

Application for Individual Life Insurance



Trinity Life Insurance Company

Home Office:

7633 East 63rd Place, Suite 230
Tulsa, OK 74133
918-249-2438 • 918-249-2478 fax

Administrative Office:

PO Box 5205
Frankfort, KY 40602-5205
866-440-1357 • 502-875-7084 fax

www.trinitylifeinsurance.com



Life Application Part 1

Application for Life Insurance Term Life Whole Life

1. Name of Proposed Insured:

First Middle Last

2. Age: Marital Status:

3. Sex: Male Female U.S. Citizen: Yes No

4. Date of Birth: Month Day Year

5. State of Birth:

6. Social Security #:

7. Residence Address:

8. Telephone Number: Home Business

9. Employer: Name Address

10. Occupation: Title Industry/Duties

11. Plan Applied for: Term: 10yr 15yr 20yr 30yr Whole Life Value Builder: Units

12. Amount Applied for: \$ Premium Class (if applicable): Preferred Non-Tobacco Standard Non-Tobacco Preferred Tobacco Standard Tobacco

13. Riders: (if applicable) Waiver of Monthly Premium Rider Terminal Illness Accelerated Benefit Rider Accidental Death Benefit Rider Other:

14. Owner: (if other than Proposed Insured) Corporation Partnership Trust Other Owner Name Address Soc. Sec. or TIN Relationship

15. Special Information for Premium Notices: Name Billing Address

16. Beneficiaries: Primary Relationship Date of Birth SS# Address Contingent Relationship Date of Birth SS# Address

17. Payment Method: Annual Semi-Annual Quarterly Monthly Single Pay 10 Pay Mode of Premium: \$ Premium Collected: \$ or None - Draft First Premium If Monthly, Draft Date (1st - 28th) or 2nd Wed, 3rd Wed, 4th Wed. Requested Effective Month Yr

18. Automatic Premium Loan: (if applicable) Yes No

19. Replacement of Existing Insurance: Yes Will insurance, including annuities, in any company No be discontinued or changed if the insurance applied for is issued?

20. Other Insurance now in force: Total Life Insurance All Companies: \$ Company / Amount / Issue Yr. Replace Yes No Yes No

21. Pending Insurance: Yes No Is any application for life insurance on the Proposed Insured pending in any other Company? Explain "Yes" in Remarks Section on next page, including name of company, amount applied for and type of coverage.

22. Prior Insurance: Yes No Has any other company declined to issue, reinstate or renew, rated, modified, postponed or cancelled any life insurance on the Proposed Insured?

23. Foreign Travel: Yes No Does Proposed Insured intend to travel outside of the U.S. or Canada within the next two years, except for purely vacation travel? If "Yes" complete Foreign Questionnaire.

24. Military: Yes No Is the Proposed Insured a member of the U.S. Armed Forces, Reserves or National Guard? If "Yes", complete Military Questionnaire.

25. Sports / Avocations: Yes No Within the past two years has the Proposed Insured participated in or intends within the next two years participating in: skydiving, hang gliding, ballooning, ultralights, skin or scuba diving, mountain or rock climbing, auto, motorcycle, snowmobile or motorboat racing? If "Yes" complete Sports / Avocation Questionnaire.

26. Aviation: Yes No Within the past two years has the Proposed Insured made or intends within the next two years making flights as a pilot, student pilot or crew member? If "Yes", complete Aviation Questionnaire.

27. Driving: Proposed Insured's drivers license: No. State: Within the past 5 years has the Proposed Insured been convicted of or plead guilty to: Yes No Moving Violations: Date(s)/Type

Yes No Driving under the Influence of alcohol or drugs: Date(s)

28. Within the past 5 years, has the Proposed Insured been convicted of a felony? Yes No If "Yes" give details including County/State of Conviction:

Life Application Part 2

COMPLETE FULLY. Answer each question and provide details to all "Yes" answered questions.

