PROS PERITY\_

# FAMILY FREED@M SM

Individual Term Life insurance from Prosperity Life Group Issued by S.USA Life Insurance Company, Inc.

For Agent Use Only - Not for Use with Consumers

07/2022

U-TRNMTMECW22

# About Prosperity Life Group

Prosperity Life Group Member Companies:



Prosperity Life Group is one of the leading providers of life, annuity and supplemental products. Our member companies, SBLI USA Life Insurance Co, Inc., Shenandoah Life Insurance Company, and S.USA Life Insurance Co., Inc. have been meeting the needs of the middle market consumers for over 100 years.

Today, we have access to the national market (49 state licenses) through a wide array of distribution partners in the Bank, IMO, GA, and Worksite channels.

Meeting financial promises to our customers through financial strength and stability is paramount to everything we do and is evidenced by an A- (Excellent) A.M. Best rating.†

*†A.M.* Best rating as of date of presentation.



# Family Freedom Term

Family Freedom Term is a simplified issue individual term policy.

#### Benefits for the insured:

- Affordable protection ages 18-75
- Face amounts \$50,000 \$500,000
- Simple application process No medical exams, easy to use E-application
  - For most cases, the decision is based on third party information, height/weight table, and answers to health questions. Some cases may be referred to home office for additional review, and medical records may be requested.
- Level premiums during initial term period (10, 15, 20, 25 & 30 year initial terms available)
- <u>Convertible</u> to whole life policy even if health changes until earlier of 10th anniversary or the anniversary nearest the Insured's 75th birthday
- Living benefits accelerate a portion of the death benefit if insured is diagnosed with Terminal Illness, Critical Illness, or Chronic Illness with no additional premium

#### Why sell Family Freedom Term?

- Instant underwriting decision in most cases
- Accidental Death Rider is optional but doubles coverage up to \$250k
- Other optional Riders: Waiver of Premium and Children's Term

# Agent Sales Bonus Opportunity



Qualifying Products: New Vista®, Prime Term To 100, and Family Freedom Term

(S.USA sales only)

Qualifying States: All states where product is available

#### PROSPERITY

- To qualify, must have a minimum of \$25,000 in annualized settled premium during the Qualification Period. No maximum.
- Policy must settle and remain active through the free-look period.
- Sales through Call Centers excluded if using call verifiers or agent representatives.\*
- Payout the month following end of Qualification Period.

\*The writing agent must submit the application through LiveApp and be present on the entire recorded call with Apptical. Family Freedom Term not available for voice sales; face-to-face sales only.





# Family Freedom Term - State Availability

Family Freedom Term is underwritten by Prosperity affiliate S.USA Life Insurance Company and is available by E-Application only, in all states <u>except</u>:

- California (CA)
- Connecticut (CT)
- Maine (ME)
- Montana (MT)
- New Hampshire (NH)
- New York (NY)
- North Dakota (ND)
- South Dakota (SD)



# Family Freedom Term - Base Policy Details

#### Issue Age/ Face Amount:

18-75 (Dependent on Face Amount & Initial Term)

Face Amount	Issue Ages	Level Term Options	Issue Ages
50K - 500K	18-45	10 Year	18-75
50K - 400K	46-55	15 Year	18-70
50K - 250K	56-65	20 Year	18-65
50K - 100K	66-75	25 Year	18-60
		30 Year	18-55

#### Expiry Age:

- 100
- Risk/Rate Class:The plan is simplified issue. Approved/Declined, Male/Female, Tobacco(T)/Non-<br/>Tobacco(NT) Based on use of tobacco/nicotine products in any form
- **Premiums:** Premiums are based on issue age, gender, and tobacco/nicotine class only and are fixed throughout the initial term period.
- **Recurring Premiums:** Direct bill Annual, Semi-Annual, Quarterly EFT/debit card - Annual, Semi-Annual, Quarterly, Monthly



# Family Freedom Term - Base Policy Details

#### Modal Factors & Policy Fee:

	Modal Factor
Annual	1.000
Semi-Annual	0.5150
Quarterly	0.2650
Monthly	0.0900

Commissionable Policy Fee of \$80 annually

#### **Underwriting**

The underwriting decision is Approve/Decline based on the height/weight table, application health questions, MVR (Driver's License is required), MIB, prescription history (risk scoring), and TrueRisk® Life (for face amounts over 250K). TrueRisk® Life is a credit-based insurance score that is predictive of mortality and lapse risk using select attributes on a consumer's credit report to assess behavioral risk, which, when coupled with medical factors, provides a more holistic view of an applicant's overall risk.

The policy must be submitted using Apptical's Point of Sale underwriting approval method. If Apptical is unable to render a decision, the case will be referred to the Home Office for a final decision.



# Family Freedom Term -Included Accelerated Death Benefit Riders

#### Accelerated Death Benefit

Should the insured be diagnosed with a <u>terminal</u>, <u>critical</u>, or <u>chronic</u> illness, Accelerated Death Benefit Riders allow access to a portion of the policy proceeds with no additional premium. Certain restrictions apply, please review policy pages for full details. The accelerated benefit will decrease along with the decreasing face amount. The death benefit will decrease proportionately after the acceleration.

#### Terminal Illness Acceleration of Death Benefit:

One time acceleration of up to 95% of base policy death benefit if Insured is diagnosed with a Terminal Illness (life expectancy of 12 months or less). Exercise of this benefit will terminate all other accelerated death benefit riders.

#### **Critical Illness Acceleration of Death Benefit:**

Acceleration of up to 25% of base policy death benefit each time insured is diagnosed with a Critical Illness while the rider is in force. Critical illnesses include heart attack, stroke, cancer, kidney failure, major organ transplant and ALS. Multiple benefit selection is available, maximum of one per calendar year. Must wait 180 days between elections.

#### **Chronic Illness Acceleration of Death Benefit:**

Acceleration of up to 25% of base policy death benefit each time insured is diagnosed with a Chronic Illness. The benefit is available if the insured becomes unable to perform (without substantial assistance) at least 2 of the 6 Activities of Daily Living (bathing, continence, dressing, eating, toileting, transferring) or has a severe cognitive impairment. The insured must be impaired for the past 90 days before receiving the benefit (first benefit only). Multiple benefit selection is available, maximum of one per calendar year.



# Family Freedom Term - Optional Rider Details

#### Accidental Death Benefit Rider

- This rider provides an additional benefit to the Beneficiary if the Insured dies as the result of an Accidental Bodily Injury (as defined in the rider, certain exclusions apply).
- The coverage amount will equal the initial face amount of the base plan (up to \$250k) and expires at age 75. The issue age range for this rider is 18-74.

