

Gerber Life | Gerber Life College Plan

Agent Instruction for Submitting New Application

In addition to the insurance application, the following forms may be required at time of application and should be submitted at the same time as the application:

<u>Supplement to an Application for Individual Endowment Policy</u>-if owner is different than insured <u>Replacement Form</u>¹- If Gerber Life policy will replace another policy, complete appropriate state required form. Form must be submitted with application.

<u>NAIC-Replacement Sales/Marketing Materials Form</u>- In compliance with the NAIC Model Replacement Act, if the Gerber Life policy will replace another policy, the Replacement Sales/Marketing form must be completed. Commissions will be withheld until the document is received.

<u>Payment Authorization Form</u>- For automatic payment from Checking or by Credit Card, complete ACH-AP form. *NOTE*: When setting up payments to be withdrawn, specific draft dates for the first payment cannot be honored. Once first payment has drafted after issuance of policy, the agent or customer can call in to change the bill date for future drafts. <u>Checks and money orders not accepted at time of application for this product</u>.

*In KS if authorization of payment is collected with the application, please provide the Temporary Insurance Receipt TIR-2015-KS to customer and submit a copy of the receipt with the application and payment. The receipt must be signed by the agent.

<u>Split Commissions</u> - Split commissions are allowed between 2 agents. Check off Agent Split near the upper right-hand corner of the application. Fill out the Agent Split Request Form located in this kit.

(CA Only) Disclosure to Seniors - If individual is age 65 or older and agent is meeting in their home, provide completed form to individual. A copy should be kept on file (Do Not send to Gerber Life).

(NY Only) Definition of Replacement - Replacements are not allowed in New York, although the Definition of Replacement form must be filled out for all life insurance applications. The document must be signed by the Applicant and the Agent, and a copy left with the Applicant. This document must be returned to the Company with the application. The signed date on the form must be the same signed date as the application.

(NY Only) I Certify Form – In compliance with NY state law, submission of the completed 'I Certify Form' is required to be sent with your application packet verifying your adherence to NY PIF and BG process. Commissions will be withheld until the document is received.

(NY Only) Agent Best Interest Certification – In compliance with NY Regulation 187, it is required that agents act in their customers best interest. This form is a certification that the product selected is in the best interest of the customer. This form must be signed and submitted with all NY applications. Failure to comply will result in the application being closed out.

(NY Only) Producer Checklist – In compliance with NY Regulation 187, agents are required to retain documentation related to recommendations made to a customer regarding life insurance products. This form is for your records only and is not to be submitted with applications.

(NY Only) Life Suitability and Best Interest Questionnaire — In compliance with NY Regulation 187, agents are required to determine the suitability of a product(s), prior to making a recommendation to the customer. This questionnaire is required to establish product suitability in accordance with the NY Regulation 187. One form is required per policy and is owner specific (you cannot list multiple insureds on one questionnaire.) This form is required to be completed in full and failure to comply will result in the application being closed out.

- Please follow your Marketing Office procedures for application submission to Gerber Life.
- ¹ Replacements are not accepted in following states: CA, DE, FL, ID, IL, KY, MA, NY, PA, PR, TN, WA