1. Proposed Insured: Height _____ Weight _____ Gain Loss in past year? _____ lbs.
To the best of your knowledge and belief:
2. Has the proposed insured used tobacco products or nicotine in any form within the past 24 months (60 months for Preferred Classes)? *(This includes nicotine gum and patches.)* Yes No
3. **Has the proposed insured ever been diagnosed, treated, tested positive for, or been given medical advice by a member of the medical profession for a disease or disorder for...** *(If "Yes", circle disorder & give details below.)*
 - a. Heart, blood vessels, chest pain, high blood pressure? Yes No
 - b. Eyes, ears, nose or throat? Yes No
 - c. Brain, mental or emotional disorder, paralysis or stroke? Yes No
 - d. Respiratory system, shortness of breath, asthma, emphysema or allergy? Yes No
 - e. Cancer, tumor or cyst? Yes No
 - f. Stomach, intestines, colon, liver, pancreas or gall bladder? Yes No
 - g. Diabetes, thyroid, pituitary or other gland? Yes No
 - h. Breasts, prostate, male or female reproductive organs? Yes No
 - i. Kidneys, bladder or urinary system, sugar, albumin or blood in the urine? Yes No
 - j. Nervous system, seizures, convulsions, epilepsy, dizziness or fainting spells? Yes No
 - k. Depression, anxiety, psychiatric treatment or counseling? Yes No
 - l. Any disease of the lymph nodes, night sweats, fatigue or unexplained fever? Yes No
 - m. Received medical treatment or counseling for use of alcohol or alcoholism? Yes No
 - n. Received medical treatment or counseling for use of narcotics or non-prescribed drug use, other than those prescribed by a physician? Yes No
4. In the past 5 years, has the proposed insured... *(If "Yes", circle disorder & give details below.)*
 - a. Been in a hospital, clinic, sanatorium, or other institution for examination, diagnosis, observation, operation or treatment? Yes No
 - b. Had an x-ray, electrocardiogram, blood study, cardiovascular test or other laboratory test? Yes No
 - c. Consulted or been treated or examined by a medical professional for any medical concerns not previously mentioned in this application, or attempted suicide? Yes No
 - d. Been advised by a medical professional to have any diagnostic testing recommended, except for an HIV test, which has not been completed, or for which the results have not yet been received? Yes No
5. Does the proposed insure have a parent or sibling diagnosed or treated by a member of the of the medical profession for diabetes, cancer, heart or cardiovascular disease, attempted suicide or mental illness? *(If Yes, give details in 6. below)* Yes No
6. Has the proposed insured ever been diagnosed or treated by a member of the medical profession as having: AIDS (Acquired Immune Deficiency Syndrome), ARC (AIDS Related Complex), or HIV (Human Immunodeficiency Virus) virus? Yes No
7. **Details** of all "Yes" answers to **Part 2** questions 1-6, attach additional sheet if necessary (must be signed)

Question No. Specify details and nature of condition; dates of treatment; complete names and address of hospitals and physicians.				
8. Family History:				
	Age	Health	Age at Death	Cause of Death
Father	_____	_____	_____	_____
Mother	_____	_____	_____	_____
Siblings	_____	_____	_____	_____
	_____	_____	_____	_____
	_____	_____	_____	_____
Remarks: (for all questions on Part 1 & Part 2, indicate which question and give details)				
Home Office Endorsements:				

*Note: All of these products may not be available in the applicant's state. Please check with the Home Office if you are unsure if the product in question is approved. See your Agent's Guide for face amount limitations, premiums and other product information.

AGENT INSTRUCTIONS:

As the writing Agent you and you alone are responsible for completing the necessary forms required to process and underwrite this application. All forms must be completed fully and must be legible.

DO:

- Print the application in black or blue ink.
- Obtain all necessary signatures.
- Complete and sign the Agent's Report.
- Have the applicant initial any changes.
- Change any answer by drawing a line through the incorrect answer and insert the correct information.
- Complete and leave Conditional Receipt with the applicant / owner.
- All checks or money orders must be payable to *Trinity Life Insurance Company*.

DO NOT:

- Accept any monies or leave the Conditional Receipt on application totaling \$500,000 or more.
- Accept any monies on applicants over age 70.
- Use a pencil or correction fluid.

Failure to follow the instructions and / or to complete the application fully will result in a delay of processing or outright rejecting of the application. If you have any questions, you should contact your Managing Agent, Agency Services or the Home Office.

