



# Gerber Life Guaranteed Life Insurance

## Agent Instruction for Submitting New Application

**The Producer Certification page is part of the Guaranteed Life application and must be submitted**

**at same time as the application.** Please note that the application for Gerber Life's Guaranteed Life does not ask any health questions. Consequently, the "Insurability of any Person proposed for Insurance" certify statement refers to the responses on the application and not the health of the proposed insured. In addition to the insurance application and producer certification, the following forms may be required at time of application and should be submitted at the same time as the application:

**(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.

**Replacement Form**<sup>1</sup>- if Gerber Life policy will replace another policy, complete appropriate state required form. Form must be submitted with application.

**NAIC-Replacement Sales/Marketing Materials Form** - 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.

**Payment Authorization Form**- For automatic payment from Checking or by Credit Card, complete ACH-AP form.

**Receipt for Guaranteed Issue Policies- For Check or Money Order ONLY**. If check or money order is collected with application, provide Receipt CRGI to customer and submit copy of receipt with the application and check.\*

\*In **KS** if a check, money order or authorization of payment is collected with the application, please provide receipt CRGI-2015-KS to customer and submit a copy of the receipt with the application and payment. The receipt must be signed by the agent.

**Split Commissions** - Split commissions are allowed between 2 agents. Check off Agent Split near the upper right hand corner of the 2<sup>nd</sup> page of application. Information regarding the secondary agent should be provided in the designated area on the Producer Certification.

- Please follow your Marketing Office procedures for application submission to Gerber Life.

<sup>1</sup>Replacements are not accepted in following states: CA, DE, FL, ID, IL, KY, MA, MO, NY, PA, PR, TN, WA



Gerber Life  
Insurance

# Gerber Life Guaranteed Life

## Male and Female Rates

### Guaranteed Life Monthly ACH Premiums\*

\*Premiums deducted directly from a Checking or Savings Account.