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Application for Individual Endowment Policy					te Plains, NY 1060
Select Amount: □ \$10,000 □ \$25,000	□ \$50,000 □	⊒ \$100,000	□ \$150,000 □	Other	(enter amount betwee \$10,000 and \$150,000
Select Maturity: □ 10 Years □ 15 Years	■ 18 Years	□ Other	_ (enter number betwee	en 10-20)	
Select Payment Type: 🗆 Installment Payments (Premiums)				SEND NO MONEY NOW
Full Name (Last) (First)		Social	Security Number _		
Address(Last) (First)	(Middle Ini	itial)	c	tata 7ii	2
Email					
Sex Height ft. in. Weight					
Occupation	If none.	source of inco	(Month	Day Year)	
☐ Check box if owner is different from insured. If diffe					
BENEFICIARY: Please enter the name of the person to		if you, the insu	ıred, die before poli	cy maturity:	(Middle Initial)
1) In the past 5 years, have you: been hospitalized (You do not need to include colds, minor viruses than 5 days or normal pregnancy or childbirth.)	or consulted with s, or minor injurie	or examined of the contract of	or treated by any do nted normal activiti	ector or health faci ies for a period of	less
2) In the past 5 years, have you: been advised by a treatment for the use of alcohol or drugs, or use	member of a me d any controlled	dical professio substance exc	n to reduce the use ept as prescribed by	of alcohol or to s a physician?	eek □ Yes □ No
3) In the past 5 years have you plead guilty to or be charge currently pending against you or are you	en convicted of a currently on prol	a felony or mis bation or parol	demeanor, or do yo	u have such a	□ Yes □ No
4) In the past 10 years, have you been treated or diag					
Heart	Kidney	nor	Yes	len Lymph Nodes	Yes No Yes No Yes No Yes No Yes No
Give full details if you answered "Yes" to any question at	ove and list each	condition. (Use	and sign separate s	heet if necessary.)	
Nature of Condition	When Conditi	on Started	Do you still hav	e the condition?	
5) Do you have any existing life insurance or annuit If yes, please complete the information below.	ty contract?				□ Yes □ No
Company Name	Amount		Policy #	Year Issued]
			,		
6) Will any life insurance or annuity policy be replaced It is understood and agreed that: All statements and answers made in all parts of this abasis for and become part of any policy issued as a resist the initial full premium(s) due have been received by the the application continue to be true and complete. I will rapplication which occur before the policy is approved and I authorize any physician, medical practitioner, hospital any records or knowledge of me or my health or mental reinsurers, or other persons performing business or lega Company or its reinsurer to make a brief report of my pe Bureau (MIB) to release to Gerber Life Insurance or its reinformation obtained by use of this Authorization will be usuch information, I authorize all said sources (with the excitansmit it. A photographic copy of this authorization sha date shown below, and that upon my request I have a right	application are tru ult of this applicat Company while the notify the Compand d payment is receit, clinic, or other no condition, general I services in connumersonal health informations periors any information in the seption of MIB) to the seption of MIB) to the seption of MIB) to the seption of MIB) to	tie and complete tion. Any policy he proposed inspection of any chang wed by the Comnedical facility, in character and ection with my rmation to MIB rmation within he to determine give such informe original. I agi	e to the best of my lar issued will not take sured is alive and all es to the statements apany. Insurance company, driving records, to gapplication for insurance. (MIB). In additions records pertaining my eligibility for insuration to any agency ree this Authorization	knowledge and bel e effect until it has statements and an s and answers give or consumer repor ive such informatic ance. I authorize G on, I authorize the y to me or my heal rance. To facilitate employed by Gerb	ief, and shall be the been approved and swers in all parts of in in any part of the ting agency that has in to Gerber Life, its erber Life Insurance Medical Information th. I understand the rapid submission of er Life to collect and
X Insured's Signature		City/State		Dat	te
ASIF-12-CA AP					



Agency Application

Agent Name	Agency Name	Agent #
Agent Phone #	Agent Email	
Replacement Questions to be ans	wered by Agents:	
1) Does the proposed insured have	e any existing life insurance or annuity contracts?	Yes □ No
	y contract either in force or applied for on the proposed insu sult of the insurance of the life insurance contract applied for	
If the answer to either question is yreplacement? \square Yes \square No (Giv	yes, have you complied with the requirements of the Compa ve full details under Remarks.)	ny and your state with regard to this
Remarks:		
Agent Signature		
ADDITIONAL INFORMATION		

MIB, Inc. (Medical Information Bureau)

Information regarding your insurability will be treated as confidential. Gerber 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. 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.

Gerber Life Insurance Company, or its reinsurers, may also release information from its file to other insurance companies to whom you may apply for life or health insurance, or to whom a claim for benefits may be submitted. Information for consumers about MIB may be obtained on its website at www.mib.com.

