

# ASSURANT (American Memorial Life) Quick Reference Tips

## American Memorial (assurant) application

Min face: \$3000  
 Max face: \$25000  
 Age range 0-85

### Filling Out Application

Fill out red highlighted boxes with your signature/agent number/etc. Make copy after filling out red highlighted boxes.  
 Always make a duplicate copy of file **BEFORE** filling out application with client info  
 Retitle file with clients first and last name  
 Fill out yellow highlighted boxes with client info  
 We will use this company for level and modified benefit  
 If all health questions in part A & B are no then insured is eligible for level coverage.  
 If any question in part B is yes then insured is eligible for modified coverage (return of premium plus 10% interest first 2 yrs).  
 Questions in section 5 and the agents statement answers for replacement need to match.  
 If "yes" to existing insurance question, a replacement form needs to be filled out **even if no replacement is occurring**  
 When filling out replacement page, you only need to fill out replaced insurance company **IF you are replacing**

### How to Quote with Cardinal Quoting App (make sure it says "assurant")

#### Level

Underwriting Type: Full  
 Product Type: Level

#### AMERICAN MEMORIAL LIFE IN...

Assurant  
 Premium: \$46.53/mo\*  
 Face Value: \$10,000.00  
 Annual Fee: \$30.00

#### Modified

Underwriting Type: Full  
 Product Type: Return of Premium

#### Pre-Qualify Height and Weight Chart

It is important to keep the height and weight consistent with the actual height and weight of the proposed insured on both the paper application and the personal health interview.  
 Minimum and maximum weights are subject to change.  
 If the proposed insured exceeds maximum weight, it is a decline.  
 If the proposed insured is below the minimum weight, it is a decline.

Height	Min. Weight (lbs)			Max. Weight (lbs)			
	Unisex	Unisex	Unisex	Unisex	Unisex	Unisex	
4'8"	74	182	194	5'9"	112	281	294
4'9"	76	177	201	5'10"	115	289	303
4'10"	79	198	208	5'11"	118	297	311
4'11"	82	205	215	6'0"	122	305	320
5'0"	84	212	222	6'1"	125	314	329
5'1"	87	219	230	6'2"	129	323	338
5'2"	90	226	237	6'3"	132	332	348
5'3"	93	234	246	6'4"	136	342	357
5'4"	96	241	253	6'5"	139	349	366
5'5"	99	249	261	6'6"	143	359	376
5'6"	102	257	269	6'7"	146	368	386
5'7"	105	264	277	6'8"	150	377	395
5'8"	109	272	286	6'9"	154	387	405

### AML interview process

- Phone interview number 888-842-2266
- interviewer will ask for agent number, and form number at the bottom of app.
- IMPORTANT!! Interviewer will ask you if client has seen the fraud statement at top of app, inform client of fraud statement!!!
- IMPORTANT!! Interviewer will ask you if you have completed the application with client, say yes!!!!!!
- IMPORTANT!! Interviewer will ask your client every question on the app word for word.
- IMPORTANT!! Interviewer will asked detailed questions about medications, make sure the client is prepped for medication questions and knows what to say when asked why they are taking each medication.
- \*note this company is best option for heart issues within 12 months and are eligible for modified.
- \*Question 2.A if client has had COPD for more than 36 months and no nebulizer, no oxygen, and no COPD symptoms (bronchitis/emphysema issues in last 36 month) client can get level 1st day coverage. Explain this to interviewer but mark no on the app to this question.

### How to Submit App

**Delete instruction page before submitting**  
 Email completed application to fmoefax@assurant.com  
 Fax: 605-719-0610  
 Can also use the CSB Submission link: <https://www.cognitofrms.com/Access15/cardinalseniorenbenefitsapplicationsubmissionform>

### After Submitting

Moving file from "Applications" folder to "Client" folder  
 Log client into Senior Agent Tools

**For agent forms, supplies, and general tools:**  
**Assurantfinalneed.com**

**Username is your agent #**

# Application for Life Insurance

American Memorial Life Insurance Company  
P.O. Box 2730 • Rapid City, SD 57709

Proposed Insured: \_\_\_\_\_

HOME OFFICE USE ONLY # \_\_\_\_\_

It is unlawful to knowingly provide false, incomplete, or misleading facts or information to an insurance company for the purpose of defrauding or attempting to defraud the company. Penalties may include imprisonment, fines, denial of insurance, and civil damages. Any insurance company or agent of an insurance company who knowingly provides false, incomplete, or misleading facts or information to a policy holder or claimant with regard to settlement or award payable from insurance proceeds shall be reported to the Colorado Division of Insurance within the Department of Regulatory Agencies.