Male						Female					
Issue Age	\$5,000	\$10,000	\$15,000	\$20,000	\$25,000	Issue Age	\$5,000	\$10,000	\$15,000	\$20,000	\$25,000
50	\$22.50	\$44.09	\$65.68	\$87.27	\$108.86	50	\$17.69	\$34.47	\$51.24	\$68.02	\$84.79
51	\$24.15	\$47.39	\$70.63	\$93.87	\$117.11	51	\$18.93	\$36.94	\$54.95	\$72.97	\$90.98
52	\$25.67	\$50.42	\$75.17	\$99.92	\$124.67	52	\$19.98	\$39.05	\$58.12	\$77.18	\$96.25
53	\$27.09	\$53.26	\$79.43	\$105.60	\$131.77	53	\$20.95	\$40.98	\$61.00	\$81.03	\$101.06
54	\$28.33	\$55.73	\$83.14	\$110.55	\$137.96	54	\$21.82	\$42.72	\$63.62	\$84.52	\$105.42
55	\$29.43	\$57.93	\$86.44	\$114.95	\$143.46	55	\$22.60	\$44.28	\$65.95	\$87.63	\$109.31
56	\$30.25	\$59.58	\$88.92	\$118.25	\$147.58	56	\$23.47	\$46.02	\$68.57	\$91.12	\$113.67
57	\$30.98	\$61.05	\$91.12	\$121.18	\$151.25	57	\$24.15	\$47.39	\$70.63	\$93.87	\$117.11
58	\$31.63	\$62.33	\$93.04	\$123.75	\$154.46	58	\$24.84	\$48.77	\$72.69	\$96.62	\$120.54
59	\$32.08	\$63.25	\$94.42	\$125.58	\$156.75	59	\$25.48	\$50.05	\$74.62	\$99.18	\$123.75
60	\$32.40	\$63.89	\$95.38	\$126.87	\$158.36	60	\$25.99	\$51.06	\$76.13	\$101.20	\$126.27
61	\$34.74	\$68.57	\$102.39	\$136.22	\$170.04	61	\$27.50	\$54.08	\$80.67	\$107.25	\$133.83
62	\$36.94	\$72.97	\$108.99	\$145.02	\$181.04	62	\$28.88	\$56.83	\$84.79	\$112.75	\$140.71
63	\$39.05	\$77.18	\$115.32	\$153.45	\$191.58	63	\$30.07	\$59.22	\$88.37	\$117.52	\$146.67
64	\$41.07	\$81.22	\$121.37	\$161.52	\$201.67	64	\$30.98	\$61.05	\$91.12	\$121.18	\$151.25
65	\$43.04	\$85.16	\$127.28	\$169.40	\$211.52	65	\$31.76	\$62.61	\$93.45	\$124.30	\$155.15
66	\$44.78	\$88.64	\$132.51	\$176.37	\$220.23	66	\$33.37	\$65.82	\$98.27	\$130.72	\$163.17
67	\$46.29	\$91.67	\$137.04	\$182.42	\$227.79	67	\$34.70	\$68.48	\$102.25	\$136.03	\$169.81
68	\$47.71	\$94.51	\$141.31	\$188.10	\$234.90	68	\$35.93	\$70.95	\$105.97	\$140.98	\$176.00
69	\$48.95	\$96.98	\$145.02	\$193.05	\$241.09	69	\$37.13	\$73.33	\$109.54	\$145.75	\$181.96
70	\$50.05	\$99.18	\$148.32	\$197.45	\$246.59	70	\$38.23	\$75.53	\$112.84	\$150.15	\$187.46
71	\$54.54	\$108.17	\$161.79	\$215.42	\$269.04	71	\$41.89	\$82.87	\$123.84	\$164.82	\$205.79
72	\$58.94	\$116.97	\$174.99	\$233.02	\$291.04	72	\$45.38	\$89.83	\$134.29	\$178.75	\$223.21
73	\$63.07	\$125.22	\$187.37	\$249.52	\$311.67	73	\$48.72	\$96.53	\$144.33	\$192.13	\$239.94
74	\$66.92	\$132.92	\$198.92	\$264.92	\$330.92	74	\$51.79	\$102.67	\$153.54	\$204.42	\$255.29
75	\$70.22	\$139.52	\$208.82	\$278.12	\$347.42	75	\$54.54	\$108.17	\$161.79	\$215.42	\$269.04
76	\$81.90	\$162.89	\$243.88	\$324.87	\$405.86	76	\$62.33	\$123.75	\$185.17	\$246.59	\$308.00
77	\$93.13	\$185.35	\$277.57	\$369.79	\$462.00	77	\$69.67	\$138.42	\$207.17	\$275.92	\$344.67
78	\$103.90	\$206.89	\$309.88	\$412.87	\$515.86	78	\$76.54	\$152.17	\$227.79	\$303.42	\$379.04
79	\$114.22	\$227.52	\$340.82	\$454.12	\$567.42	79	\$82.96	\$165.00	\$247.04	\$329.09	\$411.13
80	\$124.12	\$247.32	\$370.52	\$493.72	\$616.92	80	\$88.64	\$176.37	\$264.09	\$351.82	\$439.55

\*Additional premium rates are available on the Gerber Life Agent Portal quote tool located at: [www.gerberlifeagency.com](http://www.gerberlifeagency.com)

Gerber Life will not accept insurance applications for coverage submitted under a Power of Attorney or Guardianship on the proposed insured, except from the legal guardians of children. Guaranteed Life is issued in all states except MT. State requirements may vary somewhat. Maximum face amount is \$15,000 in South Dakota. Please refer to the policy for limitations and exclusions that may apply. Policy form series ICC12-GWLP and GWLP-12.

Gerber Life's guarantee to accept all applicants age 50 to 80 is made possible by a two year graded death benefit limitation. If death occurs within the first two policy years for any reason other than an accident, all premiums shall be paid to the beneficiary, plus an additional 10% of earned premium. If death is due to accidental causes, the full death benefit will be paid. After the two-year Graded Death Benefit period, if the insured dies for any reason the full face amount of the policy shall be paid to the beneficiary. If the insured dies by suicide within two years from the Issue Date (one year in ND), the only amount payable will be all premiums paid for the policy plus an additional 10% of earned premium, less any debt against the policy.

