

The Independent Order of Foresters ("Foresters")
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Foresters 

A Fraternal Benefit Society.

Tips for Submitting a Foresters Application for Individual Life Insurance – Foresters PlanRight

This Checklist is a quick guide to help avoid processing delays. For more information on completing the Application, please refer to the *Guide to Completing the PlanRight Application*, available on ezbiz, Foresters producer website. If you have questions about Foresters, Foresters PlanRight product, Foresters PlanRight Application process, or if you have trouble initiating the required personal health interview (PHI) with Apptical Corp. ("Apptical"), contact **Foresters Service Center, Monday through Friday 8:30 a.m. to 7:30 p.m. ET.**

Things You Need To Know

- Money orders or cashier's checks are not permitted for the payment of initial premiums.
- Do not use white out (liquid paper/correction fluid) on any part of the Application.
- Cash is not permitted for the payment of premium(s).
- A producer cannot make premium payments (unless the proposed insured is the producer or a dependent of the producer).
- A personal health interview (PHI) **must** be completed with the proposed insured at the time the Application is taken in order for the Application to be processed. The PHI must be conducted as soon as sections 1 through 10 of the Application have been completed and signed, and while you are still with the proposed insured.
- Completion of the PHI **must** take place at the point of sale and during Apptical's hours of operation, **8:30 a.m. to Midnight ET, Monday through Friday and 10:00 a.m. to 8:00 p.m. ET, Saturday and Sunday.** To call Apptical, dial **1-866-844-9276.**
- In **ALL** cases where a PHI has been initiated, the signed Application **must** be submitted to Foresters and the Notice of Information section given to the proposed insured, regardless of whether or not the Application is to be processed. Foresters is required to retain the signed Application as it contains the authorization used to complete the PHI. If the Application is not to be processed, write 'Withdrawn' on the Producer Report and send the Application to Foresters; no premium should be accepted and section 13 should not be left with the owner.
- For instructions on conducting a PHI, refer to the *PlanRight Producer Guide*, available on ezbiz, Foresters producer website.
- The certificate's issue date is the date that Foresters approves the Application, unless a preferred draft date is requested.

How To Avoid Delays and Get PAID Fast

- Are you contracted with Foresters? You must provide your producer number to Apptical in order to proceed with the PHI.
- Do you have the right Application and forms for the state where the application is signed? Did you verify the product rules and state availability for the applicable state?
- Did you print legibly in English, using ink (preferably black)?
- If the payer is other than the proposed insured or the owner, did you complete the Payer ID form and include with the Application?
- If PAC has been requested, did you explain PAC to the payer? Is the payer fully aware that the PAC authorization is effective immediately?
- When choosing a preferred draft date, did you include the day (between the 1st and the 28th) and the month the draft should begin?
- If replacing existing insurance or an annuity, did you complete the applicable replacement form(s) and include with the Application?
- If there were changes, did you, the proposed insured and the owner, if other than the proposed insured initial **ALL** corrections before signing the Application?
- Is the Application dated the same day as the Apptical interview?
- Are all sections of the Application signed?
 - Section 7 (Payment Information) by the payer
 - Section 10 (Signature Section) by the proposed insured and the owner, if other than the proposed insured
 - Section 11 (Producer Certification) by the producer
 - Section 13 (Acknowledgement of First Premium) by the producer
- Did you leave the following detachable sections of the Application?
 - Section 12 (Notice of Information Procedures) with the proposed insured
 - Section 13 (Acknowledgement of First Premium) left with the owner
- Did you record the Inspection Reference ID number provided by Apptical on the Producer Report? We can't proceed without it.
- If you'd like to save insurance age, did you indicate this on the Producer Report?
- If paying the first premium by check, did the payer make the check payable to Foresters? The check must be dated no later than the date the Application was signed by the owner.
- If mailing the Application and a check was provided, did you mail the Application and the check together?
- If submitting the Application by fax, Foresters fax number is 1-866-300-3830. When faxing, did you include a photocopy of the void check?

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Application for Individual Life Insurance.