#### Waiver of Premium in the Event of Total Disability Rider

- This rider provides for the waiving of premium payments on the base policy and accompanying riders should the Insured become Totally Disabled while the Rider is in force. For premiums to be waived due to disability, the insured must be disabled for 180 days prior to benefits being started.
- A person is Totally Disabled if (1) due to sickness or accidental bodily injury, they cannot perform the substantial and material duties of (a) for the first 24 months, their current occupation, and (b) after 24 months, any occupation for which they are reasonably suited by education, training, or experience; or (2) upon the loss of, or the entire and irrevocable loss of use of (a) both eyes; (b) both hands; (c) both feet; (d) one hand and one foot; (e) one eye and one foot; or (f) one eye and one hand
- Coverage is provided through Insured's age 65. If disability occurs before age 65, the premiums will be waived through policy expiry. The issue age range for this rider is Insured Age 18-55.

#### **Children's Term Rider**

- Pays a death benefit (elect \$5000, \$10,000 or \$15,000 at issue) to the Rider Beneficiary if an Insured Child dies before age 21. To be eligible for coverage, the child must be a child or grandchild of the Insured who is at least 15 days old and has not reached their 18th birthday at the time they are added as an insured under the Rider and who satisfies the eligibility requirements.
- Children can be added at time of application for the policy or by supplemental application after.
- Coverage limited to no more than 5 children at any time. The issue age is Insured age 18-64. Expires at Insured age 65.



### Family Freedom Term -Summary of Coverage & Rider Options

lssue Age (last birthday)	Coverage Range	Initial Term Periods Available (years)	Optional Accidental Death Rider	Optional Child Rider (5, 10, or 15K per child)	Optional Waiver of Premium Rider
18 to 45	50K to 250K		1x Face		
18 to 45	>250K to 500K	10 15 20 25 20	250K		Available
46 to 55	50K to 250K	10,15,20,25,30	1x Face	Issue age 18-64 for children 15 days to	Available
46 to 55	>250K to 400K		250K	age 17	
56 to 60	50K to 250K	10,15,20,25		J. J	
61 to 65	50K to 250K	10,15,20	1x Face		Not Available
66 to 70	50K to 100K	10,15	(max issue age 74)	Not Available	NUL AVAILADIE
71 to 75	50K to 100K	10		NUL AVAILADIE	



### Build Chart & Tobacco Question

The Health Information section includes the proposed insured's current height and weight\* and tobacco usage history. You will ask the following question to determine whether the applicant qualifies for smoking/non-smoking rates:

In the past 36 months, has the Proposed Insured used tobacco or nicotine products in any form (including but not limited to cigarettes, e-cigarettes, vaping, cigars, pipe tobacco, chewing tobacco and snuff)? (Yes/No)

Please note: Smoking question relates to all tobacco or nicotine products.

Build Chart			
Height	Minimum Weight (lbs.)	Maximum Weight (lbs.)	
4'8"	72	174	
4'9"	75	181	
4'10"	78	187	
4'11"	81	193	
5'0"	84	201	
5'1"	86	207	
5'2"	90	215	
5'3"	93	223	
5'4"	96	229	
5'5"	98	236	
5'6"	101	243	
5'7"	104	250	
5'8"	107	257	
5'9"	110	265	
5'10"	113	271	
5'11"	116	279	
6'0"	120	287	
6'1"	124	295	
6'2"	127	302	
6'3"	131	312	
6'4"	134	317	
6'5"	137	325	
6'6"	141	334	
6'7"	145	341	
6'8"	148	349	
6'9"	152	358	

\*Builds falling outside of the chart would not qualify.

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# **The Application Process - Declined Conditions**

	Medical Condition	Lookback Timeframe	Medical Condition
Ever:	Been advised that their life expectancy is less than 24 months	In the last 5 years:	COPD
	HIV/AIDS (diagnosis or positive test only)		Chronic Bronchitis
Ever diagnosed for	Insulin dependent Diabetes		Emphysema
OR treatment	<ul> <li>Any form of Diabetes (other than gestational diabetes) diagnosed before the age of 50</li> </ul>		Cystic Fibrosis
advised in last 5	<ul> <li>Diabetes at any age with complications of Neuropathy (nerve), Retinopathy (eye), Nephropathy</li> </ul>		Any other Chronic Lung Disorder (except mild Asthma)
vears for:	(kidney) or Peripheral Vascular Disease (PVD or PAD)		Any Cancer, Tumor, Leukemia, Lymphoma, or Melanoma (except basal cell or squamous cell skin cancer)
years for:			Chronic Kidney Disease
	Bipolar Depression		End Stage Renal Disease
	Schizophrenia		Liver Disease, including Cirrhosis, Hepatitis B or C
	Alzheimer's Disease, Dementia		Rheumatoid Arthritis (RA) or any disease or disorder of the immune system
	Parkinson's Disease		Scleroderma
	Sickle Cell Anemia		Granulomatosis with polyangiitis (GPA)
	Lou Gehrig's Disease (ALS)		Churg-Strauss syndrome
	Muscular Dystrophy		Lupus
	Demyelinating Disease including Multiple Sclerosis		
	Huntington's Disease		Microscopic polyangiitis
	Hydrocephalus		Polymyositis/dermatomyositis
	Quadriplegia, Paraplegia		Marfan syndrome
	Down's Syndrome		
	Autism	In the last 2 years:	Conviction for reckless driving, driving under the influence of alcohol or drugs (DUI or DWI)
	Mental incapacity		Been convicted or plead guilty to 3 or more moving violations
	Any disease of the Central Nervous System		
	Organ failure or received an organ or bone marrow transplant	In the last 12	
		months:	Wheelchair, walker, electric scooter (used or advised to use)
In the last 5 years:	Hospitalized for high blood pressure		Oxygen (used or advised to use)
······	Hospitalized for any Mental or Nervous Disorder		Hospice, assisted living, nursing home, adult day care, home health care (received or been advised to
			receive)
	Use, positive test, or possession conviction for illegal drugs, narcotics and other habit-forming drugs		Assistance (human or device) with ADL's or transferring
	(includes medical marijuana and opioids, unless used only as prescribed)		Diagnosed with Bowel or Bladder Incontinence
	Medical treatment or counseling for the use of alcohol, or drugs (illegal or prescribed)		Catheter (used or advised to use)
	Felony conviction or guilty plea		Consulted with a member of the medical profession for chronic
	Coronary Artery Bypass Surgery		cough, unexplained weight loss greater than 10 pounds, fatigue, or unexplained gastrointestinal bleeding?
	Aneurysm		Dialysis (had or been advised to have)
	Coronary Artery Disease		Applied for or received disability, hospital or medical benefits from any insurance company, government,
	Heart Attack		employer, or other source (other than for maternity, fractures, spinal or back disorders or hip or knee
	Angioplasty Stent Placement		replacement)?
		Constant	
	Valvular Heart Disease with Repair or Replacement	Currently:	Confined to any hospital or other medical facility
	Cardiomyopathy		On parole or probation, or awaiting trial
	Congestive Heart Failure (CHF)		
	Congenital Heart Disease	In the next 2 years,	Engage in any motor sports racing, boat racing, parachuting/skydiving, hang gliding, base jumping, rock or
	Abnormal heart rhythm (Tachycardia, Atrial Fibrillation (Afib), Atrial Flutter, Bradycardia, Ventricular	plan to:	mountain climbing
	Fibrillation)		Live or work outside of the US
	Transient Ischemic Attack (TIA)		
	Stroke/Mini Stroke		PR@SPERITY
	Cerebral, Aortic or Thoracic Aneurysm		

