

**DO NOT SUBMIT - CHECKLIST FOR TRAINING PURPOSES ONLY**



# OKLAHOMA

**ASSURANT / AMERICAN MEMORIAL LIFE**

## NEW BUSINESS CHECKLIST

Required Forms Numbers	Description
<input type="checkbox"/> P-1146	Application
<input type="checkbox"/> P-1146 - Page 5	Medical Authorization Form
<input type="checkbox"/> ADM7147OK-A & B	Replacement Form Number
<input type="checkbox"/> ADM7223-FN	Account Verification Form ( Use if no check/ savings deposit slip available to verify account / routing information is available).

### 1. Proposed Insured (p. 1)

<input type="checkbox"/>	Make sure the following is marked on the application.	
<input type="checkbox"/>	Legal Name	
<input type="checkbox"/>	Mobile Number (for Equis CRM)	
<input type="checkbox"/>	Email Address (for Equis CRM)	
<input type="checkbox"/>	Age – Age is defined as age on last birthday (current age).	
<input type="checkbox"/>	<b>Date of Birth</b>	
<input type="checkbox"/>	<b>State of Birth</b>	
<input type="checkbox"/>	<b>Social Security Number</b>	
<input type="checkbox"/>	Gender	
<input type="checkbox"/>	Height	
<input type="checkbox"/>	Weight	
<input type="checkbox"/>	<b>Citizenship Status*</b>	*If answered NO, Immigration Card Number for MIB Check
<input type="checkbox"/>	Previously Applied for Insurance? Y/N	

### 2. Owner Information (p.1)

<b>Only necessary if owner is different from the proposed insured.</b>	
<b>Disallowed from Ownership:</b>	
<b>Writing Agent - Funeral Home - Trust - Charitable Organization</b>	
<input type="checkbox"/>	<b>Owner Information</b>

### 3. Primary Beneficiary Information (p. 1)

A named beneficiary should be the person who is financially responsible for handling the final arrangements of the proposed insured.

Examples:

- Spouse
- Brother
- Sister
- Grandparent
- Mother
- Father
- Child
- Grandchild
- Responsible Friend or Relative

<input type="checkbox"/>	<b>Primary Beneficiary Name</b>	<b>Note: must have insurable interest</b>
<input type="checkbox"/>	<b>Primary Beneficiary Relationship to Insured</b>	<b>Note: see example designations above - "childhood friend" will not suffice.</b>

### 4. Contingent Beneficiary Information (p. 1)

<input type="checkbox"/>	<b>Indicate Contingent Beneficiary</b>	<b>The person who gets the check if both proposed insured and primary beneficiary expire or the primary beneficiary is unable to receive the funds.</b>
--------------------------	--	---

### 5. Policy Information (p. 1)

<input type="checkbox"/>	<b>Indicate Face Amount</b>	
<input type="checkbox"/>	<b>Indicate Premium</b>	
<input type="checkbox"/>	<b>Select Effective Date</b>	
<input type="checkbox"/>	<b>Plan Type (Graded or Modified)</b>	
<input type="checkbox"/>	<b>Nicotine Question Marked?</b>	
<input type="checkbox"/>	<b>Replacement Question Marked?</b>	
<input type="checkbox"/>	<b>*If Yes, Is Company Name Listed?</b>	

<input type="checkbox"/>	Policy Needs to be mailed to the owner unless you have a reason to return (i.e., return visit for annuity opportunity, etc.)	
--------------------------	--	--

**6a. Double Check All Questions (One of these are often skipped in haste) (p. 2)**

<input type="checkbox"/>	Question 1 Marked	
<input type="checkbox"/>	Question 2a Marked	
<input type="checkbox"/>	Question 2b Marked	
<input type="checkbox"/>	Question 2c Marked	
<input type="checkbox"/>	Question 2d Marked	
<input type="checkbox"/>	Question 2e Marked	