1. Proposed Insured.					
First name.		Middle name.		Last name.	
Sex: <input type="radio"/> Male <input type="radio"/> Female					
Street address.			City.	State.	Zip code.
Home phone no.	Alternate phone/Cell no.	Date of birth (mmm/dd/yyyy).		State & Country of birth.	Social security number.
Foresters member? <input type="radio"/> Yes. <input type="radio"/> No, applying for membership.		Height.	Weight.	Used tobacco in any form within the past 12 months? <input type="radio"/> Yes. <input type="radio"/> No	

2. Medical Questions. "Diagnosed", "advised" and "treatment", mean by a licensed physician or medical practitioner.

1. Is the proposed insured currently confined to a hospital, or a psychiatric, nursing or correctional facility or receiving home health care or receiving or been advised to receive hospice care? Yes. No.
 2. Does the proposed insured currently use a wheelchair, or require assistance with activities of daily living such as taking medications, bathing, dressing, eating or toileting? Yes. No.
 3. Has the proposed insured:
 - a) Within the past 12 months, used or been advised to use oxygen equipment to assist in breathing, or had dialysis? Yes. No.
 - b) Within the past 12 months, been advised to have a diagnostic test, surgery, home health care or hospitalization which has not yet been started, completed or for which results are not known? Yes. No.
 - c) Ever been diagnosed with Acquired Immune Deficiency Syndrome (AIDS) or AIDS Related Complex (ARC), or tested positive for Human Immunodeficiency Virus (HIV)? Yes. No.
 - d) Ever received or been advised to receive an organ or tissue transplant? Yes. No.
 - e) Ever been diagnosed with Alzheimer's disease, dementia, Amyotrophic Lateral Sclerosis (ALS), or a terminal illness*? Yes. No.
- *'Terminal illness' is defined as any illness diagnosed that would reasonably be expected to cause death within 12 months.
4. Has the proposed insured:
 - a) Within the past 12 months, had treatment or counseling for alcohol, drug or substance abuse or addiction? Yes. No.
 - b) Within the past 2 years, had heart or circulatory surgery, or had or been diagnosed as having a heart attack, congestive heart failure, cardiomyopathy, stroke, Transient Ischemic Attack (TIA), aneurysm, or a brain tumor? Yes. No.
 - c) Within the past 2 years, been diagnosed with or had treatment for insulin shock, diabetic coma, or had an amputation due to complications of diabetes? Yes. No.
 - d) Within the past 3 years, been diagnosed with or had treatment for cancer (excluding basal skin cancer)? Yes. No.
 5. Within the past 2 years has the proposed insured been diagnosed with, prescribed medication for, or had or been advised to have treatment for:
 - a) Parkinson's disease or Systemic Lupus (SLE)? Yes. No.
 - b) Cirrhosis of the liver, chronic hepatitis or other liver disorder, kidney failure, or other chronic kidney disease? Yes. No.
 - c) Chronic Obstructive Pulmonary Disease (COPD) or emphysema? Yes. No.

If a 'Yes' answer in Section 2, the proposed insured is not eligible for Foresters PlanRight. Do not complete or submit this Application.

3. Owner. (Complete only if other than the proposed insured).

Full legal name of Individual (First, Middle, Last), Institution or Trust.

Street address.		City.	State.	Zip code.
Home phone no.	Alternate phone/Cell no.	Relationship to the proposed insured.		Social security number /Tax ID no.

If individual:

Sex: <input type="radio"/> Male <input type="radio"/> Female	Date of birth (mmm/dd/yy):
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4. Beneficiary Information. (Revocable.)

Name of each primary beneficiary.	Relationship.	% Share.
		total must
		equal 100%
Name of each contingent beneficiary.	Relationship.	% Share.
		total must
		equal 100%

5. Other Insurance.

Does the proposed insured currently have any life insurance or an annuity in force? _____ Yes. No.

Will insurance applied for in this Application replace, reduce coverage or modify premiums paid for any existing life insurance or an annuity in force? _____ Yes. No.

If 'Yes', to either question, complete state and Foresters replacement/rollover/disclosure and comparison statements. Include existing life insurance or annuities in the process of being lapsed or surrendered, and those completed within the past 13 months.

6. Insurance Applied For.

Certificate type: Foresters PlanRight (With a level death benefit.)

Insurance amount: \$ _____ Premium amount: \$ _____ (based on payment mode.)

Additional coverage: Accidental Death Rider: \$ _____ Other: _____

Automatic selection, insurance amount and premium adjustment – Owner agrees that if the proposed insured qualifies for the certificate selected above but the premium amount paid with this Application is not sufficient for the insurance amount shown above, Foresters shall issue that certificate type for a reduced insurance amount based on the above, or modified if necessary according to the applicable rates, premium amount for that reduced insurance amount. If the premium amount shown above is more or less than the amount required for the certificate type issued, Foresters will increase or decrease the insurance amount and/or premium for that certificate.