# **The Application Process**

Upon review of the health information, if any declinable medical conditions apply to the proposed insured, <u>they do not qualify for this plan.</u>





# **The Application Process**

If after reviewing the knockout list, the client is a good candidate for Family Freedom Term, please continue to Apptical's LiveApp web portal: <u>https://web.apptical.com/LiveApp/Login</u> to complete the application.

Please select the best fitting application method from the Apptical LiveApp options which provide for the opportunity to receive an underwriting decision at the point of sale.

- Standard E-applications are to be taken face to face only. Once the application is completed, you must pass your device to the client and ask them to review the completed application including the answers to the health questions and all disclosures before agreeing to e-sign the application documents.
- The Remote E-application is available for telephone or virtual meeting (i.e., Zoom) sales. This uses the HelloSign e-signature process with a remote signer using LiveApp, where the agent is not face to face with the applicant. The requirements for the client include an email address and a smartphone or internet access.





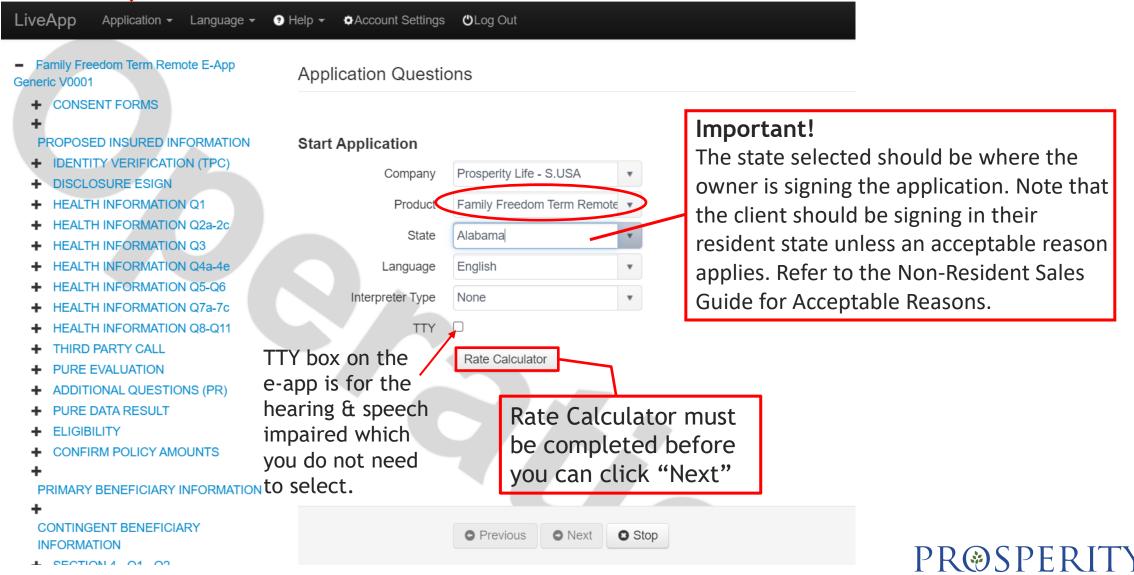
### The Remote E-Application Process (Virtual/Tele Sales)

- This process uses the HelloSign e-signature process with a remote signer (by telephone call or virtual meeting) using LiveApp, where the agent is not physically present with the applicant.
- The requirements for the client include an email address and a smartphone or internet access.
- This application is completely paperless and does not require an Apptical phone interview.
- While speaking with your client on the phone, log in and select New Application from the menu at the top, then Prosperity, and Family Freedom Term Remote E-App.
- Just fill in the required information based on responses from your client and click "Next." At any point in time, you can "Stop" and finish it later. The application can remain in Pending status for only up to 3 days. After the expiration period, it will be Closed-Incomplete or Closed-Withdrawn after Authorization and cannot be re-opened.



### The Remote E-Application Process (Virtual/Tele Sales)

#### Start Here



LIFF GROUP

# Rate Calculator

 Input client and policy information and select "Calculate."

- 2. Scroll down to view rates.
- 3. Make any needed

adjustments then, click "Save."4. Click "Next" to proceed.



Date of Birth:      01/01/1970	Age: 52		Direct Bill will not show as a payment option if Monthly is selected	•
Gender:	Smoker:	Payment Term	n:	
<ul> <li>Male</li> </ul>	No No	Nonthly		
○ Female	○ Yes	○ Quarterly	y	
		🔵 Semi-An	nual	
		🔵 Annual		
Rate Class:	Face Amount:	Premium Amo	punt:	
Term 10 Year 🔹	200,000.00	143.19	* *	
Accidental Death Benefit - 1x Face (max 250K	) Child Term Rider - (5K,10K, or	15K) Waiver of Pre	mium (Max age 55)	
🔿 No 🔵 Yes	No 🔵 Yes	No 🔿 Ye	s	
200,000.00	10,000.00	¥		
Results:				
The Monthly premium amount including	the Accidental Death Benefit -	1x Face (max 250K	.), Child Term Rider -	
(5K,10K, or 15K) Rider(s) for Family Free	dom Term E-App (with a Accept	t death benefit) ist <mark>\$</mark>	143.19	•
Reset		Calculate	Save Cancel	



### **Electronic Transaction Consents**

The client's consent to sign electronically and to e-delivery of the application documents is <u>required</u> to proceed.

