

MARIJUANA USAGE CHART

Underwriting Guidelines – Carrier Comparison

CARRIER/NOTES	MEDICAL USE		RECREATIONAL USE		
	Usage/Factors	Rates	Usage/Factors		Rates
AMERICAN			8x or less/month		Best Class
	APS required		9-16x/month		Table B Tobacco
GENERAL			Vaping marijuana		Standard Tobacco Rates at Best
			16x/month or more		Decline
CINCINNATI LIFE			Age 30 and older, up to 2x/month*		Standard NS
			Age 18-29, up to 8x/month Age 30 and older, 3-8x/month		Standard SM
DANNED			1-2x/year		Preferred Plus Non-Tobacco
BANNER			8x/month		Standard Plus Non-Tobacco
BRIGHTHOUSE We do not offer coverage for policies owned by a		Same rating for recreational use plus any extra rating for the actual medical condition	Use up to 4 times per week, no evidence of social or occupational impairment		Any standard and preferred class hat PI would otherwise qualify for
marijuana related business or on the lives of people employed in the marijuana industry.			Use 5 or more times per week, or evidence of social or occupational impairment		Table B and up
FORESTERS FINANCIAL			6x/week		Standard Non-Tobacco
			Ages under 25		Any use is decline
GLOBAL ATLANTIC		Only rated for the underlying case	Ages 26-30	• Occ	e use can be as good as Premier. casional use can be as good as Standard. quent use is individual consideration.
Admitted use is looked at favorably.			Ages 31+	• Fre	casional use can be as good as Premier. quent use can be as good as Standard. avy use is individual consideration.
JOHN HANCOCK		Depends on what client is being treated for	Case by case		Case by case
LINCOLN FINANCIAL	Must be in an approved state and the applicant must have a valid prescription	Ratings depend on the underlying medical condition	Assuming no prior substance abuse, no current psychiatric history and no tobacco history would offer:		
			1x monthly		Preferred Plus
			2x weekly		Preferred Non-Tobacco
			More frequent use		Standard Non-Tobacco and up
MINNESOTA LIFE	Subject and depends on the underlying medical condition	Best case Table D	12x or less/year with negative specimen		Preferred Select
			24x or less/year with negative specimen	Preferred Non-Tobacco	
			Over 24 uses/year or a pos specimen and up to 3-8x/n		
			9+/month		Individual consideration, could be declined

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MUTUAL OF OMAHA	The level of marijuana in the client's system cannot exceed 500 mg	Rate for cause (i.e. the impairment being treated). Tobacco rates may apply	Must be admitted on drug questionnaire. The level of THC in labs must be consistent with admitted use and not exceed 500 mg on results.		
			Depending on admitted use and results	Rates may vary from Standard to Table 4	
			Anything over 500 mg	May result in a decline	
			Admitted mild use can qualify, if the levels of THC are consistent with their admitted use	Non-Tobacco	
NATIONWIDE	Rating will be assessed on the underlying condition	Tobacco rates will apply	41 or older. Negative drug/ cotinine and intermittent use up to 5x monthly	Standard Non-Tobacco	
			19 or older and up to 3-4 times a week	Preferred Tobacco	
NORTH AMERICAN	Dependent on a variable of factors including the medical condition, other medications		Users under age 21 will be declined.		
			1-2x/year with no other drug or alcohol history or other concerns	Super Preferred Non-Tobacco	
			Up to 2x/month with no other drug or alcohol history or other concerns	Preferred Non-Tobacco	
			3-12x/month	Standard Non-Tobacco	
			Up to 13-24x/month with no other drug or alcohol history or other concern	Table 2	
			24x/month or more	Decline	
PRINCIPAL			A recreational user of marijuana with a maximum use of 1-2 times per month	May qualify for non-tobacco rates	
			For increased frequency and for other types of use (medicinal, non-smoked forms, etc.)	Please contact your home office underwriter for details	
PROTECTIVE			2x/month	Standard Tobacco	
			3-8x/month	Table 3 Tobacco	
			9-16x/month	Decline	

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PRUDENTIAL		Rating will be assessed on the underlying condition	Ages under 20	Any use is decline	
			Ages over 21, with admission, w/ or w/o THC:		
			3x/wk	Nonsmoker Plus	
			4-6x/wk	Table B	
			More than 7x/wk	Decline	
			Ages over 21, without admission:		
			Positive THC in urine	Decline	
SECURIAN			up to 3x/month	Preferred and Preferred Select	
			up to 12x/month	Preferred	
			more than 16 days/month	Standard to Table B Tobacco	
SYMETRA Upfront admission is more favorable. Vaping – nicotine rating. Nonsmoker and negative nicotine – non-nicotine rates.	Medical records needed.	Offer based on history requiring marijuana prescription.	Age 19-25	At best Standard	
			Users over age 26:		
			Occasional use – 2x/month	Preferred	
			3-8x/month	Standard	
			9-16x/month	Table B, Nicotine	
			More, daily use	Table 4, Nicotine	
TRANSAMERICA APS is required if medicinal; looks better if client admits usage if recreational.	Case by Case	Std; Smoker & Non-Smoker (depending on ingestion)	Case by case	Standard to Table B	
			4x or more weekly	Decline	

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