Final Expense eApp with Point of Sale Underwriting & Remote Signatures





Final Expense eApp Easy to Use Electronic Application



- E-signature completed at the time of sale
- Designed for use with laptop, computer, or tablet with adequate screen size
- Available 7am to 1am Eastern Time
- ▶ iPad users For best results, please use Google Chrome

Final Expense eApp Advantages



- eApp acts as a risk qualifier by immediately informing you of any changes in eligibility as you answer each question.
- For face-to-face sales, the Point of Sale Underwriting option provides a decision while you're with your client.
- For telephone sales, the remote signing capability provides a seamless experience.
- The application is submitted immediately upon signing so your policies can be issued and commissions paid quickly
- Use of eApp ensures that the correct application* and any required supplemental forms are fully completed

^{*}Select the application for the **applicant's state of residence**. You must be licensed and appointed in the applicant's residence state.

Final Expense eApp Required Disclosure Documents



The eApp Disclosure Packet contains any printed disclosures you may need for the sale.

- For in-person sales, you must leave a fully completed paper copy of any required forms with the applicant.
- For telesales, you must mail the completed disclosure documents to the applicant within three days of the sale.
- When signing the eApp, you must certify that you have provided (or will provide) all required disclosure documents to the applicant in paper form.

eApp Disclosure Packets for your state are available online or may be ordered from General Services. Please request Form No. 5354CFG-NY.

Final Expense eApp How to Access



To access eApp, go to www.cfglife.com/producer-login/ and select Log in to the Partners Website.

password, click here





To register or reset your password, you'll need to provide your **6-digit** agent number, the last four digits of your tax ID and one of the following: date of birth, zip code, telephone number or email address.

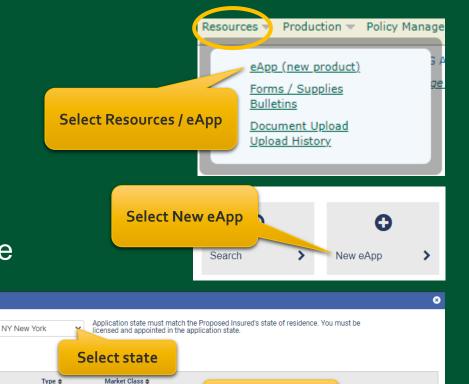
Final Expense eApp **Starting a New Application**



On the Partners Website:

- Select eApp from the Resources menu
- Select New eApp
- Select the application state and product. New eApp

Application state must match the Proposed Insured's state of residence



Select product

+ Create

Please note: Do not run a "test case" on yourself or anyone else, as it will count as an active application.

Type #

Proposed Insured State of

Product List

Product #

Final Expense eApp Definition of Replacement



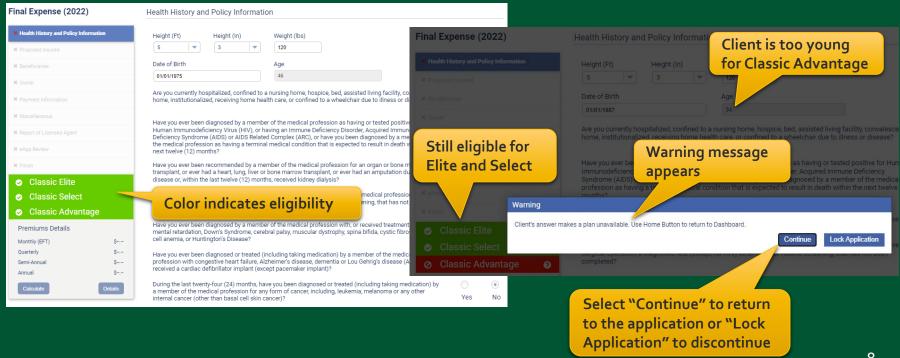
In New York, eApp cannot be used if a replacement is occurring. If any question on the Definition of Replacement is answered "Yes," you will need to complete a paper application and replacement documents.