Electronic or paper delivery of policy documents, if issued, will be handled later in the Go Green section of the application.

CONSENT FORMS

Consent to Electronic Signature and E-Delivery of Application Documents

In order for us to process your application electronically, we must obtain your consent to use of your electronic signature and electronic delivery of certain notices and disclosures related to your application. You may revoke this consent prior to policy issue in which case your application will be withdrawn.

Do you agree to electronic Signature and E-Delivery of Application Documents?



No 🔿 🕕

Yes 🔘

# **Proposed Insured Information**

#### PROPOSED INSURED INFORMATION

Driver License Number License State:	0401556889 Alabama	Drivers License Number and State are
Please enter the following information:	Alabama	required to proceed.
Gender: Male		
First Name	Mickey	
Middle Initial (Note: please do not use the word NONE)		
Last Name (NOTE: please do not use hypens (-). Use a space only)	Mouse	
Suffix	N/A	×
Daytime phone:	997 - 555 - 5555	
Evening Phone Number		
Best Time to Contact Proposed Insured		
Social Security Number	111 - 22 - 3333	🗉 🛑 SSN is required.
1 Date of Birth is January 01, 1970		
(Age)	52	
State of Birth	Alabama	
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# Proposed Insured Information (continued)

Is the Proposed Insured a United States Citizen or legal permanent reside	ent?	No 🔾 Yes 💽	Proposed Insured must be a US Citizen or Legal
Height		6'0	Permanent Resident.
Weight		215	Please ensure height and
Mailing Address		919 Noble St <ul> <li>Matched street and city and state</li> </ul>	weight are within stated guidelines.
City		Anniston	
① Residence State		Alabama 🔻	
Zip Code		36201 - 5627	
Occupation:		Entertainer	
NOTE: All persons signing the application must have an email for th	e remote esignature process.		Email address is required for
Proposed Insured's Email address:		mickey@disney.com	signatures
Confirm: Proposed Insured's Email address:		mickey@disney.com	
Please provide the City and State where the Proposed Insured is sig	ning this application:		
City		Anniston	
State		Alabama	State must match the applicant's Residence State.
In the past 36 months, has the proposed Insured used tobacco or niv     tobacco, chewing tobacco and snuff)? No	cotine products in any form (including but not limited to cigarettes To change answer to the to		
<ul><li>Previous</li><li>Next</li><li>Stop</li></ul>	you must go back to the Ra	te Calculator.	PR@SPERITY_
t Use Only - Not for Use with Consumers			LIFE GROUP <sup>®</sup> 20

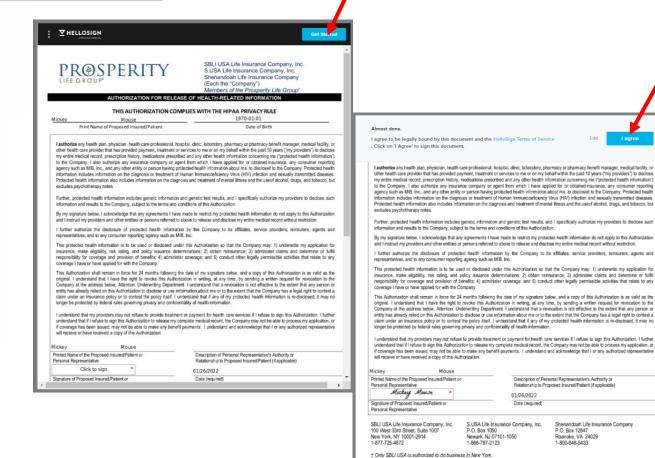
### **Client E-signs HIPAA Authorization**

HIPAA Authorization Form - Signature requested by REG ENV

N	noreply@mail.hellosign.com
	To Dawson, Candice

🗹 HELLOSIGN a Dropbox Company ACTION REQUESTED REG ENV (reg@apptical.com) has requested a signature DOCUMENT HIPAA Authorization Form MESSAGE FROM REG ENV (REG@APPTICAL.COM) Please apply the electronic signature to the HIPAA Disclosure form in order to continue with the application process Thank you Reply

Client will click "Review & Sign" then follow prompts to collect all signatures. A copy of the signed documented will be delivered to your client's email after signing.



#### PR@SPE

Description of Personal Representative's Authority or

Relationship to Proposed Insured/Patient (if applicable

P.O. Box 12847

1-800-848-5433

Roanoke, VA 24029

Shenandoah Life Insurance Company

4/2021

01/26/2022

S.USA Life Insurance Company, Inc.

Page 1 of 1

P.O. Box 1050

1-866-787-2123

C-HIPAA

Newark, NJ 07101-1050

Date (require

# **Client E-signs HIPAA Authorization**

#### DISCLOSURE ESIGN

Signatures for Disclosure Documents	You are waiting for the Proposed Insured to complete the electronic signature request. This will update as	Recipients
	soon as they sign.	8 Mickey Mouse
DISCLOSURE ESIGN		
Signatures for Disclosure Documents		✓ Completed
		Recipients
		✓ Mickey Mouse
	he Disclosure document, the Waiting message will chang t side of tool bar and click Refresh Script. This should u	ge to Completed which allows you to proceed with the application pdate the message.)
Today's date is: (This MUST match the application date -	not a future date) The HIPAA sign date m today's date.	March 10, 2022
	Future effective dates selected later, in the I Payment section.	-
nt Use Only - Not for Use with Consumers		LIFE GROUP®

### Client Reviews & Answers Health Questions

#### HEALTH INFORMATION Q1

Has the Proposed Insured ever been diagnosed by a member of the medical profession or tested positive for HIV (Human Immunodeficiency Syndrome) or AIDS (Acquired Immune Deficiency Syndrome) or AIDS Related Complex (ARC) caused by the HIV infections?