## 1. Proposed Insured

\_\_\_\_\_  
First Middle Initial Last

Address: \_\_\_\_\_  
Street

\_\_\_\_\_  
City State Zip

Telephone Number: (Home) \_\_\_\_\_ (Cell) \_\_\_\_\_

Date of Birth: \_\_\_\_\_ Current Age: \_\_\_\_\_ State of Birth: \_\_\_\_\_

SSN#: \_\_\_\_\_  Male  Female Height: \_\_\_\_\_ Weight: \_\_\_\_\_

Drivers License Number: \_\_\_\_\_ State: \_\_\_\_\_

U.S. citizen?  Yes  No If not, do you have an immigration card?  Yes  No Card #: \_\_\_\_\_

Have you applied for life insurance with any other insurance company in the last two years?  Yes  No

## 2. Owner Information (If different from Proposed Insured)

\_\_\_\_\_  
First Middle Initial Last

Address: \_\_\_\_\_  
Street

\_\_\_\_\_  
City State Zip

Telephone Number: (Home) \_\_\_\_\_ (Cell) \_\_\_\_\_

SSN#: \_\_\_\_\_ Relationship to Proposed Insured: \_\_\_\_\_

## 3. Primary Beneficiary

Full Name: \_\_\_\_\_

Relationship to Proposed Insured: \_\_\_\_\_

## 4. Contingent Beneficiary

Full Name: \_\_\_\_\_

Relationship to Proposed Insured: \_\_\_\_\_

## 5. Policy Information:

Face Amount: \$ \_\_\_\_\_ Premium: \$ \_\_\_\_\_ Effective Date: \_\_\_\_\_

Plan:  Level Benefit Whole Life  Modified Benefit Whole Life

Has the Proposed Insured used nicotine based products in the past 12 months?  Yes  No

Replacement: Do you have any existing life insurance policies or annuity contracts?  Yes  No

If yes, give name and address of existing insurer & policy number, if available: \_\_\_\_\_

Policy Mailing:  Agent  Owner

## 6. Health Questions

**Part A Questions:** If Proposed Insured answers “YES” to any question in Part A or does not meet the height and weight requirements, he/she is not eligible for coverage. If all questions are answered “NO” in Part A, proceed to Part B and answer questions. If all questions are answered “NO” in Parts A and B and the Proposed Insured meets the height and weight requirements, he/she will be considered for the Level Benefit Whole Life Plan.

YES NO

1.   Do you have any impairment, whether physical or mental, for which you need or receive assistance or supervision in performing normal activities of daily living such as bathing, toileting, eating, dressing, taking medications, or moving without any type of physical assistance, or are you currently hospitalized, confined to a bed or nursing facility, receiving hospice care, or do you require oxygen to assist in breathing?
2. Have you ever:
  - a.   Had, or been medically advised to have, an internal organ transplant, or been diagnosed as having a terminal medical condition that is expected to result in death within the next 12 months?
  - b.   Taken insulin by injection or other method prior to age 45 or been medically diagnosed, taken medication for, been treated or been advised to have treatment for chronic kidney disease, dialysis, kidney or liver failure, cirrhosis, liver disease, congestive heart failure (CHF), cardiomyopathy, organic brain syndrome, Alzheimer’s, dementia, or Lou Gehrig’s disease (ALS)?
  - c.   Been diagnosed by a medical professional as having, or been medically treated or been advised to have treatment for acquired immune deficiency syndrome (AIDS), AIDS related complex (ARC), or any immune deficiency related disorder or tested positive for the human immunodeficiency virus (HIV)?
  - d.   Had more than one occurrence of any cancer or any metastasis in your lifetime (excluding Basal or Squamous cell skin cancer), or are you currently being treated or been advised to have treatment for cancer or recurrence of cancer or had an amputation caused by cancer?
  - e.   Been diagnosed with neuromuscular or brain disease (including cerebral palsy, muscular dystrophy, multiple sclerosis, cystic fibrosis), systemic lupus (SLE) or paralysis of two or more extremities?
3. Within the past 24 months have you been medically diagnosed as having, been treated or been advised to have treatment for, taken medication for or been hospitalized for:
  - a.   Internal cancer, leukemia, lymphoma, melanoma, Hodgkin’s disease or Parkinson’s disease?
  - b.   Insulin shock, diabetic coma, or diabetic complications (including neuropathy, retinopathy, or amputation)?

**Part B Questions:** If the Proposed Insured answers “YES” to any question in Part B, he/she will be considered for the Modified Benefit Whole Life Plan only.