AGENT'S REPORT – To be completed by writing Agent (explain details in remarks section)

1. Are you related any of the proposed insureds? If yes, state relationship: _____ Yes No
 2. Did you witness all proposed insureds when completing this application? If not, why? _____ Yes No
 3. Did you verbally ask the proposed insured(s) all medical questions? _____ Yes No
 4. Did you witness the proposed insured(s) signing the application? _____ Yes No
 5. Did you receive any money with the application? _____ Yes No
 6. Were only Company materials approved for use in the state where the application was taken used? _____ Yes No
 7. Did you obtain all required disclosures? _____ Yes No
 8. Did you leave all required disclosures with the applicant(s)? _____ Yes No
 9. Did you quote any special class extra premium for this policy? If Yes, why, how much, and for what Table Class? _____ Yes No
 10. How well do you know the applicant(s)? _____
 11. If insured is age 0 through 17, complete the following:
 - a. If less than 1 year of age, what was the birth weight: _____ lbs. _____ oz. Did you see the Child? _____ Yes No
 - b. Number of siblings: _____ c. Do they all have, or are they all applying for like amounts of insurance? _____ Yes No
 12. Financial Information:
 - a. Annual Income of Proposed Insured: _____ b. Estimated Net Worth of Proposed Insured: _____
 13. If required, have you ordered or obtained: Exam Blood Profile Urine Specimen Other _____
 14. Provide name of paramedical company or examiner: _____
 15. Your calculation of annual premium:

Life Insurance Base Plan	\$ _____
Waiver of Premium	\$ _____
Accidental Death Benefit	\$ _____
Other Benefits or Riders	\$ _____
Annual Policy Fee	\$ _____
Total Annual Premium:	\$ _____
 14. Answer for all Business Needs Coverage and/or Keyman
 - a. Purpose of Insurance: _____
 - b. Type of Organization: _____
 - c. Business insurance on Key Employees:

Name	Amount of Life Insurance Applied For:	In Force:	% Business Owned
1. _____	\$ _____	\$ _____	_____ %
2. _____	\$ _____	\$ _____	_____ %
3. _____	\$ _____	\$ _____	_____ %
- Attach copies of available company financial reports and financial statements and give name and address of accountant.

REMARKS:

Question: _____

16. I certify that I have truly and accurately recorded the Proposed Insured(s) answers to this application. I also certify that replacement of existing insurance is is not involved.

Agent _____	Number _____	Date _____	Commission to be split with:	Agent: _____ %
Send Policy to: <input type="checkbox"/> Agent <input type="checkbox"/> Owner				Agent: _____ %
				Agent: _____ %

Your Trinity Life Insurance Company Representative is _____ and he / she can be reached at _____.

Trinity Life Insurance Company — Notice to Proposed Insured

Dear Applicant,

Thank you for applying to Trinity Life Insurance Company. We greatly appreciate your efforts to complete each part of the application truthfully and accurately. The soliciting agent should be able to answer any questions you may have.

Underwriting:

Once we receive your application, we will begin an evaluation process called underwriting and determine whether you are eligible for the insurance, and if so, the rate you should pay for that insurance. We may find that we are unable to give you the insurance you applied for, or that we are only able to give you the insurance on a modified basis or at a higher rate. For example, if you currently use tobacco, you will probably not qualify for our lowest rates.

Your application will be our primary source of information, therefore, it must be true, complete and accurate. The information contained in this policy is warranted by you to be true, complete and accurate, and any material misrepresentation or misstatement contained herein may render any policy written as a result of this application void from its inception. You must inform us of a change to any answer in any part of your application before accepting delivery of a policy.

Contestability:

We strongly urge you to review the completed application for accuracy. A claim may be denied or your coverage may be contested by us if the application is incomplete or if it contains fraudulent statements or material misrepresentation. Please be aware that if the application contains materially fraudulent or deceptive statements or conceals material facts, and you submitted it with the intent to defraud or facilitate fraud against us, you may also be guilty of insurance fraud, which is a crime.