#### No 💽 Yes 🔵

#### HEALTH INFORMATION Q2a-2c

#### Has the Proposed Insured (i) ever been diagnosed by a member of the medical profession with, or (ii) been advised within the past 5 years by a member of the medical profession to seek treatment for:

Bipolar Depression, Schizophrenia, Alzheimer's Disease, Dementia, Parkinson's Disease, Sickle Cell Anemia, Lou	No 🔘
Gehrig's Disease (ALS), Muscular Dystrophy, Demyelinating Disease including Multiple Sclerosis, Huntington's Disease, Hydrocephalus, Quadriplegia, Paraplegia, Down's Syndrome, Autism, mental incapacity, or any other disease	Yes 🔿
of the central nervous system?	
Organ failure or received an organ or bone marrow transplant?	No 🔘
	Yes 🔿
Insulin dependent diabetes; any form of diabetes (other than gestational diabetes) diagnosed before the age of 50; or	No 🔘
Diabetes at any age with complications of Neuropathy (nerve), Retinopathy (eye), Nephropathy (kidney) or Peripheral Vascular Disease (PVD or PAD)?	Yes 🔿

#### HEALTH INFORMATION Q3

In the last 5 years, has the Proposed Insured: (a) been hospitalized for high blood pressure or any mental or nervous disorder? (b) used, tested positive for or been convicted of possession of cocaine, heroin, barbiturates, amphetamines, hallucinogenic, narcotics or other habit-forming drugs or had medical treatment or counseling for the use of alcohol, or drugs (illegal or prescribed)? (c) been convicted of or pled guilty to a felony or are currently on parole or probation, or awaiting trial?

No 🧿 Yes 🔿



### Client Reviews & Answers Health Questions

**HEALTH INFORMATION Q4a-4e** 

#### In the last 5 years, has the Proposed Insured been diagnosed or treated by a member of the medical profession for, or hospitalized for:

In the last 2 years, has the Proposed Insured had any convictions for reckless driving, driving under the influence of alcohol or drugs (DUI or DWI), or been convicted of or plead guilty to 3 or more moving violations? ent Use Only - Not for Use with Consumers	NO $\bigcirc$ Yes $\bigcirc$ $PR \bigoplus SPEP$
Has the Proposed Insured been advised by a licensed medical professional that their life expectancy is less than 24 months?	No 💽 Yes 🔵
HEALTH INFORMATION Q5-Q6	
Any disease or disorder of the immune system or Rheumatoid arthritis (RA), Scleroderma, Granulomatosis with polyangiitis (GPA), Churg-Strauss syndrome, Lupus, Microscopic polyangiitis, Polymyositis/dermatomyositis or Marfan syndrome?	No 💽 Yes 🔿
Chronic Kidney Disease, end stage Renal Disease, or Liver Disease including Cirrhosis, Hepatitis B or Hepatitis C?	No 💽 Yes 🔾
Cancer, Tumor, Leukemia, Lymphoma, or Melanoma (excluding basal cell or squamous cell skin cancer)?	No 💽 Yes 🔵
Chronic Obstructive Pulmonary Disease (COPD), Chronic Bronchitis, Emphysema, Cystic Fibrosis or any other Chronic Lung Disorder (except mild Asthma)?	No 💽 Yes 🔵
Coronary Artery Bypass Surgery, Stroke, Aneurysm, Coronary Artery Disease, Heart Attack, Angioplasty, Stent Placement, Valvular Heart Disease with Repair or Replacement, Cardiomyopathy, Congestive Heart Failure (CHF), Congenital Heart Disease, Transient Ischemic Attack (TIA), stroke/mini stroke, abnormal heart rhythm, or Cerebral, Aortic or thoracic aneurysm?	No 💽 Yes 🔾

### **Client Reviews & Answers Health Questions**

#### HEALTH INFORMATION Q7a-7c

#### Within the last 12 months, has the Proposed Insured:

used, or been advised by a member of the medical profession to use, any of the following: wheelchair, walker, electric scooter, catheter or oxygen?	No 💽 Yes 🔾
received, or been advised by a member of the medical profession to receive, any of the following types of care: hospice, assisted living, nursing home, adult day care, home health, or is the Proposed Insured currently confined to any hospital or other medical facility?	No 💽 Yes 🔵
required the assistance of another person or device with activities of daily living (eating, dressing, bathing, or toileting) or transferring (getting in and out of a chair, bed, shower or tub), or have you been diagnosed by a member of the medical profession with bowel or bladder incontinence?	No 💽 Yes 🔵
HEALTH INFORMATION Q8-Q11	
In the last 12 months, has the Proposed Insured been advised or referred by a member of the medical profession to see a specialist or, have surgery, diagnostic testing (other than for routine screening purposes or tests related to the Human Immunodeficiency Virus (AIDS virus)) or treatment which has not yet started, been completed or for which results are not known?	No 💽 Yes 🔿
In the last 12 months, has the Proposed Insured: (a) consulted with a member of the medical profession for chronic cough, unexplained weight loss greater than 10 pounds (other than due to diet or exercise), fatigue or unexplained gastrointestinal bleeding? (b) had dialysis or been advised by a member of the medical profession to have dialysis?	No 💿 Yes 🔿
In the last 12 months, has the Proposed Insured applied for or received disability, hospital or medical benefits from any insurance company, government, employer, or other source (other than for maternity, fractures, spinal or back disorders or hip or knee replacement)?	No 💽 Yes 🔿
In the next 2 years, does the Proposed Insured plan to: (a) live or work outside of the US? (b) engage in any motor sports racing, boat racing, parachuting/skydiving, hang gliding, base jumping, rock or mountain climbing?	No $\bigcirc$ Yes $\bigcirc$ PR $\textcircled{O}$ SPER
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### Getting the Decision

THIRD PARTY CALL       Information         Click NEXT to continue.       By clicking OK, Pure Service will begin a Please click "OK" to proceed or "Cancel given.         PURE EVALUATION       Thank you. Click NEXT to see if there are additional questions. If additional questions appear, ask exactly as they appear on screen.         PURE DATA RESULT       (NOTE: If you see the message, "Our apologies, but due to a system issue we are not able to render PURE Data Results at this time be a service outage. Please click on STOP and select LiveApp Pending User Action. Try completing the application at a later time, (resolved in minutes.) Also, please make sure that the Rate Calculator is completely filled.		
Click NEXT to continue. PURE EVALUATION Thank you. Click NEXT to see if there are additional questions. If additional questions appear, ask exactly as they appear on screen. PURE DATA RESULT (NOTE: If you see the message, "Our apologies, but due to a system issue we are not able to render PURE Data Results at this time be a service outage. Please click on STOP and select LiveApp Pending User Action. Try completing the application at a later time.	to change an answer previously	
Thank you. Click NEXT to see if there are additional questions. If additional questions appear, ask exactly as they appear on screen. PURE DATA RESULT (NOTE: If you see the message, "Our apologies, but due to a system issue we are not able to render PURE Data Results at this time be a service outage. Please click on STOP and select LiveApp Pending User Action. Try completing the application at a later time.	OK Cancel	
PURE DATA RESULT (NOTE: If you see the message, "Our apologies, but due to a system issue we are not able to render PURE Data Results at this time be a service outage. Please click on STOP and select LiveApp Pending User Action. Try completing the application at a later time.		
(NOTE: If you see the message, "Our apologies, but due to a system issue we are not able to render PURE Data Results at this time be a service outage. Please click on STOP and select LiveApp Pending User Action. Try completing the application at a later time.		Please be sure everything is
be a service outage. Please click on STOP and select LiveApp Pending User Action. Try completing the application at a later time.		accurately recorded
		before running Pure Service. Nothing may be changed beyond this point.
Ms. Dawson		
The following pertains to the data results of the case:		
The proposed insured has been approved but final processing is handled by the home office.	Please review decision carefu and discuss the	ully
The proposed insured is not eligible for the coverage. A letter will be sent to the insured with the underwriting decision.		-
Explanation:	results with yo client.	

