



APPLICATION FOR INDIVIDUAL LIFE INSURANCE

Great Western Insurance Company

P.O. Box 9160 Ogden, Utah 84409-9160 • Fax: 801-689-1929 • Phone: 866-252-5594 • Email: fepolicies@gwic.com

Agent Number: _____

A. Proposed Insured (Full legal name)

First Name		Middle Initial	Last Name	
Street Address		City	State	Zip Code
Phone Number		Date of Birth (mm / dd / yyyy)		Social Security Number
Sex: <input type="checkbox"/> Male <input type="checkbox"/> Female		Email Address		

B. Owner (Complete only if other than proposed Insured)

First Name		Middle Initial	Last Name	
Street Address		City	State	Zip Code
Phone Number		Date of Birth (mm / dd / yyyy)		Social Security Number
Sex: <input type="checkbox"/> Male <input type="checkbox"/> Female		Email Address		Relationship to Insured

C. Health Questions

- 1) In the last two years, has the applicant been a patient in hospice, a hospital, or a nursing home for five or more days? Yes No
- 2) Is the applicant unable to independently perform routine activities such as bathing, dressing, eating, toileting, or transferring to or from a bed or chair? Yes No
- 3) In the last two years, has the applicant been diagnosed with, been prescribed medication for or treated by a healthcare provider for any of the following diseases: Cancer (other than basal cell carcinoma), Tumor, Insulin-Dependent Diabetes, Human Immunodeficiency Virus (HIV), Acquired Immune Deficiency Syndrome (AIDS), or Acquired Immune Deficiency Syndrome-Related Complex (ARC), or any Disorder of the Blood, Kidney, Lung, Brain, Heart, Circulatory System, or Liver? *For Prescriptions: Please do not mark "Yes" if the prescription(s) is a maintenance medication and has remained the same (or the generic equivalent) at the same or at a decreased dosage for the past two years. For Treatment: Please do not mark "Yes" if your visit(s) with your healthcare provider in the last two years was a routine review of your maintenance medication and no additional treatment was given or diagnosis was made during your visit(s).* Yes No

If all of the health questions are answered "NO," then the proposed Insured is eligible for a Level Death Benefit. If one or more of the health questions are answered "YES" or are not answered, then the Policy will be issued with a Graded Death Benefit.

Primary Care Physician <i>(Required for Level Death Benefit)</i>	Phone Number
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D. Policy Information

Face Amount: \$	Ultimate Death Benefit: \$ <i>For Level Death Benefit, multiple Face Amount by 125%</i>
Payment Mode: <input type="checkbox"/> Monthly <input type="checkbox"/> Quarterly <input type="checkbox"/> Semi-annually <input type="checkbox"/> Annually	Base Premium Amount: \$
<input type="checkbox"/> Dependent Child / Grandchild Rider <i>(complete separate application)</i> <i>\$5,000 Face Amount on base Policy is required</i>	Rider Premium Amount: \$
Total Premium Amount: \$	

Spousal Bonus Rider – Full Name and Date of Birth: <i>\$10,000 Face Amount on each Policy is required</i>
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E. Beneficiary Information <i>(Use additional form for more beneficiaries)</i>			
Primary <i>(Full legal name)</i>	Relationship		
Street Address	City	State	Zip Code
Contingent <i>(Full legal name)</i>	Relationship		
Street Address	City	State	Zip Code
F. Agreement			

By signing below, I agree: (1) To the best of my knowledge and belief, statements in this Application are complete and true. (2) When the Policy is delivered, the Insured must be alive and in the same health as described or there will be no insurance. (3) The full premium for the chosen mode must be paid by the time the Policy is delivered. By keeping the Policy past the free look period, my written consent is hereby given to any change(s), correction(s), or addition(s) that have been made to the Policy for which I am applying.

Insurable Interest: I certify compliance with all of the insurable interest laws in force in the state in which this Policy will be issued.