Replacement of Existing Coverage:

If you intend to replace existing insurance coverage, tell the agent and answer "yes" to the replacement question. A law of your state of application may require that the agent give you additional information that will help you to compare the policy being applied for and your existing policy. If you are undecided about keeping existing coverage, indicating an intention to replace existing coverage may help you get the information needed to make a decision. If you do replace existing coverage, the new policy may contain new suicide and contestable periods. The following would be considered replacement: you stop paying premiums on an existing policy or surrender an existing policy before or shortly after applying to us, or you borrow from an existing policy to pay premium for the insurance you are applying. State law may define replacement to include other situations. Always ask the agent if you are unsure.

Insurance Information Practices:

We will rely primarily on information provided by you. We may supplement that information with information from other sources such as medical professionals who have treated you. In some cases, we may ask a consumer reporting agency to collect information and submit an investigative consumer report to us as explained in this notice under **Federal Fair Credit Reporting Act**. You may request to be interviewed in connection with the preparation of this report.

You have the right to be told about, and to see and copy, if you wish, items of personal information about you that appear in our files, including information contained in investigative reports. You also have the right to seek correction of information you believe to be inaccurate.

Federal Fair Credit Reporting Act:

As part of our underwriting, we may ask that an investigative consumer report be prepared. An independent source known as a consumer reporting agency will prepare the report. The report will typically include information as to your character, general reputation, mode of living and personal characteristics. The agency will conduct personal interviews with your family, friends, neighbors, business associates, financial sources, or others with whom you are acquainted in order to get this information. If you write to us within a reasonable time after you receive this notice, we will tell you whether or not a report was requested. If a report was requested, we will tell you the name, address and telephone number of the agency to whom the request was made. Upon request, the agency will furnish information as to the nature and scope of its investigation. If you would like to inspect and to receive a copy of the report, you may do so by contacting the agency directly.

MIB, Inc. Disclosure:

Information regarding your insurability will be treated as confidential. Trinity Life Insurance Company, or its reinsurers may, however, make a brief report thereon to MIB, Inc., 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 in its file.

Upon receipt of a request from you, MIB will arrange disclosure of any information it may have in your file. Please contact MIB at 866-692-6901. If you question the accuracy of 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.

Trinity Life Insurance Company, or its reinsurers, may also release information from its file to other insurance companies to whom you may apply for life or 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.

AGENT: Leave this sheet with the applicant.

AUTHORIZATION TO OBTAIN AND DISCLOSE INFORMATION

Each of the undersigned declares that:

- a. I understand that the information obtained by use of this authorization will be used to determine eligibility for insurance and/or for the Insurance Company to determine its obligations under the policy issued in connection with this application.
- b. The Insurance Company, its reinsurers, insurance support organizations, consumer reporting agencies and their authorized entities may obtain data about my health, prescription medication history, and related information, mode of living (except as may be related directly or indirectly to sexual orientation), avocations, and any other medical or non-medical information.
- c. I authorize any licensed physician, doctor, medical practitioner, medical or medically related facility, laboratory, Pharmacy Benefit Managers, the Veterans Administration, MIB, Inc., viatical settlement company, employer, consumer reporting agency, creditor, government agency, insurance or reinsurance company or any other organization, institution or person, that has any records or information about me to release such records or information to the Insurance Company and its reinsurers when this authorization or a copy of it is shown. All sources but the MIB, Inc. may give such records or information to agencies that the Insurance Company has hired to retrieve the information. The information as provided herein pursuant to the authorization will not be redisclosed unless authorized by you or otherwise required by law. Covered Entities, as defined by the Health Insurance Portability and Accountability Act of 1996, may not condition treatment, payment or enrollment on whether this Authorization is signed.
- d. Any request by the Insurance Company for medical records is on my behalf; the information must be provided within any requirements imposed by applicable state statutes governing patient access to medical records.
- e. Data about mental illness, alcoholism, sexually transmitted diseases and the use of drugs are to be included.
- f. I authorize the Insurance Company or its reinsurers to disclose my personal health information to MIB, Inc. in the form of a brief coded report for participation in MIB's fraud prevention and protection program.
- g. This authorization is good for 24 months after it is signed.
- h. The Insurance Company may obtain an investigative consumer report ("inspection report") on me. Yes, I want to be interviewed if such a report is obtained.
- i. I have read this authorization and know my authorized representative or I may request a copy of it. I may revoke this authorization by writing to the Insurance Company.

