



# Exceptional Underwriting Programs From National Life Group

Available Through 6/30/2011

## TERMout<sup>1</sup> Term Insurance Conversion Program

Convert term from companies  
on our approved list with reduced  
underwriting requirements!

## JUMPin Additional Insurance Program

Does your client need additional  
permanent insurance? Reduced  
underwriting requirements  
are available through our  
JUMPin program!

National Life Insurance Company® | Life Insurance Company of the Southwest™

Experience Life®

<sup>1</sup> TERMout Program not available in New York

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# TERMout Term Insurance Conversion Program

Do your clients own term insurance, but would like to convert to permanent with reduced underwriting evidence? They may qualify for our TERMout Term Insurance Conversion Program.

## Who is eligible?

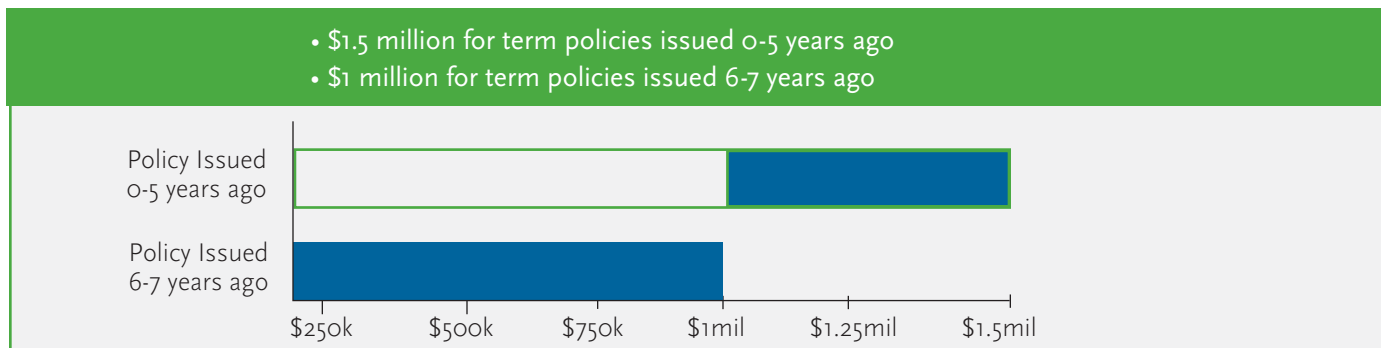
Clients who have purchased a fully underwritten term policy at standard or better (Tobacco or Non-Tobacco) rates from a company on our approved list (located on pg. 6 and website) within the last seven years.

## Which products are available?

All individual permanent products in the NL and LSW Portfolio.

(Flex Term and APB are available but can be no more than 50% of the total face amount.)

- Maximum issue age:** 65  
**Minimum policy size:** \$101,000  
**Maximum face amount:** The lesser of:
- Face amount of the qualifying contract;
  - Our available retention; or



- Available riders<sup>1</sup>:**
- ABR Chronic Illness<sup>2</sup>
  - Balance Sheet Benefit Rider
  - APB
  - Unemployment Rider
  - ABR Terminal Illness
  - Flex Term
  - Overloan Protection Rider

## What are the requirements?

- Must have a fully underwritten term policy at standard or better (Tobacco or Non-Tobacco) rates from a company on our approved list within the last 7 years.
- The actual qualifying policy with conversion privilege still intact with original company.
- NL or LSW application with checklisted items completed (see below).

<sup>1</sup> Rider availability is dependent upon state approval. Please refer to [www.nationallife.com](http://www.nationallife.com) for rider details.

<sup>2</sup> Rider unavailable with the TERMout program in the following states: NL products: IL, NY, OH, OK, OR. LSW products: AK, IL, NJ, NC, OK, TN, TX, VA. There is a 30-day waiting period in CT for both NL and LSW products. Once the converted NL or LSW policy has been in force for 2 yrs the rider may be added. To add the ABR chronic rider at issue in these states you will need to submit a full application, including medical questionnaire (two year contestability applies to the policy).

TERMout Program not available in New York TERMout Term Insurance Conversion Program is a program that National Life Group offers to producers to supplement their business. Please underwrite your clients and use the program if there has not been a significant change in health of your client since the qualifying policy was issued. If your client's health has deteriorated, the TERMout program is not appropriate. In these situations, please recommend a conversion with the original writing company. We reserve the right to reject cases submitted under the TERMout program. Please note that this is not a guaranteed issue program. We reserve the right to request additional evidence/medical requirements if necessary.

## Additional Info

- New permanent policy will be issued in the premium class that most approximates the class of the qualifying contract. Note that different companies have different definitions of “Smoker” – we will follow our definition in all cases.
- In the event that underwriting evidence for the client has been reviewed by NL or LSW since the original term policy was issued, we reserve the right to use our most recent underwriting assessment.
- Full commissions<sup>3</sup> and sales credits are earned for all insurance added through the **TERMout** Term Insurance Conversion Program.

