

## Ethics Awareness Month 2007

### Case Study #3 – A Better Rate

You are applying for Long Term Care Insurance on December 7. The agent asks you birthday which is Nov. 4, 1947 making you 59 years old for rating purposes. Your agent says, if the birthday is within 30 days of the application date (so no earlier than Nov. 8), agent can use prior year (58) for rating purposes. Agent says, here's what I'll do since you're so close to the cutoff. I don't send my applications in until the end of week, we'll just date everything December 4 and we'll be OK.

1. *Do you sign the documents with the actual date of application December 7, or do you take advantage of the agent's offer and date everything December 4?*
2. *What if there isn't an agent sitting there and you are completing the application to put in the mail? What date would you use?*

*In discussing this situation, remember to look at Handout #2 "Ethical Decision Making", especially questions 1.C, 3.A, 3.D, 4.B and 4.D.*