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Not FDIC Insured | Not Bank Guaranteed | Not a Deposit or Other Bank Obligation

GL-RC (1017)

# Gerber Life Guaranteed Life

## Male and Female Rates

### Guaranteed Life Monthly Premiums for Direct Bill, Debit or Credit Card Payments\*

Male						Female					
Issue Age	\$5,000	\$10,000	\$15,000	\$20,000	\$25,000	Issue Age	\$5,000	\$10,000	\$15,000	\$20,000	\$25,000
50	\$24.55	\$48.10	\$71.65	\$95.20	\$118.75	50	\$19.30	\$37.60	\$55.90	\$74.20	\$92.50
51	\$26.35	\$51.70	\$77.05	\$102.40	\$127.75	51	\$20.65	\$40.30	\$59.95	\$79.60	\$99.25
52	\$28.00	\$55.00	\$82.00	\$109.00	\$136.00	52	\$21.80	\$42.60	\$63.40	\$84.20	\$105.00
53	\$29.55	\$58.10	\$86.65	\$115.20	\$143.75	53	\$22.85	\$44.70	\$66.55	\$88.40	\$110.25
54	\$30.90	\$60.80	\$90.70	\$120.60	\$150.50	54	\$23.80	\$46.60	\$69.40	\$92.20	\$115.00
55	\$32.10	\$63.20	\$94.30	\$125.40	\$156.50	55	\$24.65	\$48.30	\$71.95	\$95.60	\$119.25
56	\$33.00	\$65.00	\$97.00	\$129.00	\$161.00	56	\$25.60	\$50.20	\$74.80	\$99.40	\$124.00
57	\$33.80	\$66.60	\$99.40	\$132.20	\$165.00	57	\$26.35	\$51.70	\$77.05	\$102.40	\$127.75
58	\$34.50	\$68.00	\$101.50	\$135.00	\$168.50	58	\$27.10	\$53.20	\$79.30	\$105.40	\$131.50
59	\$35.00	\$69.00	\$103.00	\$137.00	\$171.00	59	\$27.80	\$54.60	\$81.40	\$108.20	\$135.00
60	\$35.35	\$69.70	\$104.05	\$138.40	\$172.75	60	\$28.35	\$55.70	\$83.05	\$110.40	\$137.75
61	\$37.90	\$74.80	\$111.70	\$148.60	\$185.50	61	\$30.00	\$59.00	\$88.00	\$117.00	\$146.00
62	\$40.30	\$79.60	\$118.90	\$158.20	\$197.50	62	\$31.50	\$62.00	\$92.50	\$123.00	\$153.50
63	\$42.60	\$84.20	\$125.80	\$167.40	\$209.00	63	\$32.80	\$64.60	\$96.40	\$128.20	\$160.00
64	\$44.80	\$88.60	\$132.40	\$176.20	\$220.00	64	\$33.80	\$66.60	\$99.40	\$132.20	\$165.00
65	\$46.95	\$92.90	\$138.85	\$184.80	\$230.75	65	\$34.65	\$68.30	\$101.95	\$135.60	\$169.25
66	\$48.85	\$96.70	\$144.55	\$192.40	\$240.25	66	\$36.40	\$71.80	\$107.20	\$142.60	\$178.00
67	\$50.50	\$100.00	\$149.50	\$199.00	\$248.50	67	\$37.85	\$74.70	\$111.55	\$148.40	\$185.25
68	\$52.05	\$103.10	\$154.15	\$205.20	\$256.25	68	\$39.20	\$77.40	\$115.60	\$153.80	\$192.00
69	\$53.40	\$105.80	\$158.20	\$210.60	\$263.00	69	\$40.50	\$80.00	\$119.50	\$159.00	\$198.50
70	\$54.60	\$108.20	\$161.80	\$215.40	\$269.00	70	\$41.70	\$82.40	\$123.10	\$163.80	\$204.50
71	\$59.50	\$118.00	\$176.50	\$235.00	\$293.50	71	\$45.70	\$90.40	\$135.10	\$179.80	\$224.50
72	\$64.30	\$127.60	\$190.90	\$254.20	\$317.50	72	\$49.50	\$98.00	\$146.50	\$195.00	\$243.50
73	\$68.80	\$136.60	\$204.40	\$272.20	\$340.00	73	\$53.15	\$105.30	\$157.45	\$209.60	\$261.75
74	\$73.00	\$145.00	\$217.00	\$289.00	\$361.00	74	\$56.50	\$112.00	\$167.50	\$223.00	\$278.50
75	\$76.60	\$152.20	\$227.80	\$303.40	\$379.00	75	\$59.50	\$118.00	\$176.50	\$235.00	\$293.50
76	\$89.35	\$177.70	\$266.05	\$354.40	\$442.75	76	\$68.00	\$135.00	\$202.00	\$269.00	\$336.00
77	\$101.60	\$202.20	\$302.80	\$403.40	\$504.00	77	\$76.00	\$151.00	\$226.00	\$301.00	\$376.00
78	\$113.35	\$225.70	\$338.05	\$450.40	\$562.75	78	\$83.50	\$166.00	\$248.50	\$331.00	\$413.50
79	\$124.60	\$248.20	\$371.80	\$495.40	\$619.00	79	\$90.50	\$180.00	\$269.50	\$359.00	\$448.50
80	\$135.40	\$269.80	\$404.20	\$538.60	\$673.00	80	\$96.70	\$192.40	\$288.10	\$383.80	\$479.50