**6b. Double Check All Questions (One of these are often skipped in haste) (p. 2)**

<input type="checkbox"/>	Question 1 Marked	
<input type="checkbox"/>	Question 2a Marked	
<input type="checkbox"/>	Question 2b Marked	
<input type="checkbox"/>	Question 2c Marked	
<input type="checkbox"/>	<b>CURRENT PHYSICIAN AND ADDRESS</b>	

**Signature Section (p. 3)**

<input type="checkbox"/>	Signed in City	
<input type="checkbox"/>	Signed in State	
<input type="checkbox"/>	<b>Proposed Insured Signature</b>	
<input type="checkbox"/>	Proposed Insured Signature Date	
<input type="checkbox"/>	Proposed Insured / Policy Owner Signature	
<input type="checkbox"/>	Proposed Insured / Policy Owner Date	
<input type="checkbox"/>	<b>Licensed Agent / Witness Signature</b>	
<input type="checkbox"/>	Licensed Agent Signature Date	
<input type="checkbox"/>	<b>If Owner = Proposed Insured 1 client signature and Dates</b>	
<input type="checkbox"/>	<b>If Owner is different from Proposed Insured 2 Signatures and Dates</b>	

<b>Agent's Statement Section (p. 3)</b>		
<input type="checkbox"/>	Seen all proposed insured questions marked	
<input type="checkbox"/>	Replacement Question Marked	
<input type="checkbox"/>	Agent's Signature	
<input type="checkbox"/>	Agent State License ID Number	
<input type="checkbox"/>	Agent's Printed Name	
<input type="checkbox"/>	Agent Signed in City	
<input type="checkbox"/>	Agent Signed on Date	
<input type="checkbox"/>	Assurant Agent Number	
<input type="checkbox"/>	Agent Telephone Number	
<b>7. Payment Options (p. 4)</b>		
<input type="checkbox"/>	Premium Amount Indicated	
<input type="checkbox"/>	Initial Payment Options	Select Monthly, Quarterly, Semi-Annual, or Annual
<input type="checkbox"/>	First Payment Option Selected	
<input type="checkbox"/>	If PAC (Monthly Draft) Date for first draft indicated* **	* First draft (Must be 1-28, because 29-31 does not occur every in every month on the calendar). ** PAC (Bank Draft) only option available if paying monthly.
<b>Medical Authorization (p. 5)</b>		
<input type="checkbox"/>	Name	
<input type="checkbox"/>	Date of Birth	
<input type="checkbox"/>	Signature of Primary Proposed Insured	
<input type="checkbox"/>	Date of Primary Proposed Insured Signature	
<input type="checkbox"/>	Signature of Agent	
<input type="checkbox"/>	Date of Agent Signature	
<b>ADM7147OK-A &amp; B Replacement Form (2 Copies - Owner / Company)</b>		
<input type="checkbox"/>	Complete Both Copies	
<input type="checkbox"/>	Answer All Yes/ No Questions	
<input type="checkbox"/>	Signature of Primary Proposed Insured / Owner	

<input type="checkbox"/>	Date of Primary Proposed Insured Signature	
<input type="checkbox"/>	Signature of Agent	
<input type="checkbox"/>	Date of Agent Signature	

**ADM7223-FN Account Verification Form**

<input type="checkbox"/>	Only complete if no voided check or savings withdrawal slip is available to verify the banking information.	
<input type="checkbox"/>	Insured's Name	
<input type="checkbox"/>	Payor's Name	
<input type="checkbox"/>	Financial Institution Information	
<input type="checkbox"/>	<b>ACCOUNT HOLDER'S SIGNATURE</b>	
<input type="checkbox"/>	Agent Attestation Checkbox	
<input type="checkbox"/>	Agent Signature	

# Application for Life Insurance

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

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

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

Any person who knowingly presents a false or fraudulent claim for payment of a loss or benefit or knowingly presents false information in an application for insurance is guilty of a crime and may be subject to fines and confinement in prison.

## 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: Will the policy that you are applying for replace any existing life insurance or annuity policy?  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





**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**

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

For use with Life Insurance Applications.

This Authorization complies with the HIPAA Privacy Rule.

\_\_\_\_\_  
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).