ACKNOWLEDGEMENT

I, the Proposed Insured (and any Owner signing below), ACKNOWLEDGE that I have been given a copy of the "Notice of Information Practices" required by Public Law 91-508 and other information practices statutes, and also a copy of the MIB Pre-Notice. I know that this application cannot be processed if I do not sign the authorization below.

TAX CERTIFICATION

Under penalties of perjury, it is certified that (a) the Social Security number(s) or Tax ID number(s) shown in this application are correct taxpayer identification numbers, and (b) the holders of said numbers are not subject to any backup withholding of U.S. Federal income tax for failure to report interest or dividends.

AGREEMENT

I, the Proposed Insured (and any Owner signing below) AGREE to the following:

- a. I/We have read the application and all statements and answers as they pertain to them, and that these statements and answers are true and complete to the best of their knowledge and belief;
- b. The statements and answers in the application are the basis for any policy issued by the company, and that no information about them will be considered to have been given to the company unless it is stated in the application;
- c. A sales representative does not have the company's authorization to accept risk, pass on insurability, or make, void, waive or change any conditions or provisions of the application, policy or receipt, as applicable;
- d. The company will have no liability until (i) A policy is issued on this application and delivered to and accepted by the owner; and (ii) The first premium due is paid in full while each proposed insured is alive. \$ _____ has been deposited toward payment of the first premium on the applied for policy.

FRAUD NOTICE

Any person who knowingly presents a false statement in an application for insurance may be guilty of a criminal offense and subject to penalties under state law.

REPLACEMENT

- a. Does the Proposed Insured and/or Owner have any existing life insurance or annuity coverage? Yes No
- b. Will any existing insurance or annuity policy with another company be discontinued or changed if the insurance applied for is issued? Yes No (If yes, give details.)

Company: _____ Policy #: _____ Coverage Amount: _____ Year Issued: _____

Signed at: _____ (City & State) Date: _____

(X) _____ (X) _____ (X) _____
 Signature of Proposed Insured Signature of Parent or Guardian Signature of Applicant / Owner

(X) _____ (X) _____
 Agent Signature Witness

Agent # _____ % Replacement: is NOT involved
 Agent # _____ % is involved

TRINITY LIFE INSURANCE COMPANY
TERMINAL ILLNESS ACCELERATED BENEFIT DISCLOSURE & SUMMARY STATEMENT:

NOTICE: Death benefits and cash surrender values will be reduced upon payment of an accelerated benefit. The accelerated benefits offered under this rider may or may not qualify for favorable tax treatment under the Internal Revenue code of 1986. Whether such benefits qualify depends on factors such as your life expectancy at the time benefits are accelerated or whether you use the benefits to pay for necessary long-term care expenses, such as nursing home care. If the acceleration of benefits qualifies for favorable tax treatment, the benefits will be excluded from your income and not subject to federal taxation. However, accelerated benefit payments may be taxable by your state. Tax laws relating to accelerated benefits are complex. You should consult a qualified tax advisor for specific information. Receipt of an accelerated benefit payment may adversely affect your, your spouse's or your family's eligibility for medical assistance (Medicaid), Aid to Families with Dependent Children (AFDC), supplementary social security income (SSI), and drug assistance or other public assistance programs. You should consult with a qualified advisor and with social services agencies regarding how receipt of such payment may affect eligibility for such programs.

Benefit: We will pay a terminal illness accelerated death benefit in a single sum up to 75% of the death benefit of the life insurance policy as of the date the Conditions for Receipt of Benefit are satisfied.

Amount of Benefit: The maximum terminal illness accelerated death benefit payment is 75% of the death benefit of the life insurance policy or \$250,000, whichever is less, and less any outstanding loans or accelerated benefits paid.

Reduction of Benefit: The terminal illness accelerated death benefit payable is reduced by the amounts stated below:

1. Assumed interest.
2. Any outstanding indebtedness to the policy.
3. An administrative fee, not to exceed \$100.
4. If the policy is in the grace period, the amount of the past due premiums prior to the date the Conditions for Receipt of Benefit are satisfied.