Is there an intention that a person or entity, other than the owner, will obtain a right, title, or interest in a certificate issued (includes possible assignment)? _____ Yes. No.

Automatic premium loan provision elected? _____ Yes. No.

If 'Yes', overdue premium may be deducted from, and become a loan against, available cash value.

7. Payment Information.

Payer is: Proposed insured. Owner (if other than proposed insured.) Other (Complete Payer ID form.)
First premium payment provided by: Draft first premium via Pre-Authorized Check (PAC). Check/Money order (payable to Foresters.)
Subsequent premium payments made by (select one): PAC. Direct bill.
Payment mode (select one): Annually. Semi-annually. Quarterly. Monthly (PAC only.)

PAC banking information:

- Checking account. **Attach void check.**
 Savings account (no check available). If selected, complete the following:

Name of financial institution: _____			
Street address: _____			
City: _____	State: _____	Zip code: _____	
Transit number: _____	Account number: _____		

Does the payer want a specific draft date? _____ Yes. No.

If 'Yes', draft on the _____ day of the month (choose between the 1st and the 28th.)

The payer agrees that: 1. Foresters is authorized to draft deductions under the PAC plan from the account identified in the PAC banking information section or another account later identified or substituted by the payer. 2. The financial institution from which payments are to be drafted is authorized to treat each draft by Foresters as though it was made personally by the payer. 3. Foresters reserves the right to determine when the first deduction, if any, will be made and the amount of that deduction according to the certificate type issued. 4. This PAC plan is effective immediately and will continue until terminated, which either the payer or Foresters may do at any time by written notice to the other.

X _____
Payer's signature.

8. Agreements.

"I/Me" means individually each person identified in this Application as either the proposed insured or the owner. I, as evidenced by my signature in this Application, declare that I have read this Application. I was asked every question that applies to me and provided the answers shown, in this Application, to these questions. The statements, answers, and representations contained in this Application are full, complete, and true. All statements made in this Application shall be representations and not warranties. This Application, Foresters Instruments of Incorporation and its Constitution now in force or subsequently enacted shall form part of the entire contract with Foresters. No person, including a producer, has the authority to waive the disclosure of full, complete and truthful information or write down an answer to a question in this Application other than the answer provided to that person. The answers, statements and representations contained in this Application will influence the assessment and acceptance of this Application by Foresters. Failure to disclose all material facts may result in a loss of coverage and cancellation of the insurance contract. A material misrepresentation or untrue declaration may render the insurance contract issued, if any, voidable. All facts should be shown in this Application. The insurance contract issued, if at all, as a result of this Application, is conditional on there being no change in the insurability of the proposed insured between the date this Application was signed by the proposed insured and the issue date of that insurance contract. Changes or corrections made to this Application by Foresters, if any, are ratified by the owner if the insurance contract delivered, if any, is not returned during the cancellation period. No producer, medical examiner or any other person, except Foresters Executive Secretary or successor position, has power on behalf of Foresters to make, modify, or discharge an insurance contract. This Application and related documents may be sent to Foresters by electronic means, including but not limited to, email and facsimile transmission. Any person who knowingly and with intent to defraud Foresters, any other insurer, or other person(s), files an application for insurance or a statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which is a crime and may subject such person to criminal and civil penalties.

9. Authorization To Obtain And Disclose Information.

This authorization is for the purpose of assessing (a) insurance coverage eligibility and (b) a claim, if any, for benefits. The proposed insured authorizes Foresters, its reinsurers and those who perform services for Foresters related to an application for insurance or a claim for benefits, to obtain information about him/her from any: physician, medical practitioner, hospital, clinic, or medical facility; employer; other insurer or institution; consumer reporting agency; pharmacy, pharmacy benefits manager or other pharmacy related services organization; or the Medical Information Bureau, Inc ('MIB, Inc.'). This includes obtaining records or other information available as to: past, current or future diagnosis, treatment and prognosis of a physical or mental condition; past, current or future drug, physical and mental health, and alcohol-related information that may be protected by federal or state laws and regulations. Foresters may make a brief report to MIB, Inc. about the proposed insured. Foresters or its authorized representatives may disclose information to: its reinsurers; those who perform services for Foresters related to an application for insurance or a claim for benefits; or those companies to which the proposed insured has applied or may apply to for life or health insurance, or benefits. Disclosure may be made when required or permitted by law and the disclosed information may no longer be protected by federal privacy laws. This authorization shall be the consent required, whether implied or express, written or oral, by applicable law(s), including Federal and state legislation and regulations regarding the collection, retention, usage and disclosure of information about or related to the proposed insured. This authorization is valid for two years from the date of this Application. Foresters or its authorized representatives may use an original document or a copy of this authorization to obtain information. This authorization may be revoked at any time by written notice to Foresters, except that action(s) taken before written revocation will not be affected. A copy of the Notice of Information Procedures has been provided to the proposed insured. It includes the MIB, Inc. and Fair Credit Reporting Notices. A copy of this authorization will be provided upon request.