## 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.

Page Intentionally Left Blank - Do Not Submit





**ASSURANT**®

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

## Notice to Applicants Regarding Replacement of Life Insurance or Annuity

### THIS NOTICE IS FOR YOUR BENEFIT AND IS REQUIRED BY LAW.

1. If you are urged to purchase life insurance and to surrender, lapse, or in any other way change the status of existing life insurance, the agent is required to give you this notice.
2. It may not be advantageous to drop or change existing life insurance in favor of new life insurance, whether issued by the same or a different insurance company. Some of the disadvantages are:
  - a. The amount of the annual premium under an existing policy may be lower than that under a new policy having the same or similar benefits.
  - b. Generally, the initial costs of life insurance policies are charged against the cash value increases in the earlier policy years, the replacement of an old policy could result in the policyholder sustaining the burden of these costs twice.
  - c. The incontestable and suicide clauses begin anew in a new policy. This could result in a claim under a new policy being denied by the company which would have been paid under the old policy.
  - d. Existing policies may have more favorable provisions than new policies in such areas as settlement options and disability benefits.
  - e. An existing policy may have a reserve value in addition to any cash value which may be of some benefit to the insured.
  - f. The insurance company carrying your current insurance policy can often make a desired change on terms which would be more favorable than if existing insurance is replaced with new insurance.
3. It may not be advantageous to change an existing policy to reduce paid-up or extended term insurance or to borrow against its loan value beyond your expected ability or intention to repay in order to obtain funds for premiums on a new policy.
4. There may be a situation in which a replacement policy is advantageous. You may want to receive the comments of the present insurance company before deciding this important financial matter.

I hereby acknowledge that I received the above "Notice to Applicants Regarding Replacement of Life Insurance or an Annuity" before I signed the application for the proposed new insurance.

\_\_\_\_\_

Date

\_\_\_\_\_

Signature of Applicant

## DEFINITIONS

### **Premiums**

Premiums are the payments you make on the life insurance or annuity contract. They are unlike deposits in a savings or investment program because if you drop the policy you might get back less than you paid in.

### **Cash Surrender Value**

This is the amount of money you can get if you surrender your life insurance policy or annuity. If there is a policy loan, the cash surrender value is the difference between the cash value printed in the policy and the loan value. Not all policies have cash surrender values.

### **Lapse**

A life insurance policy may lapse when you do not pay the premiums within the grace period. If your policy had a cash surrender value, the insurer might change your policy to as much extended term insurance or paid-up insurance as the cash surrender value will buy. Sometimes the policy lets the insurer borrow from the cash surrender value to pay the premiums.

### **Surrender**

You surrender a life insurance policy when you either let it lapse or tell the company you want to drop it. If a policy has a cash surrender value, you can receive such value in cash if you return the policy to the company with a written request.

### **Place on Extended Term**

This means you use your cash surrender value to change your insurance to term insurance with the same insurer. In this case, the net death benefit will be the same as before but you will only be covered for a specified period of time.

### **Borrow Policy Loan Values**

If your life insurance policy has a cash surrender value, you can usually borrow all or part of said amount from the insurer. Interest will be charged according to the terms of the policy, and if the loan and unpaid interest ever exceeds the cash surrender value the policy will be terminated. If you die, the amount of the loan and any unpaid interest due will be subtracted from the death benefits.

### **Evidence of Insurability**

This means proof that you are an acceptable risk. You have to meet the standards of the insurer regarding age, health, occupation, and such other standards as the insurer feels necessary to be eligible for coverage.

### **Incontestable Clause**

This says that after one (1) or two (2) years, according to the provisions of the contract, the insurer shall not resist a claim because you made a false or incomplete statement when you applied for the policy. During the first two (2) years if there are false or incomplete answers on the application and the insurer discovers them, the insurer can deny a claim as if the policy has never existed.

### **Suicide Clause**

This says that if you commit suicide after being insured for less than two (2) years, your beneficiaries will receive only a refund of the premiums that were paid.