\*Additional premium rates are available on the Gerber Life Agent Portal quote tool located at: [www.gerberlifeagency.com](http://www.gerberlifeagency.com)

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Gerber Life's guarantee to accept all applicants age 50 to 80 is made possible by a two year graded death benefit limitation. If death occurs within the first two policy years for any reason other than an accident, all premiums shall be paid to the beneficiary, plus an additional 10% of earned premium. If death is due to accidental causes, the full death benefit will be paid. After the two-year Graded Death Benefit period, if the insured dies for any reason the full face amount of the policy shall be paid to the beneficiary. If the insured dies by suicide within two years from the Issue Date (one year in ND), the only amount payable will be all premiums paid for the policy plus an additional 10% of earned premium, less any debt against the policy.



Gerber Life  
Insurance

# Gerber Life Guaranteed Life

## Guaranteed Life Rate Calculator

### Product Overview

**Issue Ages:** 50 – 80

**Face Amounts:** \$5,000 to \$25,000

**Payment Options:**

**ACH** – Discount up to 8% – Preferred method

**Credit Card:** Visa and MasterCard

**Direct Express**

### Highlights

- One Page Application
- Guaranteed Approval
  - No Health Questions
  - No Medical Exam

### Two Year Graded Death Benefit:

Gerber Life’s guarantee to accept all applicants age 50 to 80 is made possible by a two year graded death benefit limitation. If death occurs within the first two policy years for any reason other than an accident, all premiums shall be paid to the beneficiary, plus an additional 10% of earned premium. Earned premium refers to the portion of paid premium that has been applied to the policy. For example, if an annual premium payment is made, six months into the policy year, half of the total premium is considered “earned.” If death is due to accidental causes, the full death benefit will be paid. After the two-year Graded Death Benefit period, if the insured dies for any reason the full face amount of the policy shall be paid to the beneficiary.

### Commission Chargebacks:

If the insured dies within the first policy year, 100% of the commission paid shall be returned to the company. If the insured dies within the second policy year, 50% of the commission shall be returned to the company.