1.   Within the past 24 months have you been medically diagnosed as having, been treated or been advised to have treatment for, or been hospitalized for stroke, transient ischemic attack (TIA), angina, coronary artery disease, heart attack, heart or vascular surgery (including coronary artery bypass, pacemaker, heart valve replacement, abdominal aortic aneurysm, angioplasty, stent placement) or any procedure to improve circulation to the legs, heart or brain?
2. Within the past 36 months have you:
  - a.   Been medically diagnosed as having, been treated or been advised to have treatment for, or been hospitalized for schizophrenia, bipolar disorder, or alcohol or drug abuse, chronic obstructive pulmonary or lung disease (COPD), emphysema, or chronic bronchitis?
  - b.   Been confined three or more times to a hospital, nursing facility, convalescent care facility or mental facility?
  - c.   Been declined or postponed for life or health insurance or attempted suicide?

Current Physician and Address: \_\_\_\_\_

Are you taking any medication for any impairments listed in the above Health Questions?  Yes  No

Proposed Insured: \_\_\_\_\_

**Conditions Relating to the Application:** I have read the questions and answers in all parts of this Application. I agree that they are complete and true to the best of my knowledge and belief. I agree that this Application and any supplement to the Application, if required, shall be attached to and form a part of any policy issued.

**Acknowledgement:** I have read and understand the Conditions Relating to the Application, the Medical Authorization information, and this Acknowledgement. I acknowledge receipt and review of the Notice to the Applicant and (where required by law) a Buyer's Guide and any other required preliminary cost information.

I understand and agree that no insurance agent has the authority to waive an answer to any question in the Application, pass on insurability, make or alter any contract, or waive any of the Company's rights or requirements. I understand that I (or my authorized representative) may receive a copy of this Application. I understand and agree that any policy applied for shall not take effect (except as provided in the Conditional Premium Receipt bearing the same name as this Application) unless and until

- (a) the Company has received and approved this Application for insurance;
- (b) the Company has issued a policy based upon this Application;
- (c) the policy has been issued and delivered and the first full premium has been paid and accepted by the Company during the lifetime and condition of health of the Proposed Insured as stated in this Application;
- (d) the Company has drafted the designated account for the first premium; and
- (e) the person to be insured remains alive at the time the premium payment is honored.

**SIGNATURES:**

Proposed Insured Signature \_\_\_\_\_ Date \_\_\_\_\_

Owner Signature \_\_\_\_\_ Date \_\_\_\_\_  
(If different from Proposed Insured)

Witness or Licensed Agent Signature \_\_\_\_\_ Date \_\_\_\_\_

Signed at: \_\_\_\_\_  
City State

**Agent's Statement** - I certify that the owner, proposed insured, or any person or entity is not being paid cash or promised services as an inducement to enter into this insurance transaction and that this insurance transaction will not be sold or assigned for any type of viatical settlement, senior settlement, life settlement, or any other secondary market.

Did you see the Proposed Insured at the time this application was completed?  Yes  No

**Replacement:** Does the proposed insured have any existing life insurance policies or annuity contracts?  Yes  No

If a replacement is involved, I certify that I only used company approved sales materials.

Primary Writing Agent Signature \_\_\_\_\_ State License No. \_\_\_\_\_ Secondary Writing Agent Signature \_\_\_\_\_ State License No. \_\_\_\_\_

Print Primary Writing Agent Name \_\_\_\_\_ Agent # \_\_\_\_\_ % Split \_\_\_\_\_ Print Secondary Writing Agent Name \_\_\_\_\_ Agent # \_\_\_\_\_ % Split \_\_\_\_\_

Primary Writing Agent Telephone Number \_\_\_\_\_

## 7. Payment Options

Premium Amount \$ \_\_\_\_\_

- Pre-Authorized Check Automatic Withdrawal (PAC) is the automatic withdrawal from your checking or savings account.

**Monthly:**

- PAC is *only* available with a premium payment frequency of monthly.
- Future payment by check is **not** available with a premium payment frequency of monthly.
- All future payments must be PAC regardless of first payment method.

**First Payment:**

Check\* (Payable to AML)

PAC First Pre-Authorized Withdrawal Date \_\_\_\_\_  
Month / Day

The first pre-authorized withdrawal must be within 30 calendar days of the date you sign this application. Withdrawal dates are available from the 1st - 28th of the month only. *All future pre-authorized withdrawal dates will coincide with the date requested for the first pre-authorized withdrawal.*

Future PAC Payments from  Checking  Savings

Name of Financial Institution \_\_\_\_\_

Routing Number \_\_\_\_\_ Account Number \_\_\_\_\_

Account Holder's Printed Name \_\_\_\_\_

Account Holder's Signature \_\_\_\_\_

If first payment method is check, the PAC withdrawal date will coincide each month on or about the effective date of the policy unless another day of the month is specified \_\_\_\_\_  
Day

Quarterly,  Semi-Annual or  Annual:

- Future payment by check is available with a premium payment frequency of quarterly, semi-annual or annual.