Conditions for Receipt of Benefit: To receive a terminal illness accelerated death benefit, the following conditions must be satisfied:

1. We receive a Physician's Statement that the Insured has a terminal illness.
2. A properly completed proof of eligibility claim form.
3. We receive the consent of any irrevocable beneficiary and/or assignee that this option may be exercised.
4. The amount of the death benefit that remains in force under the life insurance policy must be at least \$15,000.

Effect of benefit payment on policy: If a benefit is paid:

1. The death benefit is reduced by the amount of all accelerated benefits paid and any due and unpaid policy and/or rider premium(s).
2. Any guaranteed cash value and any outstanding loan(s) are reduced in the same proportion as the reduction in death benefit.
3. Any premiums payable in the future are reduced in the same proportion as the reduction in death benefit.
4. Any indebtedness will be reduced by the accelerated percentage.

At the death of the Insured, the death benefit is further reduced by a discount that reflects the early payment of the terminal illness accelerated death benefit. The discount is based on the number of months the payment of the terminal illness accelerated death benefit precedes the actual death of the Insured and the interest rate that we declare. The maximum interest rate is the policy loan rate stated in the policy.

Acknowledgement: I (We), the undersigned, hereby acknowledge that I (we) have received the Disclosure Statement for this rider. It was furnished to me (us) prior to the signing of the application for life insurance.

Applicant

Date

Agent

Date

ICC14 TLFWL-DS

White—Company

Canary—Owner

11-2014

- Trinity Life Insurance Company**
- Family Benefit Life Insurance Company**

Administrative Office:
 PO Box 5205 Frankfort, KY 40602-5205
 Phone: 866-440-1357 Fax: 502.875.7084

REQUEST FOR PREAUTHORIZED TRANSFER PLAN (PAT)

AUTHORIZATION AND SIGNATURE

I hereby request and authorize any of the Companies ("the Company") named above to make preauthorized transfers from my bank account by way of draft, check, or electronic transfer for the payment of premiums for any policy/certificate(s) listed. This authorization shall be subject to the following conditions:

- (1) The preauthorized transfer shall occur on or after the premium due dates unless otherwise specified;
- (2) The Company shall not incur any liability on any transfer returned by the bank;
- (3) Amounts not honored by the bank after initial deposit shall constitute non-payment of premium and coverage shall lapse subject to all provisions of each policy;
- (4) This authorization may be revoked by either party upon 30 days advance written notice, and the Company may immediately revoke this request if any preauthorized transfer is dishonored by the bank when presented.

_____ **Date:** _____ **Depositor's name typed or printed EXACTLY as it appears on bank records** _____ **Depositor's signature EXACTLY as it appears on bank records**

PREAUTHORIZED TRANSFER PLAN DATA

- Apply to attached application** **Apply to existing policies listed below**

Insured's Name (First, Last) _____
Existing Policy Numbers _____

PREMIUM PAYMENT INFORMATION

Payments to be made: Monthly Quarterly Semiannually Annually

Enter date of month if specific charge day is requested (1st - 28th only): _____

Are premiums being paid with Social Security benefit deposits? Yes No

If "Yes" choose from following payment dates: 1st of month 3rd of month
 2nd Wednesday 3rd Wednesday 4th Wednesday

BANK INFORMATION

Name of Bank: _____
Bank or branch address: _____

COMPLETE THE FOLLOWING OR SUBMIT A VOIDED CHECK

Account Type: **Checking** **Savings**

Depositor's Bank Routing Number:

Bank Account Number:

Trinity Life Insurance Company

ADMINISTRATIVE OFFICE

PO BOX 5205 • FRANKFORT, KY 40602-5205

Phone: (866) 440-1357 • Fax: (502) 227-7205

IMPORTANT NOTICE

REPLACEMENT OF LIFE INSURANCE OR ANNUITIES

This document must be signed by the applicant and the agent, if there is one, and a copy left with the applicant

You are contemplating the purchase of a life insurance policy or annuity contract. In some cases this purchase may involve discontinuing or changing an existing policy or contract. If so, a replacement is occurring. Financed purchases are also considered replacements.

A replacement occurs when a new policy or contract is purchased and, in connection with the sale, you discontinue making premium payments on an existing policy or contract, or an existing policy or contract is surrendered, forfeited, assigned to the replacing insurer, or otherwise terminated or used in a financed purchase.