MIB-14

Your Rights under the Fair Credit Reporting Act

Depending on the size of the policy applied for, we may request that an investigative consumer report about the Proposed Insured be given to us. It will be conducted by a national organization skilled in obtaining information about people. A credit report may be requested in connection with this application to determine eligibility of insurance or premium to be charged.

The kind of information we may be seeking includes such facts as residence verification, marital status, occupation, general reputation, personal characteristics and mode of living. It will be obtained through personal interviews with the Proposed Insured's friends,

neighbors, associates and other acquaintances. Inquiries will not be directed toward determining the Proposed Insured's sexual orientation.

The Proposed Insured, upon written request, will be informed whether or not an investigative report was requested, and if a report was ordered, the name and address of the Consumer reporting agency. A copy of this report is available to the Proposed Insured upon request.

The following notice applies to applicants in the states of AZ, CA, CT, GA, IL, ME, MA, MN, MT, NJ, NV, NC, OH, OR, and VA: To approve your insurance and service your policy, we may collect or disclose information about you, as permitted by law, which may include certain disclosures made without your prior authorization. You have the right to access and correct personal information that we have about you. You may also receive a detailed notice on Gerber Life's Information Practices, upon request.

Benefits, Exclusions and Limitations

No physical exam is necessary in most cases. Coverage is dependent on answers to health questions, and a physical may be necessary for applicants age 51 <u>and</u> older and applying for more than \$100,000 of coverage. If the insured dies by suicide within two years from the issue date, the only amount payable will be the premiums paid for the policy, less any debt against the policy.

Benefit amounts are subject to Gerber Life insurance limits.

A Buyer's Guide to Life Insurance and a Policy Summary are sent with all policies. You can get them without applying for insurance by writing to us.

Payment of benefits under the endowment policy is the obligation of, and is guaranteed by, Gerber Life Insurance Company. Guarantees are based on the claims paying ability of Garber Life

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Policy form series PIE-09-CA

Page 2 of 2

Primary Agent Name:	Agent #:
Agency Name:	Applicant's Name:

SECONDARY AGENT - AGENT SPLIT REQUEST

Please review the following outline of requirements:

- ✓ This form <u>must be</u> sent in at time of application in order for a split commission to be applied.
- ✓ Split Commissions are allowed between two agents only.
- ✓ The name, agent ID, and split percentage for the secondary agent must be included in the request.
 - If the percentage of the split is missing, it will default to 50% for each agent for the life of the policy.

Please provide secondary agent information for split commissions:

First Name:		
Last Name:		
Gerber Life Agent ID:(If agent ID is not known, write in		
Percent of Split:	%	

SUPPLEMENT TO AN APPLICATION FOR INDIVIDUAL ENDOWMENT POLICY

Gerber Life Insurance Company 445 State Street Fremont, MI 49412

AIESUPP-09

This form is a supplement to the	application for an Individual En	dowment policy on the follow	ving proposed insured:
First name:	Middle name:	Last name:	
The owner of the Individual Endo	owment policy is to be:		
First name:	Middle name:	Last name:	
Address:	City:	State:	Zip:
Date of Birth:T	elephone number:	Social Security Number	·
Email:			
What is the owner's relationship	to the insured?		
It is understood and agreed that:			
All statements and answers made and belief, and shall be the basis issued shall not take effect until it while the proposed insured is alive complete. I will notify the Compa which occur before the policy is a	for and become part of any policies is approved and the initial fulling and all statements and answering of any changes to the statem	cy issued as a result of this ap- premium(s) due have been re- rs in all parts of the application nents and answers given in any	plication. Any policy ceived by the Company n continue to be true and
Any person who knowingly prese offense and subject to penalties u	1.1	ication for insurance may be g	uilty of a criminal
Owner's Signature:	City	/State: D)ate:

Name of Proposed Insured:	Application number:
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GERBER LIFE INSURANCE COMPANY

Authorization to Obtain, Use, and Disclose Personal Information (Insurance Eligibility)

PURPOSES

This authorization applies to any Personal Information (defined below) that may be obtained, used, or disclosed about the Proposed Insured by the Gerber Life Insurance Company (the "Company," "we", or "us") for the purpose of determining the Proposed Insured's eligibility for insurance, which may include the processing of an application for insurance or any other legally permissible activities that relate to any coverage with the Company.