**First Payment:**

Check\* (Payable to AML)

**Future Payments:**

Check\* (Payable to AML)

\*When you provide a check as payment, you authorize us either to use information from your check to make a one-time electronic fund transfer from your account or to process the payment as a check transaction. When we use information from your check to make an electronic fund transfer, funds may be withdrawn from your account as soon as the same day you make your payment, and you may not receive your check back from your financial institution. For inquiries please call 1-800-621-7162.

**Medical Authorization**

For use with Life Insurance Applications.

This Authorization complies with the HIPAA Privacy Rule.

Proposed Insured: \_\_\_\_\_

\_\_\_\_\_  
Name of primary proposed insured/patient

\_\_\_\_\_  
Date of birth

\_\_\_\_\_  
Name of unemancipated minors

\_\_\_\_\_  
Date of birth

I authorize any health plan, physician, medical practitioner, health care professional, hospital, clinic, pharmacy benefit manager, pharmacy, MIB, Inc., laboratory, medical facility, insurance company, insurance support organization (or any of its members or affiliates), the Veteran’s Administration, my employer, consumer reporting agency, or any other health care provider that has provided payment, treatment or services to me or on my behalf or on the behalf of my unemancipated minor children (collectively, “My Providers”) to disclose the entire medical record and any other protected health information concerning me or my above named unemancipated minor children to American Memorial Life Insurance Company (“the Company”) or its reinsurers, their agents, employees, and representatives. I authorize the Company, or its reinsurers, to make a brief report of my personal health information to MIB. This includes information on the diagnosis or treatment of Human Immunodeficiency Virus (HIV) infection and sexually transmitted diseases. This also includes information on the diagnosis and treatment of mental illness and the use of alcohol, drugs, and tobacco, but excludes psychotherapy notes. I acknowledge receipt of the MIB, Inc. Pre-Notice and Fair Credit Reporting Act Pre-Notice.

By my signature below, I acknowledge that any agreements I have made to restrict my protected health information or that of my unemancipated minor children do not apply to this authorization and I instruct My Providers to release and disclose the entire medical record without restriction.

This protected health information is to be disclosed under the authorization at my request, as permitted by §164.508 of the privacy regulations issued pursuant to the Health Insurance Portability and Accountability Act (“HIPAA Privacy Rule”).

This authorization shall remain in force for 24 months following the date of my signature below, regardless of my condition and whether living or deceased, and a copy of this authorization is as valid as the original. I understand that I have the right to obtain a copy of this authorization and to revoke this authorization in writing, at any time, by sending a written request for revocation to the Company at Attention: Privacy Task Force, P.O. Box 2730, Rapid City, SD 57709. I understand that a revocation is not effective to the extent that any of My Providers has relied on this authorization or to the extent that the Company has a legal right to contest a claim under an insurance policy or to contest the policy itself. I understand that any information disclosed pursuant to this authorization may be subject to redisclosure by the recipient and may no longer be protected by federal regulations governing privacy and confidentiality of health information (such as the HIPAA Privacy Rule). However, the company will protect the privacy of health information in accordance with other applicable state and/or federal privacy laws and its own privacy policies.

I understand that My Providers may not refuse to provide treatment or payment for health care services because I refuse to sign this authorization. I further understand that if I refuse to sign this authorization to release my complete medical record or that of my unemancipated minor children, the Company may not be able to process my application, or if coverage has been issued, may not be able to make any benefit payments. I acknowledge that I (or my authorized representative) have received a copy of this authorization.

\_\_\_\_\_  
Signature of Primary Proposed Insured/Personal Representative

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature of Primary Proposed Insured/Personal Representative

\_\_\_\_\_  
Date

If signed by an individual’s Personal Representative, describe authority to sign on behalf of individual:

{ } Parent                      { } Power of Attorney                      { } Legal Guardian                      { } Other \_\_\_\_\_

# THIS PAGE TO BE LEFT WITH THE APPLICANT

Proposed Insured: \_\_\_\_\_

## Notice to the Applicant

You have made a wise decision to apply for life insurance. The possibility exists that premiums paid over several years may exceed the death benefit. This notice is given to you at the time you apply for life insurance to tell you about that type of information the Company may obtain in connection with your application. We will treat all personal information about you as confidential.