Authorization: I authorize any healthcare provider, medical facility, pharmacy benefit manager or other pharmacy related services organization, health plan, insurance company, MIB, Inc., claims administrator, government agency, or other person or firm, to disclose to Great Western Insurance Company (GWIC) or its authorized representative, any records or information it needs about the Insured's health, including copies of records concerning physical or mental illness, advice, diagnosis, prognosis, prescription information, care or treatment provided to the Insured. I understand that such information will be used by GWIC for the purpose of evaluating my application for insurance. A copy of this approval will be as effective as the original. Health information obtained will not be redisclosed without my authorization unless permitted by law, in which case it may not be protected under federal privacy rules. I authorize GWIC, or its reinsurers, to make a brief report of my personal health information to MIB, Inc. I understand that I or any authorized representative will receive a copy of this authorization upon request. This approval is valid for twenty-four (24) months from the date signed. This time limit complies with the time limit, if any, permitted by applicable law in the state where the policy is delivered or issued for delivery. This authorization may be revoked by me in writing, which I may do at any time by contacting GWIC.

I affirm that no illustration was used in the sale of this product.

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

G. Privacy Policy

I agree to receive electronically all initial and annual privacy policy notices associated with this insurance policy. Notices will be sent to the email address provided above. Yes No _____
Initial

H. Signature Section

Do you have any existing insurance policies or annuity contracts? Yes No
 Will the insurance applied for replace or change any insurance or annuity that is now or has recently been in force? Yes No
If "Yes, complete required replacement form(s).

X _____	Signed on: _____	Signed on: _____
Proposed Insured's Signature	(mm / dd / yyyy)	(City, State)
X _____	Signed on: _____	Signed on: _____
Owner's Signature <i>(If other than Proposed Insured)</i>	(mm / dd / yyyy)	(City, State)

I. Agent Section

Does the applicant have any existing insurance policies or annuity contracts? Yes No
 Will the insurance applied for replace or change any insurance or annuity that is now or has recently been in force? Yes No

_____	_____
Agent Full Name <i>(Please print)</i>	Agent Number
X _____	_____
Agent's Signature	Signed on (mm / dd / yyyy)



PREMIUM WITHDRAWAL AUTHORIZATION FORM

(Complete one form per Applicant)

GREAT WESTERN INSURANCE COMPANY

Mail policies to: PO Box 9160 Ogden, Utah 84409-9160 Phone: 866-252-5594

Fax policies to: 801-689-1929 • Email: fepolicies@gwic.com

Proposed Insured <i>(Full legal name)</i>						
First Name		Middle Initial		Last Name		
Payor Information						
<input type="checkbox"/> Insured <input type="checkbox"/> Owner <input type="checkbox"/> Other: <i>(fill in following if other is checked)</i>			Relationship			
First Name		Middle Initial		Last Name		
Street Address			City		ST Zip	
Phone #			Date of Birth (mm/dd/yyyy)		Social Security #	
Sex: <input type="checkbox"/> Male <input type="checkbox"/> Female		E-mail Address				
Bank Account Information						
Financial Institution (Bank Name):						
<input type="checkbox"/> Checking <input type="checkbox"/> Savings <i>(Contact your bank to verify EFT is allowed)</i>						
Routing # (lower left corner of check):			Bank Account # (lower middle of check):			
<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>			<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>			
Credit Card Information						
Credit Card:				Exp. Date		CVV
<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>				<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>		<input type="text"/> <input type="text"/> <input type="text"/>
<input type="checkbox"/> VISA <input type="checkbox"/> MASTERCARD <input type="checkbox"/> AMEX <input type="checkbox"/> DISCOVER				M M Y Y		
<p>I hereby authorize Great Western Insurance Company (THE COMPANY) to initiate debit entries. If necessary, THE COMPANY may credit entries on the above named financial institution and account.</p> <p>This authorization is to remain in full force and effect until THE COMPANY receives written notice of its termination. The notice must be in such time and in such manner as to allow THE COMPANY and DEPOSITORY reasonable time to act (minimum of three weeks).</p> <p><input type="checkbox"/> A one-time initial and ongoing <i>(initial will be drawn on: ____/____/____ or immediately if left blank)</i></p> <p><input type="checkbox"/> Ongoing only</p> <p>Please select only one box to indicate the date for ongoing withdrawal:</p> <p><input type="checkbox"/> ____ (1-28) <input type="checkbox"/> 2nd Wednesday <input type="checkbox"/> 3rd Wednesday <input type="checkbox"/> 4th Wednesday</p>						
Amount of Premium: \$						
<hr/> Accountholder/ Cardholder's Name <i>(Please print)</i>						
X <hr/> Accountholder/ Cardholder Signature			<hr/> Signed on: <i>(mm/dd/yyyy)</i>			