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RGAScore Information - 9 or higher

# Getting the Decision

If decision is "Referred" please note that the Home Office Underwriting team will follow up and advise what is needed to proceed.

You should prepare your client for additional requirements, such as complete medical records, or consider a different product type.

The following pertains to the data results of the case:

The application has been referred to the home office underwriter for further review.

Explanation:

- RGA Score Information Score equal to RUW
- RGA Score Information Score equal 7



# **Confirm Policy Information Provided**

#### CONFIRM POLICY AMOUNTS

To confirm: the policy amount is \$200000.00 and the Premium amount is \$139.82. Would you like to continue?

To make changes to these amounts, click on the Application tab, then select "Rate Calculator" to make any desired adjustments.

It will then ask you to confirm the new policy amount or rider selections. Select "Yes" then continue.

No 🔿

Yes 🔘

# **Enter Beneficiary Information**

LiveApp allows up to 3 Primary and 3 Contingent beneficiaries to be collected with Application. Have more? Contact Customer Service to add/modify after policy is in force.

Please note that choosing a minor as a beneficiary will require a court appointed guardian of the minor's estate which will cause delays in distributing the death benefit.

Primary Beneficiary Information		
Primary		Primary
First Name		
Middle Name		
Last Name		
Social Security Number		
(1) Date of Birth		
Relationship		
Percent of Proceeds		
Telephone Number		
Is there an address available for this beneficiary?		No Ye:
Are there any additional beneficiaries?	6	Ne Ye:
(PERCENTAGE TOTAL FOR PRIMARY BENEFICIARIES):		0
Are there any Contingent Beneficiaries?		No

Relationship is required and one of the following options must be selected:

- Wife, husband, domestic partner, common law spouse, fiancée
- Son-in-law, daughter-in-law
- Children, stepchildren, grandchildren (Minors not recommended)
- Sibling
- Niece or nephew
- Aunt or uncle
- Parent or grandparent
- Family Living Trust
- Certain Charitable Trusts
- Irrevocable Life Insurance Trusts
   (ILITs)
- Qualified charitable or community organizations



# **Existing Insurance and Replacements**

Is there any life insurance or annuity contract in force or pending on the Proposed Insured with this or any other company?	No 🔾 Yes 💽	
Is the insurance applied for intended to replace or change any in force or pending life insurance or annuity contract on the Proposed Insured with this or any other company?	No 🔾 Yes 💿	Please complete
EXISTING AND PENDING INSURANCE		these questions
Company Name		section about th client's existing
Policy Number		pending insurane and replacemen
Product Type	Life 🔵 Annuity 🔵	information, if applicable.
Replacement?	No 🔿 Yes 🔿	αρρτιταρίε.
Face Amount	A V	
Accidental Death Benefit?	No 🔵 🕚 Yes 🔵	
Year Issued?		
Any other coverages?	No 🔿  Ves 🔿	
ent Use Only - Not for Use with Consumers		PROSPERI

lease complete hese questions and ection about the client's existing or ending insurance ind replacement nformation, if pplicable.

# Child Rider - Complete if applicable

#### NOTE: Maximum age of child allowed is 17 years of age.

Please confirm the amount of coverage selected within the Rate Calculator for the Child Term Rider:		5000 💿 🔱 10000 🔾 15000 🔾	Please review guidelines for the Child Rider.
(Any change to this selection must be made within the Rate Calculator before proceeding further)			
INDIVIDUAL CHILDREN'S TERM RIDER INFORMATION			llp to 5 children
CHILD 1 INFORMATION			or grandchildren
Is this child 18 or older?		No 💿	Up to 5 children or grandchildren may be added for coverage.
Has this child been diagnosed or treated by a member of the medical profession for ANY cancer, physical disability, mental disability, heart or lung disorder?		No 💿 🕔	
		Yes 🔾	
First Name	Mickey	•	
Middle Initial			
Last Name	Mouse, Jr.	9	
Relationship to Insured	Son	•	
Gender		Male 💿 🐠 Female 🔵	
Birthdate	05/01/2018	0	
Reminder: Child is not eligible if 18 or older.			
Is there another child?		No 🔿 🌖	
For Agent Lise Only - Not for Lise with Consumers		Yes 🔿	PR@SPERIT

# Premium and Billing Information

Premium Mode Selected was: Monthly

#### (NOTE: Please make any changes to the Premium Mode within the rate calculator.)

Note: If you choose to pay your policy premium in semi-annual, quarterly or monthly payments, you will pay more over the year than if you choose to pay your premium in one annual premium payment.

Payment Options:

Please select one of these payment options for payment of premium:

Premium notices sent to:

Select one of the available recurring billing options:

- EFT Draft (Checking or Savings)
- Direct Express
- Debit Card tied to bank account. No pre-paid debit cards will be accepted.

#### Other important info:

- Future Payments are only allowed up to **35 days** from date of application.
- Only EFT (bank draft) or Direct Express selections will qualify for advances, other options pay as earned only. Please review the terms of your advance addendum, if applicable.



Direct Express MasterCard ()

Debit Card 🔘

Billed Directly 🔘

Proposed Insured 🔘

Owner 🔿

Payor 🔿

### **Owner/Payor Information**

#### **OWNER/PAYOR SECTION**

Is the Proposed Insured the	Payor?				No Yes	
Is the Proposed Insured the	Owner?				No Yes	
Please select the Propose	d Insured's name from the	auto-complete drop	odown:			
First Name				Mickey		
Middle Initial						
Last Name				Mouse		
Email address is required	for the remote electronic of	esignature process.				
Email Address				mickey@disney.com		
Confirm: Email Address				mickey@disney.com		
Please provide the City ar	d State where the Owner i	s signing this applic	ation:			
City				Anniston		
State				Alabama		۳
	Previous     Next	O Stop				

Owner and Payor must be the same person and this information must be completed before the billing details can be completed.

