Ethos Life Insurance FAQ: What Families Need to Know

A one page reference for the kitchen table conversation. Verified August 2026.

What You Get

- No medical exam for coverage up to $3 million.
- 95 percent of applicants get a decision the same day.
- A free will, living trust, power of attorney and healthcare directive with every policy.
- 30 day money back guarantee, then cancel anytime with no fee.

Is Ethos legitimate, and who actually pays the claim?

Yes. Ethos is a licensed insurance producer, not the insurer. Your policy is issued by Banner Life, Ameritas, Protective, TruStage, Mutual of Omaha or John Hancock, all rated A or better, and that carrier pays your family. Write the carrier name down where they will find it.

Do I need a medical exam?

Most applicants do not. Ethos reads your health profile from medical records, prescription databases and MIB Group data instead of sending a nurse. A soft credit check runs and does not affect your score. Larger amounts or certain health histories can trigger a request for more information.

Who can apply?

Term life runs ages 20 to 65, from $25,000 to $3 million. Guaranteed issue whole life runs ages 45 to 85, from $2,000 to $25,000, with no health questions. Over 65 and wanting term coverage? Our review page lists vetted alternatives that still write it.

Is Ethos available in my state?

Ethos sells in 49 states and Washington D.C. It does not sell in New York, and there is no workaround. The bundled will and trust are also unavailable in Alaska, Louisiana, South Dakota and Washington, even though the insurance itself works there.

Is there a waiting period?

On guaranteed issue whole life, yes, and it matters. For the first two to three years a passing from natural causes refunds your premiums rather than paying the face amount. Accidental death is covered from day one. If someone is already seriously ill, this policy will likely not pay.

What will it cost, and can we change our minds?

Your first quote is an estimate; underwriting sets the final rate, which can come back higher. That is true at every no exam insurer. Current pricing lives on our review page below so this sheet never goes stale. Cancel inside 30 days for a full refund.

What will my family actually have to do?

They file with the carrier that issued the policy, not with Ethos. Tell them the carrier name and where the paperwork lives, because a policy nobody knows about is a policy nobody collects. Order more certified death certificates than you expect to need. The benefit pays as a lump sum, untaxed as income.

Scan to see your real rate in about ten minutes.

Or read the full review, including who should choose a different provider:

https://memorialmerits.com/ethos-term-life-insurance-no-exam-instant-approval/

Sanctuary, not sales floor.