10. Signature Section. (For purposes of sections 1 to 9. Review entire Application before signing.)

X _____
Proposed insured's signature.

X _____
Owner's signature (if other than proposed insured.)

Each person signed at: _____
(City, State.)

Each person signed on: _____
Date (mmm/dd/yyyy.)

11. Producer Certification.

I certify the following: I am not aware of undisclosed information about the health, habits or lifestyle of the proposed insured that might affect insurability. I complied with applicable regulatory requirements including those relating to the solicitation and sale of life insurance to active duty members of the United States military. Unless otherwise indicated in the Producer Report, I personally met with, and asked all questions as written in this Application to which an answer is shown, recorded those answers given to me by the proposed insured and owner, reviewed with each this Application before it was signed by that person, and reviewed the document(s) used to verify identity and birth date. This Application has not been altered in any way after the proposed insured and owner signed it. If applicable, I have disclosed that this Application will be transmitted to Foresters by electronic means and that this original Application will be destroyed after confirmation of successful transmission.

Will the certificate applied for be a replacement for or change existing insurance or an annuity? _____ Yes. No.

Does the proposed insured currently have any life insurance or an annuity in force? _____ Yes. No.

If 'Yes', to either question, complete state and Foresters replacement/rollover/disclosure and comparison statements. Include existing life insurance or annuities in the process of being lapsed or surrendered, and those completed within the past 13 months.

Producer's full name.

Producer number.

Producer's signature: **X** _____

Date (mmm/dd/yyyy.) _____

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12. Notice of Information Procedures. (This section must be given to the proposed insured.)

For purposes of this Notice the following words and phrases are defined. The word "Application" means the Application for Individual Life Insurance to which this Notice relates. "Producer" means the licensed individual who signed that Application as the producer. "Foresters", "we", "our", and "us" mean The Independent Order of Foresters. "You" and "your" means the proposed insured. If you have questions, discuss them with your producer or contact us directly. Write to Foresters, Chief Underwriter 789 Don Mills Road Toronto, Canada M3C 1T9, or to our US Mailing Address at PO Box 179 Buffalo, NY 14201-0179.

Privacy - Personal information we obtain about you is confidential. As permitted by privacy laws, we may disclose information without further authorization to consumer reporting agencies hired to prepare consumer reports or consumer investigative reports, insurance companies to which you have applied for coverage or benefits, those providing services for us and those conducting bona fide actuarial, marketing or scientific studies or audits. We may also disclose information to your physician and The Medical Information Bureau ('MIB, Inc.'). You can make a written request to review personal information about you in our file. However, we will not disclose information to you that was prepared for an anticipated claim, civil or criminal proceeding. You may request correction of information which you believe to be inaccurate or irrelevant. Upon written request, we will provide more information about these procedures.

Medical and Personal Information - The Underwriting process evaluates information about you to see if you qualify for the requested insurance. Answers in the Application are our principal source of information. We may contact other sources, such as a doctor, clinic, hospital, other insurers, or a lending institution. In some cases, we may ask an independent agency to prepare a consumer report or an investigative consumer report about you. These reports may include information on your character and general reputation. They may also include personal characteristics, such as health, prescription history, finances, job and mode of living. The Federal Fair Credit Reporting Act gives you the right to make a written request, within a reasonable period of time, to receive additional information from Foresters about the nature and scope of an investigation. We will provide the contact information of any agency we ask to prepare such a report. You may contact the agency to learn about the contents or request a copy of the report. No adverse underwriting decision will be made based upon an individual's implied or confirmed sexual orientation or an individual's concern about or consultation for AIDS information.

The Medical Information Bureau (MIB, Inc.) - Information regarding your insurability will be treated as confidential. Foresters or its reinsurers may, however, make a brief report thereon to MIB, 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 (TTY 866-346-3642). 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, Suite 400, Braintree, MA 02184-8734 or at (www.mib.com)). Foresters, or its reinsurers, may also release information in 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.