ASSURANT®

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

## Notice to Applicants Regarding Replacement of Life Insurance or Annuity

### THIS NOTICE IS FOR YOUR BENEFIT AND IS REQUIRED BY LAW.

1. If you are urged to purchase life insurance and to surrender, lapse, or in any other way change the status of existing life insurance, the agent is required to give you this notice.
2. It may not be advantageous to drop or change existing life insurance in favor of new life insurance, whether issued by the same or a different insurance company. Some of the disadvantages are:
  - a. The amount of the annual premium under an existing policy may be lower than that under a new policy having the same or similar benefits.
  - b. Generally, the initial costs of life insurance policies are charged against the cash value increases in the earlier policy years, the replacement of an old policy could result in the policyholder sustaining the burden of these costs twice.
  - c. The incontestable and suicide clauses begin anew in a new policy. This could result in a claim under a new policy being denied by the company which would have been paid under the old policy.
  - d. Existing policies may have more favorable provisions than new policies in such areas as settlement options and disability benefits.
  - e. An existing policy may have a reserve value in addition to any cash value which may be of some benefit to the insured.
  - f. The insurance company carrying your current insurance policy can often make a desired change on terms which would be more favorable than if existing insurance is replaced with new insurance.
3. It may not be advantageous to change an existing policy to reduce paid-up or extended term insurance or to borrow against its loan value beyond your expected ability or intention to repay in order to obtain funds for premiums on a new policy.
4. There may be a situation in which a replacement policy is advantageous. You may want to receive the comments of the present insurance company before deciding this important financial matter.

I hereby acknowledge that I received the above "Notice to Applicants Regarding Replacement of Life Insurance or an Annuity" before I signed the application for the proposed new insurance.

\_\_\_\_\_

Date

\_\_\_\_\_

Signature of Applicant

## DEFINITIONS

### **Premiums**

Premiums are the payments you make on the life insurance or annuity contract. They are unlike deposits in a savings or investment program because if you drop the policy you might get back less than you paid in.

### **Cash Surrender Value**

This is the amount of money you can get if you surrender your life insurance policy or annuity. If there is a policy loan, the cash surrender value is the difference between the cash value printed in the policy and the loan value. Not all policies have cash surrender values.

### **Lapse**

A life insurance policy may lapse when you do not pay the premiums within the grace period. If your policy had a cash surrender value, the insurer might change your policy to as much extended term insurance or paid-up insurance as the cash surrender value will buy. Sometimes the policy lets the insurer borrow from the cash surrender value to pay the premiums.

### **Surrender**

You surrender a life insurance policy when you either let it lapse or tell the company you want to drop it. If a policy has a cash surrender value, you can receive such value in cash if you return the policy to the company with a written request.

### **Place on Extended Term**

This means you use your cash surrender value to change your insurance to term insurance with the same insurer. In this case, the net death benefit will be the same as before but you will only be covered for a specified period of time.

### **Borrow Policy Loan Values**

If your life insurance policy has a cash surrender value, you can usually borrow all or part of said amount from the insurer. Interest will be charged according to the terms of the policy, and if the loan and unpaid interest ever exceeds the cash surrender value the policy will be terminated. If you die, the amount of the loan and any unpaid interest due will be subtracted from the death benefits.

### **Evidence of Insurability**

This means proof that you are an acceptable risk. You have to meet the standards of the insurer regarding age, health, occupation, and such other standards as the insurer feels necessary to be eligible for coverage.

### **Incontestable Clause**

This says that after one (1) or two (2) years, according to the provisions of the contract, the insurer shall not resist a claim because you made a false or incomplete statement when you applied for the policy. During the first two (2) years if there are false or incomplete answers on the application and the insurer discovers them, the insurer can deny a claim as if the policy has never existed.

### **Suicide Clause**

This says that if you commit suicide after being insured for less than two (2) years, your beneficiaries will receive only a refund of the premiums that were paid.



Page Intentionally Left Blank - Do Not Submit





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

## Statement by Applicant Regarding Notification of Replacement to the Replaced Insurer

I have read the "NOTICE TO APPLICANTS REGARDING REPLACEMENT OF LIFE INSURANCE OR AN ANNUITY" which was furnished to me by the agent taking the application for this policy.