Please ensure all parties are available to provide their electronic signatures by email.

All signers must have a unique email address.



# Premium and Billing Information

Accountholder's Name:

#### (Enter Name exactly as it appears on the account.)

For Agent Use Only - Not for Use with Consumers

First Name	Mickey	
Middle Initial		
Last Name	Mouse	
Address on the account:		
State	Alabama	•
Street Address	919 Noble St	
	$\checkmark$ Matched street and city and state	
City	Anniston	
Zip Code	36201 - 5627	
Relationship to Insured	Self	•
Email address is required for the remote electronic esignature process.		
Email Audress	mickey@disney.com	
Confirm: Email Address	mickey@disney.com	
PREMIUM PAYMENT DATE		
Payment Date (choose one):	On policy effective date On specific day of the month Based on Payor birthdate	nO

#### Important!

<u>On policy effective date</u> = Draft immediately and recur same day each month thereafter.

<u>On Specific day of the month</u> = 1<sup>st</sup>-28<sup>th</sup> and on same modal date thereafter

<u>Based on Payor DOB</u> = For Social Security billing: 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> Wednesday based on payor DOB\*

\*Birthdates: 1<sup>st</sup>-10<sup>th</sup> (2<sup>nd</sup> Wednesday) 11<sup>th</sup>-20<sup>th</sup> (3<sup>rd</sup> Wednesday) 21<sup>st</sup>-31<sup>st</sup> (4<sup>th</sup> Wednesday)

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# Premium and Billing Information

#### PREMIUM PAYMENT DATE Payment Date (choose one): On policy effective date ( On specific day of the month O Based on Payor birthdate () Your Payment Date selection is: Draft/charge on the selected day of the month and on same modal date thereafter. Please select a day from 1 to 28: 03/01/2022 Is the draft charge linked to the monthly Social Security deposit? No C Yes 🧿 Was the 1st or 3rd of the month selected above? No 🔘 Yes 🔘 Bank Name Bank of America Routing Number: 026009593 Account Number 000233555888 Account Type: Checking 🧿 Savings (

- Can draft on the same day each month 1st 28th
- Please be sure to check the box if the payment is linked to a Social Security deposit.
- For these selections, if the date you selected falls on a weekend or holiday, the deduction will be on the prior business day. (This allows Social Security recipients' drafts to recur on the same day as the client receives their deposit, even if that is a non-business day.)

# Agent Certification

AGENT CERTIFICATION

#### WARNING: Once you proceed past this screen, no changes should be made in the application nor within the RATE CALCULATOR. Please be sure you have verified all entered data before proceeding to the Final Signature screen.

To the best of your knowledge and belief, is there an existing life insurance policy or annuity contract insuring the proposed insured's life?	No	0
	Yes (	)
To the best of your knowledge and belief, replacement is or may be involved in this transaction.	No	0
	Yes (	5
Agent First Name:	Agent First	0
Agent Last Name:	Agent Last	9
Agent Number	B99990000	0
Email Address of Agent	agent@gmail.com	0
Confirm: Email Address of Agent	agent@gmail.com	
Telephone Number of Agent	540 - 555 - 5555	0
Agency Name		
Agency Number		
Are the commissions to be split with another Producer?	No	0
Any additional comments must go here	Yes (	> 두
Comments: (i.e. special policy delivery instructions.)	•	
Conditional Receipt Provided?	No	0
I certify that these statements and responses are true and accurate.		
Previous     Next     Stop		

Your agent information will be pre-filled. Please check to make sure it is accurate!

We offer the option to split commissions with a 2<sup>nd</sup> agent, please have their agent number ready.

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# Go Green and Customer Portal

Consent to Go Green Program (e-delivery of policy and other communications) is encouraged but optional.

#### Why choose Go Green eDelivery?

- **Convenience.** Receive your documents online rather than through the U.S. mail. When they become available for you to retrieve online, we'll send you an email. Then simply log into your Customer Center account to view, print, or download copies.
- Less Clutter. Trade piles of paperwork for password-protected documents on a secure site and help our environment in the process.
- Security. We store client information using first rate security and privacy technology. Receiving your documents online can reduce security risks posed by others who may have access to your documents or stolen or mis-delivered mail, or loss of paper documents.

Prosperity offers a Go Green program that allows you to reduce paper and increase security of your documents by having your policy, and future communications related to your policy, delivered to your inbox on Prosperity's customer portal instead of sending paper copies to you. If you participate in this program, you will receive an e-mail informing you whenever a document is ready for your review – you can choose to go back to paper delivery at any time. More details will be provided with your application materials. Please note that if you are a current customer of S.USA or its affiliate SBLI USA Life Insurance Company, your Go Green selection will apply to all of your existing policies, and the email you provide will replace your email of record, if different than what is on file. Do you wish to participate in this program?	Yes O
Email address to be used for e-delivery notices:	
Confirm: Email address to be used for e-delivery notices:	



# Go Green and Customer Portal

#### Welcome to Customer Center

#### NEW USER

If you're new to the Customer Center and would like to register, get started here.

CLICK HERE TO GET STARTED!

GO

#### CURRENT USER

If you are a returning customer, please enter your username and password below:

\* Username

customer@gmail.com

Forgot User Name?

\* Password



#### Visit <u>www.prosperitylife.com</u> and click on *Policyholder*

Access is obtained by any policyholder through an easy self-registration process.