PERSONAL INFORMATION

I understand and agree that the types of "Personal Information" that may be obtained, used, or disclosed about the Proposed Insured on the basis of this authorization may include, to the extent permitted by law:

- (i) any and all health records about the Proposed Insured, including, but not limited to, information regarding medical, mental, or physical condition and treatment, prescription drug history, lab results, drug or alcohol use, and the diagnosis and treatment of Human Immunodeficiency Virus ("HIV") or other sexually transmitted diseases; and,
- (ii) non-health information about the Proposed Insured, including, but not limited to, information regarding finances, demographics (date of birth, birthplace, state of residence, etc.), employment, general reputation, insurance (including previous application activities), credit history, criminal history, and driving history.

Personal Information does not include psychotherapy notes unless such notes are included with the medical record.

AUTHORIZATION FOR OTHERS TO DISCLOSE TO US

I authorize all of the following classes of people or entities to disclose Personal Information about the Proposed Insured to the Company and its authorized agents and representatives: physicians, medical practitioners, hospitals, clinics, laboratories, pharmacies, pharmacy benefit managers, medical care facilities, and all other providers of medical services or sources of medical records; consumer reporting agencies; financial sources; business associates; past or current employers; benefit plan sponsors; government units, including the Department of Motor Vehicles; the Medical Information Bureau (MIB); and insurance companies. I further authorize the Company, and its authorized agents and representatives, to collect and process such Personal Information. By signing below, I acknowledge that any prior agreement I have made to restrict or limit the disclosure of Personal Information about the Proposed Insured does not apply to this authorization.

AUTHORIZATION FOR US TO DISCLOSE TO OTHERS (AND POTENTIAL FOR RE-DISCLOSURE)

I understand that the Company may disclose Personal Information for the purposes stated in this authorization to the Company's underwriters, administrators, reinsurers, contractors or others who may perform business services for the Company, or to the beneficiaries or other owners of the Proposed Insured's policy. In addition, Personal Information may be disclosed (i) to the Medical Information Bureau (MIB) in an effort to deter fraud, misrepresentation, or criminal activity, or (ii) as otherwise required or permitted by law. Personal Information which is used or disclosed pursuant to this authorization may be subject to re-disclosure by the recipient, and may no longer be protected under federal or state privacy laws.

FAILURE TO SIGN

I understand that I may refuse to sign this authorization. I realize that if I refuse to sign, the Company may not be able to issue the insurance for which I am applying or may not be able to make benefit payments.

DURATION AND REVOCATION

Unless revoked earlier, this authorization will remain in effect for 24 months* from the date signed. I understand that I may revoke this authorization at any time, by written notice to:

Gerber Life Insurance Company ATTN: Underwriting Department 445 State Street Fremont, MI 49412

I understand that my right to revoke this authorization is limited to the extent that the Company has already taken action in reliance upon this authorization or the law allows the Company to contest the issuance of a policy or a claim under a policy.

COPIES OF THIS FORM

I agree that a copy of this authorization form (including faxes and electronic transmissions of this form) will be as valid as the original for purposes o
obtaining or disclosing the required Personal Information about the Proposed Insured. I also understand that I am entitled to obtain a copy of this
authorization form.

Date	Signature of Proposed Insured or Authorized Representative
	Relationship to Proposed Insured

*For residents in the state of Minnesota, unless revoked earlier, this authorization will remain in effect for 12 months from the date signed.

Gerber Life will not charge your account any money until 3 days after your application is approved.