### NL Checklist

APPLICATION – 9212 (use appropriate state form)

- Proposed Insured Information
- Policy Information
- Additional Benefits and Amounts
- Policy Information
- Owner Information
- Beneficiary Information
- General Information for Proposed Primary Insured (Specified questions only)
  - Please complete:
    - Question on nicotine use.
    - Question regarding cash incentives (not included in some states)
    - Question regarding source of funds (not included in some states)
- Replacement Information
- Current Policy Information for First Proposed Insured
- Add “Term Conversion Program” to the remarks
- Agreement, Authorization, Taxpayer ID, & Signatures
- Agent’s Report

### LSW Checklist

APPLICATION – 8121 (use appropriate state form)

- Proposed Primary Insured (PPI) and Plan Information
- Replacement Information
- General Information for Proposed Primary Insured (Specified questions only)
  - Please complete:
    - Question on nicotine use.
    - Question regarding cash incentives (not included in some states)
    - Question regarding source of funds (not included in some states)
- Bank Authorization
- Sales Illustration Certificate
- Add “Term Conversion Program” to the remarks
- Agreement and Authorization
- Agent’s Report

### The following items must also accompany the application:

1. Other company’s original term policy
2. Replaced company’s forms changing the ownership of the policy to NL/LSW
3. Replacement papers
4. ABR form (use state special)
5. Illustration, if applicable
6. HIPAA form

<sup>3</sup> When NL term is being converted to NL permanent insurance, and a conversion credit is being applied, commissions will not be paid on the conversion credit.

# JUMPin Additional Insurance Program

Do you have clients who were recently underwritten for permanent or term life insurance? Do they now need extra protection? JUMPin may be the solution. The JUMPin program provides a reduced underwriting option for qualifying clients.

## Who is eligible?

Clients who have been fully underwritten at Standard or better (Tobacco or Non-Tobacco) rates from a company on our approved list within the last three years (or within the past five years and had a full physical exam in the last 24 months).

## Which products qualify?

All individual permanent products in the NL and LSW Portfolio. (Flex Term and APB are available but can be no more than 50% of the total face amount.)

<b>Maximum issue age:</b>	65
<b>Minimum policy size:</b>	\$101,000
<b>Maximum face amount:</b>	The lesser of the face amount of the qualifying contract, \$1,000,000, or our available retention.
<b>Available riders<sup>1</sup>:</b>	<ul style="list-style-type: none"><li>• ABR Chronic Illness</li><li>• ABR Terminal Illness</li><li>• ABR Critical Illness</li><li>• APB</li><li>• Overloan Protection Rider</li><li>• Balance Sheet Benefit Rider</li><li>• Unemployment Rider</li><li>• Flex Term</li></ul>

## What are the requirements?

- ABR form (use state special)
- Replacement papers (if applicable)
- HIPAA form
- Strategy Allocation Form for Ultra Select 8411
- Original policy (if a replacement) otherwise a copy of the face page of the qualifying contract showing the insured's name, the face amount, issue date and class.
- Application including the fully completed health questionnaire
- The new policy will have a two year contestable period

## Additional Info

- Replacement of the qualifying contract is not required.
- Please note that this is not a guaranteed issue program. We reserve the right to request additional evidence/medical requirements if necessary.
- Full commissions and sales credits are earned for all additional insurance added through the JUMPin program.
- New permanent policy will be issued in the premium class that most approximates the class of the qualifying contract. Note that different companies have different definitions of "Smoker" – we will follow our definition in all cases.
- In the event that underwriting evidence for the client has been reviewed by NL or LSW since the original policy was issued, we reserve the right to use our most recent underwriting assessment.

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<sup>1</sup> Rider availability is dependent upon state approval. Please refer to [www.nationallife.com](http://www.nationallife.com) for rider details.

# Approved TERMout and JUMPin Companies

Aegon USA	General American	Ohio National
AIG	Genworth Financial	Old Line Life
ALFA	Great American Life	Pacific Life
Allmerica Financial	Guardian	Penn Mutual
AllState	Harleysville Life	Peoples Benefit Life
American Express Financial Advisors/IDS	Hartford	Phoenix Home Life
Ameriprise Financial	Heritage Life	Pioneer Mutual
Americo	Indianapolis Life	Principal
American Family Life	ING	Protective
American Franklin	Jackson National	RiverSource
American General	Jefferson Pilot	SAFECO
Ameriprise Financial	Kansas City Life	SBLI of Massachusetts
AmerUs	Kemper Investors Life	Securian Life
AUL	Lafayette Life	Security Connecticut
Aviva Life	Legal and General America, Inc.	Security Mutual (minimum policy size is \$500,001)
AXA/Equitable Life Assurance Co. of The US	Lincoln Financial Group	Shenandoah Life
Banner Life	LSW	State Farm
Boston Mutual	Mass Mutual	Sun America
Canada Life	Met Life	Sun Life Financial
Cincinnati Life	Midland National	Sunset Life
Chase Manhattan	Minnesota Life	Union Central
Colorado Bankers Life Insurance Company	MONY	Union Fidelity Life
Connecticut General	MTL Insurance Co.	United Heritage Life
Continental Assurance	National Life Insurance Co.	United Investors
Empire General	Nationwide	UNUM
Farm Bureau Life	New England	US Life
Farmers New World	North American Life and Health	Utica National Life
First Colony	Northstar Life	West Coast Life
First Penn Pacific	Northwestern Mutual	Zurich Kemper
	NY Life	

## Additional Companies Approved for JUMPin Program Only

Ameriprise Financial	Primerica	Travelers
John Hancock	RiverSource	Western Reserve Life
Lincoln Benefit	SBLI of Massachusetts	
Prudential	TransAmerica	

NY subsidiaries of the above companies also approved.

List of approved companies current as of June, 2010.



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Products and riders are issued and underwritten by:  
National Life Insurance Company, Montpelier, VT and Life Insurance Company of the Southwest, Addison, TX, Members of National Life Group.

National Life Group is a trade name representing various affiliates, which offer a variety of financial service products. Each company of National Life Group is solely responsible for its own financial condition and contractual obligations.

One National Life Drive, Montpelier, Vermont 05604 • 800-906-3310 • [www.NationalLifeGroup.com](http://www.NationalLifeGroup.com)

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