



STRATEGIC UNDERWRITING PARTNERSHIP

Your RGA Key Contacts

PRIMARY CONTACT



Aaron Baack
Executive Director, Underwriting



Catie Muccigrosso
VP, Chief Underwriter



Matt Overman
Sr. Underwriting Consultant



Steve Hendricks
Sr. Underwriting Consultant



Evan Kanellopoulos
Sr. Underwriting Consultant

aaron.baack@rgare.com

(636) 736-3747

cmuccigrosso@rgare.com

(636) 736-7257

matthew.overman@rgare.com

(636) 736-7110

stephen.hendricks@rgare.com

(636) 736-1826

evan.kanellopoulos@rgare.com

(636) 736-3164

Case Workflow



Libra sends case along with requirements received to RGA



RGA underwriting enter cases into internal platform



RGA underwriting reviews cases and makes a decision



RGA platform sends decision to Libra



Carrier sends acceptance notification to RGA

Participating Carriers

Cincinnati Life
Columbus Life
Mass Mutual

National Life
Nationwide¹
Principal²

Protective²
Prudential³
Securian

Security Mutual

¹ - Will consider adding own internal retention to increase maximum face amount for program cases.

² - Accepting permanent products only - **NO TERM.**

³ - **TERM ONLY** for face amounts between \$3,000,001 - \$10,000,000.

Case Parameters

Success of this program is contingent on good placement – Let's approach cases with that lens!

Face Amount:
Minimum: \$500k,
Maximum \$10M

Focus on cases within RGA's retention

Minimize cases previously shopped facultatively

Focus on cases seeking most competitive offer vs requiring an exception to place

If an offer has already been accepted, the case is not eligible for the program

Target cases that have a legitimate chance of placing. Program is not meant to be a last resort for challenging and difficult cases.

If application is a last requirement, then that capacity may possibly be taken by another carrier with a formal application.

Providing all in-force, applied for, replacement, and ultimate total line information is vitally important.

Send cases to: ➔ facrequests@rgare.com