How to pay your premiums automatically through **vour CHECKING ACCOUNT:**

THE BIG BANK ANYPLACE, USA

- 1. Complete and sign the Authorization Form below.
- 2. Please provide the required financial information. Contact your financial institution for the correct account and routing numbers.
- 3. Your first premium will be withdrawn 3 days after your application is approved by Underwriting. Please be sure that your checking account is adequately funded. *Please* Note: For the 1st premium draft Gerber Life Insurance Company is unable to honor a specific draft date.
- **4.** Premiums will continue to be automatically withdrawn each month unless you indicate a different time period by selecting 3 months, 6 months or 12 months in the space provided on this Form.

How to pay your premiums automatically through **MASTERCARD or VISA:**

MasterCard

- 1. Complete and sign the Credit Card Authorization Form below.
- VISA 2. Your first premium will be charged 3 days after your application is approved by Underwriting. Please Note: For the 1st premium draft Gerber Life Insurance Company is unable to honor a specific draft date.
- **3.** Premiums will continue to be charged monthly to the credit card you select, unless you indicate a different time period by selecting 3 months, 6 months or 12 months in the space provided on the Form.

Questions? Call our toll-free number: 1-800-428-4947 Monday-Friday, 8:30am to 6pm (EST)

Use this Authorization Form for payment	by automatic withdrawal from (HECKING	ACCOUNT
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Ver I beach and an in the beach of Council institution around below to many increases

Name Last Name			
Last Name	First Name	Phono	Middle Initial
Address			
City			
nsured's name:		Date of Birth:	
Name of Financial Institution			
Type of Account: □ Checking □ Savings	Bank Transit #	Accoun	t #
(Accountholder's Signature)		Date	
(Accountholder's Signature)			
Please automatically withdraw my premiums eve		\square 3 months \square 6	6 months \square 12 months
Use this Credit Card Authoriz	ry (check ≥one): □ month zation Form for payme	ent by MASTERC	ARD or VISA
Use this Credit Card Authorized Yes, please charge my premiums to my concern the charged until 3 days after my applicated Gerber Life Insurance Company is may cancel this authorization at any time be	ry (check one): month zation Form for payme credit card account. I und cation is approved by U is unable to honor a sp by notifying Gerber Life In	derstand that my Juderwriting and Juderwriting and Juderwriting and Juderwriting and Juderwriting and Juderwriting	ARD or VISA 1st premium will not the 1st premium. I also understand the vice.
Use this Credit Card Authoriz Yes, please charge my premiums to my obe charged until 3 days after my applicated Gerber Life Insurance Company is may cancel this authorization at any time be Please check ✓one:	ry (check vone): — month zation Form for payme credit card account. I und cation is approved by U is unable to honor a sp by notifying Gerber Life In ontain 16 numbers — VISA	derstand that my Jnderwriting and ecific draft date nsurance Company - Must contain 13 o	ARD or VISA 1st premium will not the 1st premium. I also understand the vice.
Use this Credit Card Authoriz Yes, please charge my premiums to my obe charged until 3 days after my applicated Gerber Life Insurance Company in may cancel this authorization at any time be Please check ✓one: □ Mastercard – Must contact Number:	ry (check one): month zation Form for payme credit card account. I und cation is approved by Use is unable to honor a sp by notifying Gerber Life In ontain 16 numbers USA	derstand that my Jnderwriting and ecific draft date nsurance Company - Must contain 13 o	ARD or VISA 1st premium will not for the 1st premium. I also understand the vice of the numbers.
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Use this Credit Card Authoriz Yes, please charge my premiums to my ope charged until 3 days after my applicated Gerber Life Insurance Company is may cancel this authorization at any time be Please check ✓one: Mastercard – Must company is made and Number: Last Name	ry (check one): month zation Form for payme credit card account. I und cation is approved by U is unable to honor a sp by notifying Gerber Life In ontain 16 numbers UISA	derstand that my Juderwriting and becific draft date as a management of the months of	ARD or VISA 7 1st premium will not defer the 1st premium. I also understand the vice r 16 numbers ate
Use this Credit Card Authoriz Yes, please charge my premiums to my obe charged until 3 days after my applicated Gerber Life Insurance Company is may cancel this authorization at any time be Please check ✓one: Mastercard – Must company is made and Number: Last Name Address	ry (check one): month zation Form for payme credit card account. I und cation is approved by Usis unable to honor a sp ry notifying Gerber Life In ontain 16 numbers VISA	derstand that my Jnderwriting and becific draft date as a management of the months of	ARD or VISA 7 1st premium will med for the 1st premium. I also understand the stand the standard medium bers. Middle Initial
Use this Credit Card Authoriz Yes, please charge my premiums to my obe charged until 3 days after my applicated Gerber Life Insurance Company is may cancel this authorization at any time be please check one: Mastercard - Must company is the company is made on the compan	ry (check one): month zation Form for payme credit card account. I und cation is approved by Use is unable to honor a sp by notifying Gerber Life In ontain 16 numbers VISA	derstand that my Jnderwriting and ecific draft date assurance Company — Must contain 13 o Exp. Date — Phone _	ARD or VISA 7 1st premium will not described the 1st premium. I also understand the 7. 7 16 numbers Alternative Middle Initial Alternative Zip Code



