

[Draft of November 16, 2022]

Template Letter to Insurance Broker Re: Effect of All-Cause Mortality Increase

**[Name of Author(s)]
[Address(s)]
[E-mail Address(es)]
[Telephone #(s)]**

[Date]

**My Insurance Broker
Insurance Brokers, Inc.
1234 Country Lane
City, State Zip Code**

Re: Jane and Jim Doe
Insurance Carrier, Inc. [Term/Whole Life/Disability/Other] Insurance Policy
Policy No. _____

Dear _____:

[I/We] are writing to ask your advice regarding our insurance policies issued by **[Insurance Carrier, Inc.]** in light of the reports of increased group life insurance policy claims as reported by major U.S. insurance companies, including Lincoln Financial (see “Sources” below).

As **[I/we]** understand the reported data, an increase in all-cause mortality of non-disabled employees of working age occurred after the height of the “pandemic,” when COVID-related claims would be expected to have occurred, but after the administration of COVID vaccines began.

It seems to **[us/me]** that a continued decrease in life expectancy is likely to have an effect on insurance industry profits, reserves, and credit ratings. The prospect of current and future increases in death claims, whether due to COVID boosters, delayed effects from both the original vaccines and boosters, or as a result of other government policies and mandates may not bode well for policyholders.

[Insert specific information about the particular situation and what the author's individual fears or concerns are, e.g., how old the policy is, what situation is intended to be covered, etc.]

In light of this information, **[I/we]** would like your insight into the following questions:

- (1) How has the increase in group life insurance claims affected the creditworthiness of life insurance companies generally and of **[Insurance Carrier, Inc.]** in particular?
- (2) Should **[I/we]** be concerned about the ability of **[Insurance Carrier, Inc.]** to fulfill its obligations in the above policy[ies]?
- (3) Should **[I/we]** consider **[cashing out/terminating]** the above policy[ies] and, if so, what

- alternative arrangements can be made to provide coverage?
- (4) What would happen if **[Insurance Carrier, Inc.]** were to declare bankruptcy? Would losses (i.e., claims that the company could not pay) be covered by any state insurance guaranty fund in **[state]**? Could any such state insurance guaranty fund become unable to make good on insurance claims if deaths continue to rise above some level? If so, what level?
 - (5) Are there any changes to the terms of **[my/our]** policy**[ies]** that you would expect, or have heard contemplated by **[Insurance Carrier, Inc.]** or other insurance carriers of which you are aware, in order to stem the losses from the increase in all-cause mortality? For example, might there be new exclusions in the offing that could impact my policy?
 - (6) Should **[I/we]** expect that premiums on the above policies will increase? If so, by how much?
 - (7) Do you expect that the terms and premiums of new life and disability insurance policies will be affected by the changes in recent claims experiences?
 - (8) Have you heard of any efforts by **[Insurance Carrier, Inc.]** or other insurance carriers to limit claims related to the factors increasing all-cause mortality?
 - (9) What is your general assessment of the outlook for the life and disability insurance industry if mortality in all age groups continues to rise to unexpected levels? What do you recommend that your clients do to protect themselves from loss and/or excessive increases in premiums?

[I/we] would like to make an appointment to meet with you in order to discuss **[my/our]** concerns and your answers to these questions and to determine what changes **[I/we]** should make, if any. Please call to let **[me/us]** know a convenient time for such a meeting and any other information you can share to help **[me/us]** prepare.

Thank you for your consideration.

Very truly yours,

Jane and Jim Doe

Sources

ZeroHedge.com:

“Long Funeral Homes, Short Life Insurers? Ex-Blackrock Fund Manager Discovers Disturbing Trends In Mortality” (2/5/22) <https://www.zerohedge.com/covid-19/long-funeral-homes-short-life-insurers-ex-blackrock-fund-manager-discovers-some-disturbing>

*...OneAmerica insurance company CEO Scott Davison revealed that they had witnessed **'the highest death rates in the history of this business** - not just at OneAmerica' with a jump of **'40% over what they were pre-pandemic.'** Interestingly, Davison noted that the majority of deaths are not classified as due to Covid-19.*

“Mortality Among White Collar Workers Jumped 24 Percent Between 2020 And 2021, Life Insurance Data Show” (5/18/22) <https://www.zerohedge.com/medical/mortality-among-white-collar-workers-jumped-24-percent-between-2020-and-2021-life-insurance>

As The Epoch Times [previously reported](#), prime-age mortality was particularly elevated in the 12 months ending October 2021, where there was an excess death spike of more than 40 percent in ages ranging 18–49, compared with the same period in 2018–2019, based on [death certificate data](#) from the Centers for Disease Control and Prevention (CDC). The majority of the excess deaths weren't attributed to COVID-19.

Epoch Times

“Adults Aged 35–44 Died at Twice the Expected Rate Last Summer, Life Insurance Data Suggests” (9/6/22) https://www.theepochtimes.com/adults-aged-35-44-died-at-twice-the-expected-rate-last-summer-life-insurance-data-suggests_4711510.html

Death claims for working-age adults under group [life insurance](#) policies spiked well beyond expected levels last summer and fall, according to data from 20 of the top 21 life insurance companies in the United States.

Death claims for adults aged 35 to 44 were 100 percent higher than expected in July, August, and September 2021, according to a report by the Society of Actuaries, which analyzed 2.3 million death claims submitted to life insurance firms.

SOA Research Institute

Group Life COVID-19 Mortality Survey Report, SOA Research Institute (August 2022)
<https://www.documentcloud.org/documents/22275411-group-life-covid-19-mortality-03-2022-report>

Lincoln Financial

Third Quarter 2022 Earnings Results

<https://www.lincolnfinancial.com/public/aboutus/investorrelations/eventsandwebcasts/3q2022earnings>

Lincoln Financial talks up rebuilding plan amid \$2.6B loss (11/3/22)

<https://insurancenewsnet.com/innarticle/lincoln-financial-talks-up-rebuilding-plan-amid-3q-earnings-struggle>