**Annual Premium per \$1,000**  
(rates do not include \$11.00 annual policy fee)

Issue Age	Male	Female
50	51.81	40.26
51	55.77	43.23
52	59.40	45.76
53	62.81	48.07
54	65.78	50.16
55	68.42	52.03
56	70.40	54.12
57	72.16	55.77
58	73.70	57.42
59	74.80	58.96
60	75.57	<b>60.17</b>
61	81.18	63.80
62	86.46	67.10
63	91.52	69.96
64	96.36	72.16
65	101.09	74.03
66	105.27	77.88
67	108.90	81.07
68	112.31	84.04
69	115.28	86.90
70	117.92	89.54
71	128.70	98.34
72	139.26	106.70
73	149.16	114.73
74	158.40	122.10
75	166.32	128.70
76	194.37	147.40
77	221.32	165.00
78	247.17	181.50
79	271.92	196.90
80	295.68	210.54

### How to Calculate Premium

#### Example

**Age:** 60  
**Gender:** Female  
**Face Amount:** \$25,000  
**Premium Mode:** Monthly ACH

1. Locate the annual premium per \$1,000 rate under the female column for age 60.  
**\$60.17**
2. Multiply the number of per thousand units requested by the annual premium per thousand rate.  
 **$\$60.17 \times 25 = \$1,504.25$**   
(round to 2 decimal places)
3. Add the annual policy fee of \$11.00 to the base annual premium.  
 **$\$1,504.25 + \$11.00 = \$1,515.25$**   
(round to 2 decimal places)
4. Multiply the total annual premium by the requested modal factor.  
 **$\$1,515.25 \times 0.083334 = \$126.27$**   
(round to 2 decimal places)

#### Modal Factors

**Monthly ACH** Annual Rate x 0.083334  
**Monthly** Annual Rate x 0.090909  
**Quarterly** Annual Rate x 0.263637  
**Semi-Annually** Annual Rate x 0.518182

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Guaranteed Life is issued in all states except MT. State requirements may vary somewhat. Maximum face amount is \$15,000 in South Dakota. Please refer to the policy for limitations and exclusions that may apply. Policy form series ICC12-GWLP and GWLP-12.

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Not FDIC Insured | Not Bank Guaranteed | Not a Deposit or Other Bank Obligation

GL-RC-2 (1017)



**Gerber Life Insurance Company**

445 State Street • Fremont, Michigan 49412  
www.gerberlife.com

# Agency Application

Agent Name \_\_\_\_\_ Agency Name \_\_\_\_\_ Agent # \_\_\_\_\_

Agent Phone # \_\_\_\_\_ Agent Email \_\_\_\_\_  Agent Split

PERSONAL INFORMATION	GUARANTEED LIFE
<b>APPLICATION FOR: INDIVIDUAL LIFE INSURANCE</b>	
PROPOSED INSURED: (Give full legal name)	
First Name _____	Last Name _____ Middle Initial _____
Gender <input type="checkbox"/> Male <input type="checkbox"/> Female	Date of Birth _____ Social Security Number _____
<small>(Month Day Year)</small>	
Legal Residence Address _____	
City _____	State _____ Zip _____
Email Address _____	
Primary Phone _____	Cell: <input type="checkbox"/> Yes <input type="checkbox"/> No
Secondary Phone _____	Cell: <input type="checkbox"/> Yes <input type="checkbox"/> No
Are you a United States citizen or do you have Permanent Legal Resident (Green Card) status?..... <input type="checkbox"/> Yes <input type="checkbox"/> No	
<b>CHECK <input checked="" type="checkbox"/> THE AMOUNT OF LIFE INSURANCE WANTED:</b>	
<input type="checkbox"/> \$5,000 <input type="checkbox"/> \$7,000 <input type="checkbox"/> \$10,000 <input type="checkbox"/> \$15,000 or Other (must be from \$5,000-\$25,000) ..... \$ _____,000	
<b>OWNERSHIP INFORMATION: (Complete this section only if the policy will be owned by someone other than the insured listed above.)</b>	
First Name _____	Last Name _____
Relationship to Insured _____	Social Security Number _____
Legal Residence Address _____	
City _____	State _____ Zip _____
Email Address _____	
Phone _____	Cell: <input type="checkbox"/> Yes <input type="checkbox"/> No
<b>BENEFICIARY INFORMATION: (Insurance proceeds shall be divided equally among Primary Beneficiaries. If none survive, then Contingent Beneficiaries)</b>	
Primary Beneficiary(ies) _____	Relationship to the Insured _____
_____	_____
Contingent Beneficiary(ies) _____	Relationship to the Insured _____
_____	_____
<b>OTHER COVERAGE</b>	
Does the Proposed Insured have any life insurance or annuities in force or is any application for life insurance or reinstatement now pending? .. <input type="checkbox"/> Yes <input type="checkbox"/> No	
Will the coverage applied for replace any life insurance or annuity coverage now in force or pending on the life of the Proposed Insured?.. <input type="checkbox"/> Yes <input type="checkbox"/> No	
If "Yes", please complete below.	
Company Name _____	Face Amount _____ Month/Year Issued _____
Company Name _____	Face Amount _____ Month/Year Issued _____