A financed purchase occurs when the purchase of a new life insurance policy involves the use of funds obtained by the withdrawal or surrender of or by borrowing some or all of the policy values, including accumulated dividends, of an existing policy to pay all or part of any premium or payment due on the new policy. A financed purchase is a replacement.

You should carefully consider whether a replacement is in your best interest. You will pay acquisition costs and there may be surrender costs deducted from your policy or contract. You may be able to make changes to your existing policy or contract to meet your insurance needs at less cost. A financed purchase will reduce the value of your existing policy and may reduce the amount paid upon the death of the insured.

We want you to understand the effects of replacements before you make your purchase decision and ask that you answer the following questions and consider the questions on the back of this form.

1. Are you considering discontinuing making premium payments, surrendering, forfeiting, assigning to the insurer, or otherwise terminating your existing policy or contract? YES NO.
2. Are you considering using funds from your existing policies or contracts to pay premiums due on the new policy or contract? YES NO

If you answered "yes" to either of the above questions, list each existing policy or contract you are contemplating replacing (include the name of the insurer, the insured or annuitant, and the policy or contract number if available) and whether each policy or contract will be replaced or used as a source of financing:

INSURER NAME	CONTRACT OR POLICY #	INSURED OR ANNUITANT	REPLACED (R) OR FINANCING (F)
1.			
2.			
3.			

Make sure you know the facts. Contact your existing company or its agent for information about the old policy or contract. If you request one, an in force illustration, policy summary or available disclosure documents must be sent to you by the existing insurer. Ask for and retain all sales material used by the agent in the sales presentation. Be sure that you are making an informed decision.

The existing policy or contract is being replaced because: _____

I certify that the responses herein are, to the best of my knowledge, accurate:

Applicant's Printed Name

Applicant's Signature

Date

Agent's Printed Name

Agent's Signature

Date

I do not want this notice read aloud to me. ____ (Applicants must initial only if they do not have the notice read aloud.)

IMPORTANT NOTICE
REPLACEMENT OF LIFE INSURANCE OR ANNUITIES
(Continued)

A replacement may not be in your best interest, or your decision could be a good one. You should make a careful comparison of the costs and benefits of your existing policy or contract and the proposed policy or contract. One way to do this is to ask the company or agent that sold you your existing policy or contract to provide you with information concerning your existing policy or contract. This may include an illustration of how your existing policy or contract is working now and how it would perform in the future based on certain assumptions. Illustrations should not, however, be used as a sole basis to compare policies or contracts. You should discuss the following with your agent to determine whether replacement or financing your purchase makes sense:

PREMIUMS:

- Are they affordable?
- Could they change?
- You're older—are premiums higher for the proposed new policy?
- How long will you have to pay premiums on the new policy? On the old policy?

POLICY VALUES:

- New policies usually take longer to build cash values and to pay dividends.
- Acquisition costs for the old policy may have been paid; you will incur costs for the new one.
- What surrender charges do the policies have?
- What expense and sales charges will you pay on the new policy?
- Does the new policy provide more insurance coverage?

INSURABILITY:

- If your health has changed since you bought your old policy, the new one could cost you more, or you could be turned down.
- You may need a medical exam for a new policy.
- Claims on most new policies for up to the first two years can be denied based on inaccurate statements.
- Suicide limitations may begin anew on the new coverage.

IF YOU ARE KEEPING THE OLD POLICY AS WELL AS THE NEW POLICY:

- How are premiums for both policies being paid?
- How will the premiums on your existing policy be affected?
- Will a loan be deducted from death benefits?
- What values from the old policy are being used to pay premiums?

IF YOU ARE SURRENDERING AN ANNUITY OR INTEREST SENSITIVE LIFE PRODUCT:

- Will you pay surrender charges on your old contract?
- What are the interest rate guarantees for the new contract?
- Have you compared the contract charges or other policy expenses?

OTHER ISSUES TO CONSIDER FOR ALL TRANSACTIONS:

- What are the tax consequences of buying the new policy?
- Is this a tax free exchange? (See your tax advisor.)
- Is there a benefit from favorable "grandfathered" treatment of the old policy under the federal tax code?
- Will the existing insurer be willing to modify the old policy?
- How does the quality and financial stability of the new company compare with your existing company?

