

Why offer Galleri[®] to your clients?



Improve policy retention

94% of **policyholders** say they are more likely to retain a life insurance policy if Galleri is offered¹



Policyholders and prospects value the Galleri test

82% of **individuals** have an overall positive impression of Galleri¹



Cancer has a substantial impact on the life insurance industry

In the insured population ages 45–74, **cancer is the most common cause of death**^{2,3}

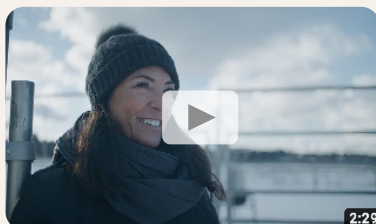


A game-changing benefit that builds brand awareness and sets your firm apart

Offering Galleri was **5x as influential** as the policy being recommended by friends & family¹

527 US adults ages 45 to 75 were surveyed. 10% of respondents had an income of less than 50K, 31% had an income between 50K and 100K, and 57% had an income of over 100K. Questions asked included (but were not limited to) reaction to Galleri, likelihood of asking for further information on Galleri, and approach to discussing Galleri with HCPs.

Resources 



> Life Insurance Channel Resource Page

Talking to Clients About Galleri

Why would my insurance company or financial professional want to offer Galleri?

The Galleri test detects a signal shared by cancers that are not commonly screened for today. Additionally, when there is early diagnosis there are often more treatment options that can be considered. This test is to be used in conjunction with other cancer screening options, not replace them.

I'm worried about confidentiality. Will my life insurance company receive my test results?

No one except for you, the prescribing telemedicine provider, and your primary care physician, if you elect it, will receive the results and discuss them with you.

The Galleri test is not used for any underwriting purposes, per the GRAIL contract with insurance carriers and your premiums will neither increase, nor decrease as a result of the Galleri test.

What is the process to order Galleri?



>Video: How to take the Galleri test via telemedicine



Order the test

An independent telemedicine provider will order the test



Blood Draw

Schedule your blood draw with an in-lab partner or location of your preference.



Test results

The test results will be ready in about 2 weeks after the specimen is received by the GRAIL laboratory.

Ready to offer Galleri to your clients?

Let GRAIL handle your firm's marketing or use our resources to deploy on your own

1. **Choose your communication method:** GRAIL can deploy campaigns on your behalf
2. **Choose your marketing materials:** GRAIL offers a variety of customizable Galleri assets
3. **Support:** the GRAIL team is here to help no matter the path you take

Contact Info

For marketing and distribution support, please reach out to lifedistribution@grailbio.com

For client questions, including help ordering the Galleri test, please reach out to customerservice@grailbio.com or 833-694-2553.

Important Safety Information

The Galleri test is recommended for use in adults with an elevated risk for cancer, such as those aged 50 or older. The Galleri test does not detect all cancers and should be used in addition to routine cancer screening tests recommended by a healthcare provider. Galleri is intended to detect cancer signals and predict where in the body the cancer signal is located. Use of Galleri is not recommended in individuals who are pregnant, 21 years old or younger, or undergoing active cancer treatment. Results should be interpreted by a healthcare provider in the context of medical history, clinical signs and symptoms. A test result of "No Cancer Signal Detected" does not rule out cancer. A test result of "Cancer Signal Detected" requires confirmatory diagnostic evaluation by medically established procedures (e.g. imaging) to confirm cancer. If cancer is not confirmed with further testing, it could mean that cancer is not present or testing was insufficient to detect cancer, including due to the cancer being located in a different part of the body. False-positive (a cancer signal detected when cancer is not present) and false-negative (a cancer signal not detected when cancer is present) test results do occur. **Rx only.**

Laboratory / Test Information

GRAIL's clinical laboratory is certified under the Clinical Laboratory Improvement Amendments of 1988 (CLIA) and accredited by the College of American Pathologists (CAP). The Galleri test was developed, and its performance characteristics were determined by GRAIL. The Galleri test has not been cleared or approved by the Food and Drug Administration. GRAIL's clinical laboratory is regulated under CLIA to perform high-complexity testing. The Galleri test is intended for clinical purposes.