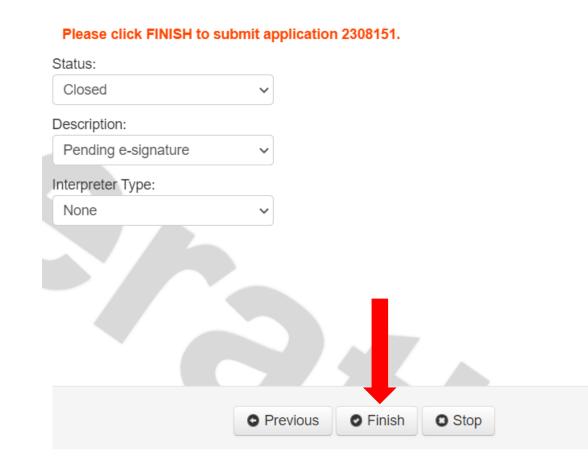
Once they have their account, they can:

- View important details about a policy and policy related transactions
- See when premium payment is due and make a payment
- View, download and print notices, statements, letters, and forms
- Change mailing address
- Change premium payment method and payment schedule
- Obtain forms for other policy changes
- E-mail us directly
- Manage profile, including delivery preferences (paper or e-delivery)



# Submit the Application for Final Signatures

#### FINISH AND SUBMIT APPLICATION



Click "Finish" to submit the request for final signatures to the Proposed Insured, Owner (if different), Payor (if different) and the Agent.

An email will be sent to the applicable parties to obtain their final electronic signatures. Please note, some parties may be asked to sign twice if their signature is needed on multiple forms.

Please have your client(s) review the completed application in full, including any applicable replacement notices and other disclosures required in the applicable state, before applying their esignatures.

Signature requests expire after 5 days. The signor will be reminded one time if they've not completed the process.



# Final Signatures

If the application is not fully signed, it will be withdrawn by the system and cannot be re-opened. Email reminders are sent to the recipients who need to sign.

			rch 🔍	earch 🖸 Re	eset							
	App ID:				Status:	Closed	•		Client Last Nan	me:		
	Company:	Prosperity Life	- S.USA 🔻	De	escription:	Pending e-signa	iture 🔻	С	lient Last 4 of SS	SN:		
	Product:	Family Freedo	m Term F 🔻						Client Date of Bir	rth:	MM/DDA	(YYY
	Jurisdiction:		•					Clie	ent Contact Numb	ber:		
									Interpreter Ty	pe:		
D Clier	ent Name	Date To Call	Creation Time	'Closed' Time	Company		Product	S	Status	State	е	Language

The app status will show as *Closed-Pending e-signature* until all parties (including the Agent) have signed.

PR@SPEF

#### The application is finalized and submitted to Home Office for processing when status is *Closed-Complete*.

App ID Client Name	Date To Call	Creation Time	'Closed' Time	Company	Product	Status	State
2308151 Mouse, Mickey		03/11/2022 11:15:00 AM	03/11/2022 11:53:01 AM	Prosperity Life - S.USA	Family Freedom Term Remote E-App	Closed- Complete	Alabama

# What's Next?

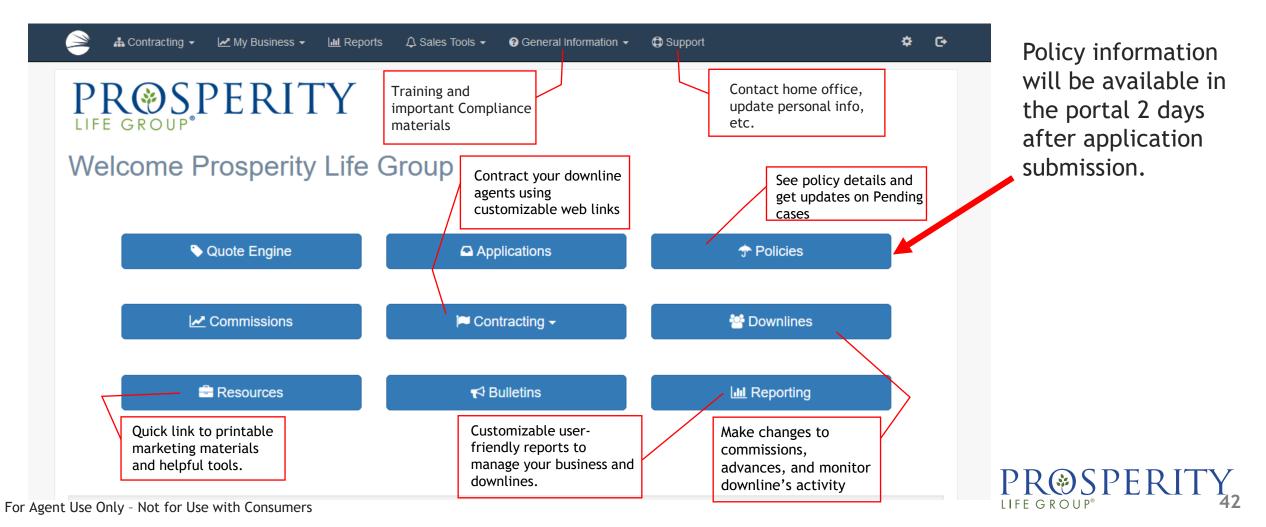
- Once all signatures are completed, the completed application will be electronically sent to the Home Office for processing the next business day.
- Routine audits of the business will be conducted, and you may expect some cases to be pulled back for home office review, even after the decision is given.
- If the application is approved, the owner will receive copies of the completed signed application and disclosures with the policy when issued.
- New Business will notify the agent via email if anything further is needed to issue the case and provide status updates via daily summary report.
- You will see the policy in your agent portal in about 2 business days, along with any outstanding requirements.



# Agent Portal

Web address: www.insuranceadmin.com/agent (your email address is your login)

Quoting, downline contracting, policy updates, commission statements, reports and much more at your fingertips.



# Other Important Information

This is a brief summary of coverage only. 2-year suicide exclusion and contestability period apply; policy contestable for material misrepresentations as to height/weight and health history made in the application. Refer to the policy and riders for all other applicable exclusions and limitations. You must disclose all exclusions and limitations to the client.

S.USA does not provide tax advice. Clients should be advised to consult their tax advisors on specific tax questions.

Prosperity Life Group is a marketing name for Prosperity Group Holdings, LP and its subsidiaries. Family Freedom Term is underwritten by S.USA Life Insurance Company, Inc. (S.USA). Not licensed in all states. Policy Forms #ICC20MTMPUECS20, ICC20CHIRUECS20, ICC20CHIRUECS20, ICC20CLTRUECS20, ICC20ADBRUECS20, ICC20ADBRUECS20, ICC16WPDRUECS16, MTMPUEFL20, CHIRUEFL20, CRIRUEFL20, TIRRUEFL20, CLTRUEFL20, ADBRUEFL20, WPDRUEFL18. Product not available all states. Features may vary by state. S.USA is solely responsible for its own financial and contractual obligations.



Thank you.

#### Questions? Contact Agent Support at 866-380-6413, option 1 or agentcare@prosperitylife.com

ProsperityLife.com