extra, \$2 Million  
Age 76-80, through Table 4 or \$10 Flat Extra, \$1 Million  
Age 76-80, Table 5-8 or \$10.01 to \$20 Flat Extra, \$500,000  
Age 81-85, through Table 4 or \$10 Flat Extra, \$500,000  
Age 81-85, Table 5-8 or \$10.01 to \$20 Flat Extra, None

Centennial Survivor G and Survivorship Term

All ages, all ratings \$2 Million

Automatic Binding Limits:

Automatic Pool Binding Limits are Inclusive of Retention

Single Life Permanent and Secure T Term products

Age 0-75, through Table 4 or \$10 Flat Extra, \$40 Million  
Age 0-75, Table 5-8 or \$10.01 to \$20 Flat Extra, \$40 Million  
Age 76-80, through Table 4 or \$10 Flat Extra, \$20 Million  
Age 76-80, Table 5-8 or \$10.01 to \$20 Flat Extra, \$10 Million  
Age 81-85, through Table 4 or \$10 Flat Extra, \$10 Million  
Age 81-85, Table 5-8 or \$10.01 to \$20 Flat Extra, None

Centennial Survivor G and Survivorship G  
Both Lives Insurable  
Ages 0-75 Std - T8 or \$0.00-\$20.00 Flat Extra: \$40MM  
Ages 76-80 Std-T4 or \$0.00-\$10.00 Flat extra: \$40MM  
Ages 76-80 T5 - T8 or \$10.01-\$20.00 Flat Extra: \$33,666,667  
Ages 81-85 Std -T 4 or \$0.00-\$10.00 Flat Extra: \$10MM  
One Life Insurable (Std-T4 or \$0.00-\$10.00 Flat Extra) and One life Uninsurable  
Ages 0-80 \$40MM  
Ages 81-85 \$10MM

Jumbo Limits:  
All Permanent Plans: Age 0-80 \$50 Million, Age 81-85 \$35 Million  
Secure T Term: All Ages \$50 Million  
Survivorship Term: Age 0-80 \$50 Million, Age 81-85 \$35 Million

## Prudential

Primary Manual  
Proprietary

Retention:  
Up to \$20 Million on fully underwritten Single-Life policies  
Up to \$20 Million on fully underwritten Second-To-Die policies

Auto Bind Limit:  
Up to \$65 Million on Most fully underwritten Single-Life & Second-To-Die Policies

For cases that exceed \$65 Million, facultative relationships exist with most major reinsurers  
Prudential has the ability to accept cases over \$100 Million due to their status as a Tier 2 SuperPool Member

Prudential has purchased The Hartford so any inforce or pending coverage with either carrier must be taken into consideration when calculating available retention or auto bind capacity

## Zurich

Primary Manual:  
Multiple based on particular case impairments

Retention:  
Up to \$20 Million

This information has been compiled for your convenience and is meant to be a general overview of each carrier's program. Every effort has been made to provide current and accurate information, however, if there is a discrepancy the carrier's published guidelines will prevail.

Last Updated 06/12/2013