AGENTS - IF YOU PLAN TO MEET WITH A CALIFORNIA SENIOR IN THEIR HOME READ THE FOLLOWING COMMUNICATION CAREFULLY!

California Insurance Law requires agents to provide a written notice to individuals age 65 or older before meeting with the senior in their home. This notice must be provided no less than 24 hours, and no more than 14 days, prior to the initial meeting. However, if the senior has an existing relationship with an insurance agent and requests a meeting in the senior's home the same day, the notice may be hand delivered to the senior prior to the meeting. For your convenience, Gerber Life has created a form for our agents to use when meeting with a California senior in their home to sell Gerber Life products.

INSTRUCTIONS

- ✓ Please use the attached California Sales to Seniors Notice Form [DISC-SCRA (1012)] if you plan to meet with a California Senior in their home. This form should be provided to the senior within the time period specified above.
- ✓ You must provide your contact information (name, address, license number and telephone number) exactly as it appears on your California Insurance License.
- ✓ A copy should be kept on file (Do Not send to Gerber Life).

IMPORTANT REMINDER

When contacting a California senior in person or by phone, before making any statement other than a greeting, or asking the senior any other questions, you must:

- ✓ State that the purpose of the visit or call is to talk about insurance, or to gather information for a follow up visit to sell insurance; and
- ✓ state the name and titles of all persons arriving for appointment; and
- ✓ provide name of the insurer; and
- ✓ present a business card or other written identification to the senior.



California Sales Disclosure to Seniors

License #:Address:		
discuss, and/or deliver one of the Life insurance, includin	My purpose for coming to your home is to sell, following [indicate all that apply]: ng annuities cts [specify]:	, -
You have the right to have other placed family members, financial advisor	persons present at the meeting, including rs or attorneys.	
You have the right to end the med	eting at any time.	
You have the right to contact the file a complaint.	Department of Insurance for information, or t	0
California Cons	umer Communication Bureau: 7 TDD: 800-482-4833	
The following individuals will be on the following individuals will be on the following in the following individuals will be on the following individuals will be only a support of the following individuals will be only a support of the following individuals will be only a support of the following individuals will be only a support of the following individuals will be only a support of the following individuals will be only a support of the following individuals will be only a support of the following individuals will be only as the following individuals will be only a support of the following individuals will be only a support of the following individuals will be only a support of the following individuals will be only as the following individuals will be only a support of the following individuals will be only a support of the following individuals will be only a support of the following individual will be only as the following individual will be only a support of the following individual will be only as the following individual wil	coming to your home: [list all attendees and applicable].	
Name:	Name:	
Address:	Address:	
Phone:	Phone:	
License #:	License #:	