13. Acknowledgement Of First Premium. (This section must be given to the owner.)

It is acknowledged that an amount of \$ _____ was provided, by either check, money order or pre-authorized checking, to be applied as the first premium payment for the certificate issued, if any, in response to the Application for Individual Life insurance on the life of

Proposed insured's name.

This amount will be refunded, if collected by us, if no certificate is issued. The first premium amount may be adjusted based on the certificate type issued. There is no conditional or temporary insurance coverage even though an amount was provided, or collected, as the first premium payment.

Insurance will only come into effect on the issue date of the certificate issued, if any, and subject to the terms of that certificate, provided a) that first premium payment is honored when presented to the financial institution from which it is to be drafted, and b) the insurability of the proposed insured did not change between the date the Application was signed by the proposed insured and that issue date.

Producer's signature: **X** _____

Date (mmm/dd/yyyy) _____

Producer Report *(Required)*.

This form is for internal and producer use only and is not part of the Application.

Producer:

Name: _____ Number: _____

Proposed insured:

First name: _____ Middle name: _____ Last name: _____

1. How long have you known the proposed insured? _____ Years
2. Are you related to the proposed insured? _____ Yes. No.
3. a) At the time the Application was taken, did you see the proposed insured? _____ Yes. No.
b) Did you personally interview and complete the Application in the presence of the proposed insured? _____ Yes. No.
If 'No', to either a or b, explain in Remarks below.
4. Did you personally witness each signature in the Application? _____ Yes. No.
If 'No', identify and provide contact information of person who obtained and witnessed the signature(s).

5. Did you personally review each document used to verify identity and birth date? _____ Yes. No.
If 'No', identify and provide contact information of person who reviewed each document, if different than person identified in 4 above.

6. A personal health interview (PHI) **must be** conducted as part of the application process. Provide the PHI Inspection Reference ID number. # _____
7. Upon completion of the PHI, did the interviewer confirm eligibility for the certificate type selected? _____ Yes. No.
If 'No', provide details in Remarks below.
8. Did you review and leave section 13 (Acknowledgement of First Premium) with the owner? _____ Yes. No.
9. Proposed insured's e-mail address: _____
10. Proposed insured's primary language is? English Spanish Other (specify): _____
11. Number of people under 25 years of age living in the proposed insured's household? _____
12. Are the commissions to be split with another producer? _____ Yes. No.
If 'Yes', state what the percentage should be for the producer who filled out this Application: _____ %
_____ will receive the remaining percentage.
Other producer's name and number

Certificate Issuing Instructions

Should the certificate's issue date be adjusted to save the insurance age? _____ Yes. No.

If 'Yes', additional premium may be required.

The certificate should be: Mailed directly to owner. Sent to Producer for delivery.

Remarks

Life Insurance and Annuity Replacement Certification of Sales Materials Used in Connection with Application

Insert Serial Number

In connection with a replacement transaction, certain State life insurance and annuity replacement regulations require that all sales materials be left with the applicant.

List by form number, all product sales materials (*print or electronic*) presented to the applicant in connection with the above-referenced application:

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

I certify that:

- a) Only The Independent Order of Foresters (Foresters™), approved sales materials referenced above were presented in connection with the above referenced application.
- b) A copy of all print sales materials presented in connection with the above referenced application was left with the applicant at the time the application was completed.
- c) A copy of any electronically presented materials presented in connection with the above referenced application have been or will be provided to the certificate holder in printed form no later than at the time of the certificate delivery.
- d) A financial need analysis was/was not (circle one) completed based on the information provided by the applicant as reflected on the copy enclosed with the application.

Independent Producer Signature

Date (mm/dd/yyyy)

Sales Material includes, but is not limited to, a sales illustration and any other written, printed (for example, brochures) or electronically presented information created, completed or provided by Foresters or Independent Producer that is used in the presentation to the applicant which describes the benefits, features and costs of the specific product applied for.



APPENDIX A

**IMPORTANT NOTICE:
 REPLACEMENT OF LIFE INSURANCE OR ANNUITIES**

(This document must be signed by the applicant and the producer, 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 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 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.

3. 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 and Printed Name

 Date

 Producer's Signature and Printed Name

 Date

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

IMPORTANT NOTICE:

To be read aloud to the applicant unless he or she has initialed the preceding page indicating he or she does not want this notice read aloud.

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?