Guaranteed Assurance Rate Chart

Per Unit Face Annual Premiums			Per Unit Face Annual Premiums		
Age	Male	Female	Age	Male	Female
40	56	45	60	87	76
41	57	46	61	91	79
42	59	48	62	94	82
43	61	50	63	98	86
44	62	51	64	102	90
45	63	52	65	107	93
46	64	53	66	113	97
47	65	54	67	119	101
48	67	55	68	125	105
49	67	56	69	132	111
50	68	56	70	140	119
51	69	57	71	149	128
52	69	59	72	159	139
53	70	60	73	170	150
54	72	62	74	178	156
55	74	64	75	187	163
56	76	67	76	197	171
57	79	69	77	208	180
58	81	71	78	220	190
59	84	73	79	242	207
			80	270	225

Take Face Amount, divide by \$1,000;
 Multiply by Annual Premium;
 Add \$35.00 Policy Fee;
 Divide by:
 2 for Semi-Annual Premium
 4 for Quarterly Premium
 12 for Monthly Premium

Example:
46 Year Old Female;
Face Amount \$15,000; Monthly

$\$15,000/1,000 = \15.00
 $\$15.00 \times 53 = \795.00
 $\$795.00 + \$35.00 = \$830.00$
 $\$830.00/12 = \69.17 Monthly Premium



Disclosure Instruction Sheet for Pennsylvania

In accordance with Pennsylvania law (31 PA Code Section 83 *et. seq.*), you must fill out and give the applicant the Disclosure Statement "no later than time that the application is signed by the applicant." To complete this process for policy issuance, please do the following:

1. Explain to the applicant the Disclosure Statement, filling it in using the Cash Value rate chart supplied to you
2. Leave the Applicant with the Disclosure Statement
3. Complete the Confirmation of Disclosure Delivery Statement
4. Submit the Confirmation of Disclosure Delivery Statement to Great Western Insurance Company

The Statement *must* be submitted to Great Western Insurance Company prior to policy issuance. The policy will *not* be issued and the agent will *not* receive commissions until these four steps are complete.

If you have any questions, feel free to contact the Great Western Home Office Monday-Friday, 8 a.m.- 5 p.m. (MST) at 866-252-5594 or via email at fepolicies@gwic.com.

DISCLOSURE STATEMENT

THIS DISCLOSURE STATEMENT WITH ALL APPLICABLE BLANKS FILLED IS FOR YOUR PROTECTION. IT GIVES YOU BASIC INFORMATION ABOUT THE COST AND COVERAGE OF THE INSURANCE BEING SOLICITED. READ IT CAREFULLY BEFORE SIGNING ANY AGREEMENT TO BUY LIFE INSURANCE.

THIS DISCLOSURE STATEMENT SHALL NOT BE CONSIDERED AS AN OFFER TO CONTRACT OR AS ALTERING OR MODIFYING ANY POLICY OR RIDER THAT MAY BE ISSUED.

Name of Proposed Insured _____ Age _____ Sex _____

*Name of Agent preparing disclosure _____

*Agent home or agency address _____

Name of Insurer Great Western Insurance Company

Home Office Address of Insurer (City, State) 3434 Washington Blvd., Ogden, Utah 84401

*Telephone number of Agent _____

Direct all correspondence to (Insurer's home, executive or administrative office) PO Box # 9160 Ogden, UT 84409-9160

	Descriptive Title of Coverage	Face Amount of Coverage (1) If not applicable, Description of Coverage	Annual Premium If not known, Premium for Made Quoted (2)
*Policy	Whole Life Insurance OR Graded Benefit Whole Life		
*Riders	Grandchild Rider Spousal Rider		
Benefit(s) (Built into Policy)			Cost included in policy premium

*The Face Amount of coverage of the policy changes as follows _____

Total Initial monthly premium for the policy and rider will be _____.