**ACKNOWLEDGEMENT OF INFORMATION PROVIDED**

It is understood and agreed that:

All statements and answers made in all parts of this application are true and complete to the best of my knowledge and belief, and shall be the basis for and become part of any policy issued as a result of this application. Any person who knowingly presents a false statement in an application for insurance may be guilty of a criminal offense and subject to penalties under state law. Any policy issued will not take effect until it has been approved and the initial full premium(s) due have been received by the Company while the proposed insured is alive and all statements and answers in all parts of the application continue to be true and complete. I will notify the Company of any changes to the statements and answers given in any part of the application which occur before the policy is approved and payment is received by the Company.

Signature of Proposed Insured \_\_\_\_\_ Date \_\_\_\_\_

Signature of Policyowner (if other than Proposed Insured) \_\_\_\_\_ Date \_\_\_\_\_

Signed at (City, State) \_\_\_\_\_

ICC12-AGWLP 1117

### **Graded Death Benefit Limitation**

**Our guarantee to accept all applicants age 50 to 80 is made possible by a Graded Death Benefit Limitation. It applies to the first two years of coverage when the policy is issued. If death occurs within the first two policy years for any reason other than an accident, all premiums plus 10% interest shall be paid to the beneficiary. If death is due to accidental causes within the first two policy years, the full death benefit shall be paid to the beneficiary. Applicant may qualify for a full death benefit policy that provides full benefits from inception.**

**After the two-year Graded Period, if the insured dies for any reason, the full face amount of the policy shall be paid to the beneficiary. 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 plus 10%, less any debt against the policy.**

### **Exclusions and Limitations**

**Accidental Death:** Death is considered accidental if it occurs as a direct result of, and within 180 days of, an accidental bodily injury. In order to qualify as a death from accidental causes, the death must occur while the policy is in force and within 180 days following the date of the accidental injury as defined further by the policy.

**Exclusions:** A Death Benefit will not be paid for an Accidental Death if it is an infection not occurring as a direct result or consequences of the Accidental Bodily Injury, and/or if it is caused or contributed by: disease or infirmity of mind or body or medical or surgical treatment for such disease or infirmity; any attempt at suicide, or intentionally self-inflicted injury, while sane or insane; travel in or descent from an aircraft, if the Insured acted in a capacity other than as a passenger; travel in an aircraft or device used for testing or experimental purposes, used by or for any military authority, used for travel beyond earth's atmosphere; active participation in a riot, insurrection or terrorist activity committing or attempting to commit a felony; occurring

while the Insured is incarcerated; intoxication as defined by the jurisdiction where the accident occurred; riding or driving an air, land or water vehicle in a race, speed or endurance contest; rock or mountain climbing; aeronautics (hang-gliding, skydiving, parachuting, ultra light, soaring, ballooning and parasailing) and/or caused or materially contributed to by voluntary intake or use by any means of any drug, unless prescribed or administered by a physician and taken in accordance with the physician's instructions, or poison, gas or fumes, unless a direct result of an occupational accident.

**Important Notice About This Policy:** This life insurance policy does not specifically cover funeral goods or services, and may not cover the entire cost of your funeral at the time of your death. The beneficiary of this life insurance policy may use the proceeds for any purpose, unless otherwise directed.

Benefit amounts are subject to Gerber Life insurance limits.

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.

Requirements vary somewhat in CA, CT, DC, DE, FL, NY, ND & SD. Before your policy is issued, and depending on your state's regulations, you will either receive additional information or a different application to sign and return.

