



Rx FOR SUCCESS

Lymphoma

Lymphomas are a heterogeneous group of cancers of the immune/lymph system. They are usually divided into Hodgkin’s disease and Non-Hodgkin’s lymphomas.

Hodgkin’s Disease

Prognosis depends on many factors, but the most important is the stage of the disease at the time of diagnosis. Hodgkin’s disease is staged as follows:

| | |
|-----------|--------------------------------------------------------------------------------------------------------|
| Stage I | Involvement of a single lymph node region or organ |
| Stage II | Involvement of two or more regions on the same side of the diaphragm |
| Stage III | Disease on both sides of the diaphragm involving lymph nodes and localized involvement of other organs |
| Stage IV | Diffuse or disseminated involvement of one or more extra-lymphatic organs such as bone marrow |

Each stage is further divided into two groups. Type A is asymptomatic and has a better prognosis. The presence of Type B symptoms (fever, weight loss, and/or night sweats) in Hodgkin’s lymphoma is unfavorable.

UNDERWRITING CONSIDERATION

In complete remission and following cessation of therapy:

| | POSTPONE ADDITIONAL | THEN ENTER TUMOR TABLE |
|-----------|---------------------|----------------------------|
| Stage I* | 1 year | C, first year plus Table B |
| Stage II* | 1 year | B, first year plus Table B |
| Stage III | 1 year | A, first year plus Table B |
| Stage IV | 3 years | A, first year plus Table B |

* For Stage I or II, those with “bulky” (i.e., tumor > 7.5 cm) mediastinal chest disease or those with Type B symptoms present at diagnosis will be rated as Stage III.

| | | |
|------------------------------------------------------------------|--------------------------------------------------------------------|--------------------------|
| Recurrences | 0-10 years | Usually decline |
| | After 10 years | Individual consideration |
| Treated with bone marrow transplant or stem cell transplantation | Postpone for 5 years, then IC if stable and no evidence of disease | |

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Non-Hodgkin’s Lymphoma

Non-Hodgkin’s Lymphoma (NHL) is much less predictable than Hodgkin’s disease and has a far greater likelihood of spreading to extranodal sites. Staging is similar to that of Hodgkin’s disease, but most cases are already in an advanced stage of disease when diagnosed. There are several grades of disease: low grade, intermediate, or high grade. Low grade NHL progresses slowly but often is in an advanced stage when diagnosed and many will relapse after treatment. Intermediate and high grades of NHL have more rapid growth but are more likely to respond to chemotherapy.

UNDERWRITING CONSIDERATION

| | |
|----------------------------------|--------------------------|
| Low grade Non-Hodgkin’s lymphoma | Individual consideration |
|----------------------------------|--------------------------|

Intermediate or High grade Non-Hodgkin’s lymphoma in complete remission following cessation of therapy:

UNDERWRITING CONSIDERATION

| | POSTPONE ADDITIONAL | THEN ENTER TUMOR TABLE |
|---------------|---------------------|-----------------------------|
| Stage I | 3 year | C*, first year plus Table B |
| Stage II | 3 year | B*, first year plus Table B |
| Stage III, IV | 3 year | A*, first year plus Table B |

* If more than one of the following adverse risk factors are known to have been present at the time of diagnosis, PP 5 years, then individual consideration:

- ▶ Elevated LDH (blood test)
- ▶ Advanced stage (III or IV)
- ▶ More than 1 extranodal site involved
- ▶ Poor performance status (symptomatic at time of diagnosis such that bedridden at least part of the day)

| | | |
|------------------------------------------------------------------|--------------------------------------------------------------------|--------------------------|
| Recurrences | 0-10 years | Usually decline |
| | After 10 years | Individual consideration |
| Treated with bone marrow transplant or stem cell transplantation | Postpone for 5 years, then IC if stable and no evidence of disease | |

The next page shows our malignant tumor rating schedule (Tumor Table A-D). In addition to the temporary extra’s applied in the tumor tables, there is a permanent Table B applied to lymphomas for 20 years.

MALIGNANT TUMOR RATING SCHEDULE

| | A | B | C | D |
|-----------------|--------|--------|----------|-------|
| Within 1st year | R | R | R | \$5x3 |
| 2nd year | R | R | \$7.50x5 | \$5x2 |
| 3rd year | R | \$10x6 | \$7.50x4 | \$5x1 |
| 4th year | \$15x6 | \$10x5 | \$7.50x3 | 0 |
| 5th year | \$15x5 | \$10x4 | \$7.50x2 | 0 |
| 6th year | \$15x4 | \$10x3 | \$7.50x1 | 0 |
| 7th year | \$15x3 | \$10x2 | 0 | 0 |
| 8th year | \$15x2 | \$10x1 | 0 | 0 |
| 9th year | \$15x1 | 0 | 0 | 0 |

For example, Stage I Hodgkin's disease in the third year following completion of treatment with no current evidence of disease would be rated under Tumor Table C, second year (due to additional 1 year postponement): Table B + \$7.50x5.

To get an idea of how a client with Lymphoma would be viewed in the underwriting process, use the Ask "Rx"pert Underwriter on the next page for an informal quote.

Ask "Rx"pert Underwriter (Ask Our Expert)

After reading the *Rx for Success* on Lymphoma, use this form to Ask "Rx"pert Underwriter for an informal quote.

Producer _____ Phone _____ Fax _____
 Client _____ Age/DOB _____ Sex _____

If your client is known to have a history of Lymphoma, please answer the following:

1. Please list date of first diagnosis.

2. Please indicate the type of Lymphoma.

- Hodgkin Lymphoma
 Non-Hodgkin Lymphoma low grade
 Non-Hodgkin Lymphoma intermediate-grade
 Non-Hodgkin Lymphoma high grade

3. What was the staging at the time of diagnosis?

- Stage I Stage II Stage III Stage IV

4. Please note if any of the following were present at time of diagnosis (check all that apply).

- Type B symptoms (fever, weight loss and/or night sweats)
 Large mediastinal (chest) disease (tumor > 7.5 cm)
 Elevated LDH (blood test)
 More than 1 extranodal site involved

5. What treatment did your client receive? (check all that apply).

- Chemotherapy Radiation Surgery

Please note date of last treatment: _____

6. Is your client on any other medications?

- Yes. Please give details. _____
 No

7. Has your client smoked cigarettes in the last 12 months?

- Yes
 No

8. Does your client have any other major health problems (e.g., cancer, etc.)?

- Yes. Please give details. _____
 No