*Guaranteed Cash Value. If you continually pay your premiums on this policy as they come due, you will have the following guaranteed cash value for each \$1,000 of face amount. *You may borrow against this cash value at an annual 8 % loan interest charge.

Number of Years Policy Has Been in Force	5	10	20	AGE 45
Total Accumulated Cash Value Per \$1,000 (or Total Face Amount)				

*A Surrender Comparison Index will be provided upon delivery of the policy or earlier if requested. This Index provides one means of comparing the relative costs of two or more similar policies.

*The prospective insured has ___ has not ___ requested an earlier delivery of the Index.

Upon request, either the company or agent will furnish you with additional information about insurance described.

Assurance Plus Unit Cash Values

Issue Age	Female				Issue Age	Male			
	5	10	20	Age 45		5	10	20	Age 45
40	34.04	106.46	278.34	34.04	40	41.37	125.12	329.17	41.37
41	36.04	111.14	288.18	22.23	41	43.43	130.91	341.52	27.53
42	38.06	115.88	298.25	9.73	42	45.53	136.96	354.03	12.90
43	40.09	120.65	308.58	-	43	47.78	143.22	366.63	-
44	42.12	125.47	319.18	-	44	50.30	149.70	379.34	-
45	44.14	130.35	330.09	-	45	53.09	156.35	392.18	n/a
46	46.17	135.28	341.32	n/a	46	56.11	163.13	405.23	n/a
47	48.20	140.27	352.89	n/a	47	59.32	170.03	418.57	n/a
48	50.22	145.32	364.80	n/a	48	62.57	177.10	432.22	n/a
49	52.26	150.49	377.08	n/a	49	65.73	184.33	446.19	n/a
50	54.33	155.83	389.74	n/a	50	68.75	191.72	460.53	n/a
51	56.40	161.36	402.73	n/a	51	71.61	199.19	475.18	n/a
52	58.48	167.13	416.04	n/a	52	74.37	206.64	490.00	n/a
53	60.60	173.17	429.68	n/a	53	77.21	214.02	504.85	n/a
54	62.79	179.50	443.65	n/a	54	80.25	221.36	519.88	n/a
55	65.07	186.14	457.94	n/a	55	83.55	228.76	535.19	n/a
56	67.51	193.13	472.59	n/a	56	87.01	236.32	550.79	n/a
57	70.13	200.49	487.61	n/a	57	90.50	244.18	566.64	n/a
58	72.95	208.21	503.00	n/a	58	93.74	252.30	582.46	n/a
59	75.97	216.29	518.77	n/a	59	96.63	260.70	597.98	n/a
60	79.16	224.69	534.91	n/a	60	99.22	269.45	613.09	n/a
61	82.50	233.34	551.06	n/a	61	101.73	278.61	627.71	n/a
62	85.99	242.20	566.78	n/a	62	104.43	288.05	641.88	n/a
63	89.60	251.24	582.12	n/a	63	107.58	297.71	655.78	n/a
64	93.33	260.46	597.17	n/a	64	113.48	309.53	670.50	n/a
65	97.15	269.85	611.80	n/a	65	121.00	322.57	685.15	n/a
66	101.00	279.42	626.35	n/a	66	129.11	336.05	698.97	n/a
67	104.83	289.17	640.42	n/a	67	137.38	349.79	711.64	n/a
68	109.58	299.93	653.66	n/a	68	145.52	363.48	722.91	n/a
69	116.46	312.72	666.62	n/a	69	153.57	376.74	732.54	n/a
70	123.50	325.90	678.61	n/a	70	161.57	389.35	740.38	n/a
71	130.74	339.08	691.84	n/a	71	169.63	401.18	746.70	n/a
72	138.29	351.75	707.35	n/a	72	177.96	412.36	752.05	n/a
73	146.17	363.96	723.32	n/a	73	186.48	423.22	756.46	n/a
74	154.41	375.85	738.14	n/a	74	194.69	433.56	759.68	n/a
75	163.07	387.26	749.91	n/a	75	202.30	443.01	761.36	n/a
76	171.64	398.62	757.51	n/a	76	208.98	451.15	761.70	n/a
77	179.41	409.38	760.46	n/a	77	214.72	457.60	761.23	n/a
78	186.43	418.33	762.55	n/a	78	219.95	462.21	759.82	n/a
79	192.81	425.30	768.43	n/a	79	224.91	464.87	757.20	n/a
80	198.30	430.72	775.33	n/a	80	229.43	465.42	752.64	n/a