**(Applicant: Please sign ONE of the following statements.)**

1. Please notify my present insurer(s) regarding this transaction.

\_\_\_\_\_ Date \_\_\_\_\_ Signature of Applicant

2. Please do not notify my present insurer(s) regarding this transaction.

\_\_\_\_\_ Date \_\_\_\_\_ Signature of Applicant

The signature of the applicant shall be that of the insured unless someone other than the insured is the owner of the policy. If someone other than the insured is the owner of the policy, the owner must sign. If the insured is under eighteen (18) years of age, the parent is deemed to be the owner of the policy.

**Certification by the agent:**

I hereby certify that nothing was said or done during the sales presentation to influence the decision of the applicant regarding this statement.

\_\_\_\_\_ Date \_\_\_\_\_ Signature of Agent

\_\_\_\_\_ Insurance Agency or Agent License Number



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

## Statement by Applicant Regarding Notification of Replacement to the Replaced Insurer

I have read the "NOTICE TO APPLICANTS REGARDING REPLACEMENT OF LIFE INSURANCE OR AN ANNUITY" which was furnished to me by the agent taking the application for this policy.

**(Applicant: Please sign ONE of the following statements.)**

1. Please notify my present insurer(s) regarding this transaction.

\_\_\_\_\_ Date \_\_\_\_\_ Signature of Applicant

2. Please do not notify my present insurer(s) regarding this transaction.

\_\_\_\_\_ Date \_\_\_\_\_ Signature of Applicant

The signature of the applicant shall be that of the insured unless someone other than the insured is the owner of the policy. If someone other than the insured is the owner of the policy, the owner must sign. If the insured is under eighteen (18) years of age, the parent is deemed to be the owner of the policy.

### Certification by the agent:

I hereby certify that nothing was said or done during the sales presentation to influence the decision of the applicant regarding this statement.

\_\_\_\_\_ Date \_\_\_\_\_ Signature of Agent

\_\_\_\_\_ Insurance Agency or Agent License Number

**Submit the following form  
when voided check unavailable**

Page Intentionally Left Blank - Do Not Submit



I hereby request and authorize the withdrawal of funds from the account referenced below for premiums. I am aware that if any charge to my account is dishonored, for any reason, the company shall have no liability whatsoever, even if such dishonor results in the forfeiture of the insurance contract.

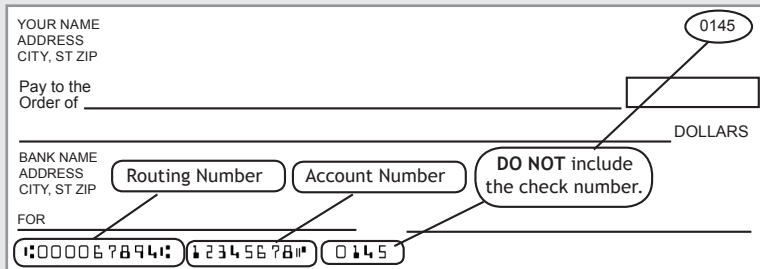
**Insured's Name:** \_\_\_\_\_

**Payor's Name:** \_\_\_\_\_

**Form is required if no voided check or savings withdrawal slip is available.**

**Financial Institution**

Account Type: <input type="checkbox"/> Checking <input type="checkbox"/> Savings		Financial Institution		
Financial Institution Address		City	State	Phone Number
Routing Number		Account Number		
Account Holder Name		Account Holder Signature		
Date (mm/dd/yy)				



*Example of a standard check*

**NOTE:** The routing and account numbers may be in different places on your check.

Do not use the numbers from a deposit slip.

**It is recommended that the initial premium draft be scheduled within 5 business days of the application date.**

**Agent Attestation**

<input type="checkbox"/> I do hereby attest that I personally verified this information	
Agent Name <i>Print</i>	Agent Signature
Date (mm/dd/yy)	
Comments	