**Underwriting.** Your application, together with the medical history you give, provides the initial basis for evaluation. The Company relies on the accuracy and completeness of your answers and may make inquiries, both before and after a policy is issued, to verify this information.

**Sources of Information.** The Company may request additional information from your physician(s) or hospital(s) or other medical professionals, or medical care institutions, pharmacy benefit manager, pharmacy, the Medical Information Bureau (MIB), other insurance institutions to which you have applied for insurance, your employers, agents of the Company, business associates, a governmental entity, financial institution, or consumer reporting agency. Your signature on the Acknowledgement and Medical Authorization Form permits the Company to make these inquiries. Such inquiries may be made by telephone, written correspondence, or personal interview. If the Company requests information from another insurance company, it will not request underwriting action. You have the right to know what information we have about you, to copy it, and if it is incorrect, to have it corrected. If the Company received information about you from an insurance support organization, such information may be retained by the organization and released to others. In this connection, the following notice is given to you as required by the federal and various state Fair Credit Reporting Acts. You have the right to access and correction with respect to this information. If you wish a more detailed explanation of information practices, please send your written request to **American Memorial Life Insurance Company, P.O. Box 2730, Rapid City, SD 57709.**

**Fair Credit Reporting Act Pre-Notice.** In some cases, the Company may ask an independent agency to prepare an investigative consumer report for you. This report may include information about your character, general reputation, personal characteristics such as health, finances, and mode of living, except as may be related directly or indirectly to your sexual orientation. Any information obtained by an investigative agency may be kept in its file and later given to others who have a business need for it. If an investigative consumer report is ordered by the Company, the report will include information obtained through interviews with your neighbors, friends, or others with whom you are acquainted. You may request to be interviewed in connection with the preparation of the investigative consumer report. You may request, in writing, to receive information from the Company about the nature and scope of an investigative consumer report. Within five (5) business days of receipt of such request, the Company will provide you with the name, address, and phone number of any agency the Company asks to prepare such a report. You should contact them to obtain a copy of the report.

**Medical Information Bureau, Inc. Pre-Notice.** Information regarding your insurability will be treated as confidential. American Memorial Life Insurance Company or its reinsurers may, however, make a brief report thereon to the MIB, Inc., formerly known as Medical Information Bureau, a not-for-profit membership organization of insurance companies, which operates an information exchange on behalf of its members. If you apply to another MIB member company for life or health insurance coverage, or a claim for benefits is submitted to such a company, MIB, upon request, will supply such company with the information about you in its file.

Upon receipt of a request from you, MIB will arrange disclosure of any information in your file. Please contact MIB at 866-692-6901 (TTY 866-346-3642). If you question the accuracy of the information in MIB's file, you may contact MIB and seek a correction in accordance with the procedures set forth in the federal Fair Credit Reporting Act. The address of MIB's information office is 50 Braintree Hill Park, Suite 400, Braintree, Massachusetts 02184-8734.

American Memorial Life Insurance Company, or its reinsurers, may also release information from its file to other insurance companies to whom you may apply for life and health insurance, or to whom a claim for benefits may be submitted. Information for consumers about MIB may be obtained on its website at [www.mib.com](http://www.mib.com).

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## Conditional Premium Receipt

THIS RECEIPT PROVIDES COVERAGE ONLY IF CONDITIONS BELOW ARE MET.

The Company hereby acknowledges receipt of the initial premium from the Proposed Insured for which an application for insurance is made to American Memorial Life Insurance Company on the date of application and for the premium collected as stated on the application for insurance.

Life insurance and any additional benefits in the amount applied for shall be deemed to take effect as of the date of this application, subject to the terms and conditions printed below.

### Conditions of Life Insurance Coverage (Please read carefully).

Subject to the limitations of this receipt and the terms and conditions of the policy that may be issued by the Company on the basis of the application, the life insurance and any additional benefits applied for will not be deemed to take effect unless the Company, after investigation and such medical examination (if any) as it may require, is satisfied that on the date of the application the person proposed for insurance was insurable for the amount of life insurance and any additional benefits applied for according to the Company's rules and practice of selection; provided, however, that approval by the Company of the insurability of the Proposed Insured for a plan of insurance other than that applied for shall not invalidate the terms and conditions for the receipt relating to life insurance and any other additional benefit applied for.

The amount received shall be refunded if the application is declined or if a policy is issued other than as applied for and is not accepted. Any check or Pre-Authorized Check Automatic Withdrawal (PAC) is received subject to collection of funds.

American Memorial Life Insurance Company or its reinsurers may also release limited information in its file to other properly authorized life insurance companies to whom you may apply for life or health insurance or to whom a claim for benefits may be submitted.