Guaranteed Assurance Unit Cash Values

Issue Age	Female				Issue Age	Male			
	5	10	20	Age 45		5	10	20	Age 45
40	31.43	89.11	226.03	31.43	40	37.87	104.54	266.98	37.87
41	33.18	92.99	233.98	22.17	41	39.78	109.41	277.01	27.13
42	34.96	96.92	242.14	12.40	42	41.78	114.51	287.21	15.82
43	36.79	100.92	250.53	2.10	43	43.94	119.84	297.50	3.92
44	38.66	104.99	259.17	-	44	46.35	125.36	307.90	-
45	40.57	109.16	268.08	-	45	48.98	131.03	318.41	n/a
46	42.53	113.40	277.28	n/a	46	51.77	136.77	329.05	n/a
47	44.54	117.74	286.78	n/a	47	54.63	142.53	339.87	n/a
48	46.61	122.17	296.58	n/a	48	57.50	148.40	350.90	n/a
49	48.72	126.73	306.70	n/a	49	60.40	154.50	362.26	n/a
50	50.92	131.49	317.16	n/a	50	63.28	160.80	373.96	n/a
51	53.18	136.44	327.91	n/a	51	66.17	167.27	385.99	n/a
52	55.48	141.61	338.92	n/a	52	69.12	173.85	398.22	n/a
53	57.87	147.03	350.22	n/a	53	72.26	180.48	410.55	n/a
54	60.34	152.72	361.78	n/a	54	75.66	187.17	423.06	n/a
55	62.97	158.71	373.65	n/a	55	79.36	193.97	435.82	n/a
56	65.75	165.01	385.79	n/a	56	83.17	200.88	448.79	n/a
57	68.74	171.63	398.25	n/a	57	86.91	207.94	461.87	n/a
58	71.88	178.54	410.98	n/a	58	90.53	215.25	474.94	n/a
59	75.21	185.75	424.01	n/a	59	94.07	222.94	487.86	n/a
60	78.69	193.21	437.32	n/a	60	97.65	231.12	500.58	n/a
61	82.35	200.92	450.64	n/a	61	101.86	240.21	513.26	n/a
62	86.17	208.81	463.63	n/a	62	107.94	250.93	526.45	n/a
63	90.13	216.87	476.31	n/a	63	114.49	261.86	539.41	n/a
64	94.27	225.14	488.80	n/a	64	121.60	273.12	552.11	n/a
65	98.59	233.63	501.00	n/a	65	129.20	284.67	564.33	n/a
66	104.63	243.66	514.01	n/a	66	137.15	296.46	575.83	n/a
67	111.11	254.20	526.84	n/a	67	145.28	308.45	586.43	n/a
68	117.83	265.08	538.71	n/a	68	153.34	320.43	595.95	n/a
69	124.65	276.20	549.50	n/a	69	161.43	332.12	604.24	n/a
70	131.66	287.68	559.56	n/a	70	169.80	343.54	611.29	n/a
71	138.87	299.16	570.57	n/a	71	178.50	354.57	617.30	n/a
72	146.27	310.19	583.27	n/a	72	187.49	365.15	622.60	n/a
73	154.00	320.92	596.34	n/a	73	196.52	375.37	627.13	n/a
74	162.50	331.77	608.72	n/a	74	205.70	385.49	630.95	n/a
75	171.39	342.30	618.76	n/a	75	214.52	394.99	633.66	n/a
76	180.22	352.78	625.60	n/a	76	222.86	403.64	635.48	n/a
77	188.54	362.85	628.95	n/a	77	230.79	411.25	636.84	n/a
78	196.27	371.51	631.64	n/a	78	238.54	417.63	637.64	n/a
79	202.94	378.23	636.93	n/a	79	244.44	421.31	636.78	n/a
80	209.33	384.07	643.14	n/a	80	248.82	422.52	633.93	n/a



