

INSURANCE ON MALE ADULT LIVES

While granting insurance including previous insurance (duly rated up) the following factors of income are to be applied for determining the total cover. Income derived from capital gains and speculative income should not be taken into account.

Age Group of the proponent	Cover as a Multiple of Average of 3 years Annual income
Age up to 30 years	22 times
Age up to 40 years	17 times
Age up to 50 years	12 times
Age 51 years & above	10 times

Further, an increase in the allowable Sum Assured cited above upto a maximum of 20 % of the eligibility can be considered based on MHR (form No. 3251 – Annexures 'A' & 'B') by the Marketing Manager/ Sr. Divisional Manager of the Division, Marketing Manager / Sr. Divisional Manager should clearly state the reasons for recommending the additional Sum Assured, based on his enquiries about the social standing of the Proponent, his life style and capacity to pay to premium. The MHR would be in addition to the usual MHR by the Agent/ Development Officer/ Marketing Officials.

The underwriter before granting the cover as mentioned above, has to be satisfied about the qualification, occupation, income proof and the need of insurance of the life to be assured.

In case the underwriter is not satisfied with the income evidence given on the basis of the rules in force, then he/she may at his/ her discretion call for further income proof by way of salary certificate, income tax returns etc and thereafter give such cover over 10 times of the average income, within the above mentioned table or restrict the cover as per his/her discretion. Whenever such additional cover exceeding 10 times is given, the underwriter should record the reasons for the decision and in case further proof of income has been called for, a xerox copy of the same should be filed in the proposal document. Further at higher ages, especially at the age 55 and above, the 10 times rule should be applied with utmost care.