

Effective: 11/17/14

States – All except CA and VT

Contact: If you have any questions about these changes, please contact your Genworth Representative

On November 17, Genworth will launch an enhancement to the integration between **Quote It!** and **eValuate™**, which will allow users to pass a client's general information, such as gender and age, from Quote It! into eValuate. The enhancement will create a seamless transfer of information which will save time and eliminate potential errors that could occur from manually transferring information between the two programs.

Genworth's newest underwriting tool, eValuate, helps determine the underwriting category when generating a long term care insurance quote for your clients. Once in eValuate, producers can assess clients for potential underwriting categories for Privileged Choice® Flex 3. eValuate's interface provides underwriting results as you go through built-in prescreening questions. At the end of the survey, eValuate generates a tentative underwriting class, which can now transfer into Quote It!.

Additionally, the integration for Quote It! and eValuate will also be in the LTC Quick Request tool. There will be easy access directly to eValuate in LTC Quick Request so that you can qualify your clients prior to submitting a Quick Request ticket.

Visit Quote It! now to test how the new tool can improve underwriting accuracy, which can lead to more placed business.

If you are running quotes in HI, IN, MD, and NY, you can use eValuate to help you determine underwriting categories. However, you will need to manually transfer the information between Quote It! and eValuate.

Genworth companies include:

Genworth Life Insurance Company, Richmond, VA

Genworth Life Insurance Company of New York, New York, NY

Only Genworth Life Insurance Company of New York is admitted in and conducts business in New York.

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