AGENT CERTIFICATION
OF PENNSYLVANIA DISCLOSURE STATEMENT RECEIPT

I, _____, an Agent appointed by Great Western Insurance Company,
Agent Name
certify that _____ received the required disclosure statement no later than
Prospective Insured's Name
the time he or she signed the application.

Signature of Agent

Date



CHILD/GRANDCHILD PROTECTION PLAN

Rider Application for Life Insurance

Great Western Insurance Company • Mail policies to: P.O. Box 9160 Ogden, Utah 84409-9160

Email: fepolicies@gwic.com • Fax policies to: 801-689-1929 • Phone: 866-252-5594

State _____ Print Agent Name _____ Agent Number _____

Insured's Information			
First Name	Middle Initial	Last Name	
Street Address	City	ST	Zip Code
Phone #	Date of Birth (mm/dd/yyyy)	Social Security #	
Sex: <input type="checkbox"/> Male <input type="checkbox"/> Female	E-mail Address		

Child / Grandchild Protection Rider Information	
Existing Policy #	Rider Premium \$1.00 per month
Does the applicant have any existing policy or annuity?	<input type="checkbox"/> YES <input type="checkbox"/> NO
Will the proposed insurance replace any existing policy or annuity?	<input type="checkbox"/> YES <input type="checkbox"/> NO
<i>If "yes," please complete a replacement form.</i>	

Conditions of Child / Grandchild Protection Plan	
I apply for the Child/Grandchild Protection Plan and understand that only the Covered Child/Grandchildren listed below, who meet the following conditions, will be covered.	
<ul style="list-style-type: none"> • The Covered Child/Grandchild has never been married and is living with a parent, grandparent, or guardian at the time of death. • The Covered Child/Grandchild is at least one year of age and has not attained the age of 18 years. • The Covered Child/Grandchild died while the Insured on the base Policy was alive. • The coverage under the base Policy to which this Policy is attached is active and current in its premium payments. 	

Child/Grandchild's Full Name	Date of Birth	Child/Grandchild's Full Name	Date of Birth
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Agreement

Agreement: By signing below, I agree that: (1) to the best of my knowledge and belief, statements in this Application are complete and true. (2) When the Policy is delivered, the Applicant and listed child/grandchildren must be alive. Also, the full premium must be paid by the time the Policy is delivered. (3) By accepting the Policy, I approve any change(s), correction(s), or additions(s) that Great Western made when issuing it. If my approval requires written consent, a form will be included.

X _____ Signed on: _____ Signed at: _____
(Parent or Guardian, if Juvenile Insured) (mm/dd/yyyy) (City, State)

X _____ X _____
Owner's Signature Agent Signature
(If other than the Proposed Insured) Replacement of insurance is involved. YES NO

To the Applicant: You should hear from the Company within sixty days of the application date. If you don't, state the facts of your application in a letter to the Secretary of the Great Western Insurance Company at the address listed above.

Great Western Insurance Company

P.O. Box 3428 • Ogden, UT 84409-1428 • (866) 689-1401 • Fax (801) 689-1391

IMPORTANT NOTICE: REPLACEMENT OF LIFE INSURANCE OR ANNUITIES

This document must be signed by the applicant and the producer and a copy left with the applicant.

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

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 the 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 interests. 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 Signature, Printed Name and Date

Producer's Signature, Printed Name and Date

BE SURE TO READ THESE IMPORTANT POINTS TO CONSIDER

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.
- Acquisitions 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 “grand-fathered” 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?