Not available in MT.

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.

Policy Form ICC12-GWLP





**Gerber Life Insurance Company**

445 State Street • Fremont, Michigan 49412  
www.gerberlife.com

# Agency Application

**Applicant's Name** \_\_\_\_\_

**ALL AGENTS MUST DISCLOSE THE GRADED DEATH BENEFIT TO ALL APPLICANTS**

**PRODUCER CERTIFICATION** Must be Completed by Producer if applicable

To the best of your knowledge,

1. Does the Proposed Insured have any life insurance or annuities in force or is any application for life insurance or reinstatement now pending? (If Yes, complete appropriate replacement forms).....  Yes  No

2. Will the coverage applied for replace any life insurance or annuity coverage now in force or pending on the life of the Proposed Insured? (If Yes, complete appropriate replacement forms).....  Yes  No

Is this a 1035 Exchange? .....  Yes  No

Is this an internal term conversion? .....  Yes  No

I certify that I have no knowledge of anything which might affect the insurability of any person proposed for insurance which is not fully set forth herein .....  Yes  No

Agent ID \_\_\_\_\_ Date \_\_\_\_\_

Signature of Licensed Agent \_\_\_\_\_ Printed Name of Licensed Agent \_\_\_\_\_

ICC12-AGNT

Please note that the application for Gerber Life's Guaranteed Life does not ask any health questions. Consequently, the "Insurability of any Person proposed for Insurance" statement above refers to the responses on the application and not the health of the proposed insured.

- By answering 'YES' to the "I certify" statement above, the application CAN be processed. You are indicating that you have no knowledge of anything that could affect the insurability (responses on the application) of the proposed insured.
- By answering 'NO' to the "I certify" statement above, the application CANNOT be processed. You are indicating that you have knowledge that could affect the insurability (responses to questions) of the proposed insured.

**Please provide secondary agent information for split commissions:**

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Gerber Life Agent ID: \_\_\_\_\_ (if agent ID is not known, write in 9999-9999) Percent of Split: \_\_\_\_\_%

**Please review the following outline of requirements:**

- ✓ This form must be sent in at time of application in order for a split commission to be applied.
- ✓ Split Commissions are allowed only between two agents.
- ✓ 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.

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

**GERBER LIFE INSURANCE COMPANY  
1311 Mamaroneck Avenue  
White Plains, NY 10605  
800-253-3074**

**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 interests. You will pay acquisition costs and there may be surrender costs deducted from your policy or contract. You may be able to make changes to your existing policy or contract to meet your insurance needs at less cost. A financed purchase will reduce the value of your existing policy and may reduce the amount paid upon the death of the insured.

We want you to understand the effects of replacements before you make your purchase decision and ask that you answer the following questions and consider the questions on the back of this form.

1. Are you considering discontinuing making premium payments, surrendering, forfeiting, assigning to the insurer, or otherwise terminating your existing policy or contract?

\_\_\_ YES \_\_\_ NO

2. Are you considering using funds from your existing policies or contracts to pay premiums due on the new policy or contract?

\_\_\_ YES \_\_\_ NO





## 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?



**Gerber Life Insurance Company**

445 State Street, Fremont, Michigan 49412

www.gerberlife.com

## REPLACEMENT

### SALES/MARKETING FORMS

APPLICANT NAME: \_\_\_\_\_

APPLICATION STATE: \_\_\_\_\_

AGENT NAME: \_\_\_\_\_

AGENT#: \_\_\_\_\_ AGENCY: \_\_\_\_\_ DATE: \_\_\_\_\_

In compliance with NAIC Model Replacement Act, listed below are the Marketing/Sales forms used in the sale of this application:

**Please use full Gerber Life Form# shown at the bottom of the Marketing/Sales material**

Form # \_\_\_\_\_

Form # \_\_\_\_\_

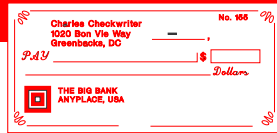
Form # \_\_\_\_\_

Form # \_\_\_\_\_

None \_\_\_\_\_

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

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



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 unless a Preferred Payment Date has been requested.
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:**



1. Complete and sign the Credit Card Authorization Form below.
2. Your first premium will be charged 3 days after your application is approved by Underwriting unless a Preferred Payment Date has been requested.
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 CHECKING ACCOUNT**

**Yes, I hereby authorize the bank or financial institution named below to pay my insurance premiums as indicated below, by automatic withdrawal from my checking account. I understand that my 1st premium will not be withdrawn until 3 days after my application is approved by Underwriting unless a Preferred Payment Date has been requested.** I also understand that I may cancel this authorization at any time by notifying Gerber Life Insurance Company.

Name \_\_\_\_\_  
Last Name First Name Middle Initial

Address \_\_\_\_\_ Phone \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Insured's name: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Name of Financial Institution \_\_\_\_\_

Type of Account:  Checking  Savings Bank Transit # \_\_\_\_\_ Account # \_\_\_\_\_

X \_\_\_\_\_ Date \_\_\_\_\_  
(Accountholder's Signature)

Preferred Payment Date \_\_\_\_\_

If application not approved by date selected, premium will be withdrawn on the date selected the following month. If the insured's age changes prior to selected date, the premium will be based on the new age.

Please automatically withdraw my premiums every (check  one):  month  3 months  6 months  12 months

**Use this Credit Card Authorization Form for payment by MASTERCARD or VISA**

**Yes, please charge my premiums to my credit card account. I understand that my 1st premium will not be withdrawn until 3 days after my application is approved by Underwriting unless a Preferred Payment Date has been requested.** I also understand that I may cancel this authorization at any time by notifying Gerber Life Insurance Company.

Please check  one:  Mastercard – Must contain 16 numbers  VISA – Must contain 13 or 16 numbers

Card Number: \_\_\_\_\_ Exp. Date \_\_\_\_\_

Name \_\_\_\_\_  
Last Name First Name Middle Initial

Address \_\_\_\_\_ Phone \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Insured's Name: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

X \_\_\_\_\_ Date \_\_\_\_\_  
(Cardholder's Signature)

Preferred Payment Date \_\_\_\_\_

If application not approved by date selected, premium will be withdrawn on the date selected the following month. If the insured's age changes prior to selected date, the premium will be based on the new age.

Please charge my premiums every (check  one):  month  3 months  6 months  12 months

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GERBER LIFE INSURANCE COMPANY • Home Office: 1311 Mamaroneck Avenue, Suite 350, White Plains, NY 10605

**RECEIPT FOR GUARANTEED ISSUE POLICIES**

THIS RECEIPT MUST BE DELIVERED TO THE APPLICANT WHEN THE FIRST PREMIUM IS PAID BY CHECK OR MONEY ORDER. PAYMENT IN CASH IS NOT ACCEPTABLE.

All checks and money orders must be made payable to: GERBER LIFE INSURANCE COMPANY.

Any insurance issued will be effective from the date of the completed application provided that:

2. The insurance applied for does not exceed Gerber Life Insurance Company's over-insurance limit.

1. The first premium is paid on the date of the completed application by check or money order that is honored and collectable; and

Received from \_\_\_\_\_ the sum of \$ \_\_\_\_\_ paid by check or money order at the time of signing the insurance application.

The proposed insured is: \_\_\_\_\_

Date: \_\_\_\_\_  
Month /Date/ Year

Signature: \_\_\_\_\_  
Licensed Agent

Agent#: \_\_\_\_\_

CRGI-2011

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**Agent Instructions:**

PLEASE NOTE THIS RECEIPT MUST BE DELIVERED TO THE APPLICANT AND **A COPY MUST BE SENT TO GERBER LIFE INSURANCE** WHEN THE FIRST PREMIUM IS PAID BY CHECK OR MONEY ORDER. THIS MUST BE DONE AT THE TIME OF APPLICATION. ADDITIONALLY, **THE CONDITIONAL RECEIPT, APPLICATION AND THE CHECK MUST ALL HAVE THE SAME DATE.**