Definition of Replacement – Form No. 2207NY		
In order to determine whether you are replacing or otherwise changing the status of existing life insu annuity contracts, and in order to receive the valuable information necessary to make a careful comp contemplating replacement, the agent or broker is required to ask you the following questions and exthat you do not understand.	oarison if yo	u are
As part of your purchase of a new life insurance policy or a new annuity contract, has existing covera likely to be:	age been, or	is it
Lapsed, surrendered, partially surror annuity contract, or otherwise to an annuity contract, or otherwise to an answered to be a surror of the	Yes	No
Changed or modified into paid-up nonforfeiture benefit; or otherwise accumulations, dividend cash value "Yes," eApp will not continue of nonforfeiture benefit; or otherwise accumulations, dividend cash value "Yes," eApp will not continue of nonforfeiture benefit; or otherwise accumulations, dividend cash value "Yes," eApp will not continue of nonforfeiture benefit; or otherwise accumulations, dividend cash value of nonforfeiture benefit; or otherwise accumulations, dividend cash value of nonforfeiture benefit; or otherwise accumulations, dividend cash value of nonforfeiture benefit; or otherwise accumulations, dividend cash value of nonforfeiture benefit; or otherwise accumulations, dividend cash value of nonforfeiture benefit; or otherwise accumulations, dividend cash value of nonforfeiture benefit; or otherwise accumulations, dividend cash value of nonforfeiture benefit; or otherwise accumulations, dividend cash value of nonforfeiture benefit; or otherwise accumulations, dividend cash value of nonforfeiture benefit; or otherwise accumulations, dividend cash value of nonforfeiture benefit; or otherwise accumulations of nonforfeiture benefit of nonforfe	Yes	O No
Changed or modified so as to effect a reduction either in the amount of the existing life insurance or annuity benefit or in the period of time the existing life insurance or annuity benefit will continue in force?	Yes	O No
Reissued with a reduction in amount such that any cash values are released, including all transactions wherein an amount of dividend accumulations or paid-up additions is to be released on one or more of the existing policies?	Yes	No
Assigned as collateral for a loan or made subject to borrowing or withdrawal of any portion of the loan value, including all transactions wherein any amount of dividend accumulations or paid-up additions is to be borrowed or withdrawn on one or more existing policies?	Yes	No
Continued with a stoppage of premiums payments or reduction in the amount of premium paid?	Yes	No

Final Expense eApp Eligibility Changes



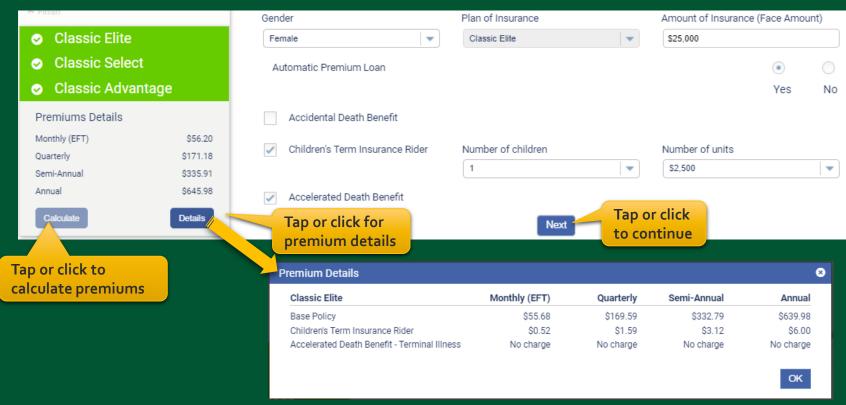
The application acts as a risk qualifier. If an answer would cause a change in eligibility, a warning message will appear and the status bar will turn yellow or red for the affected plan(s).



Final Expense eApp Premium Details



After making face amount and rider selections, calculator will display premiums for all modes.



Final Expense eApp Proposed Insured Screen



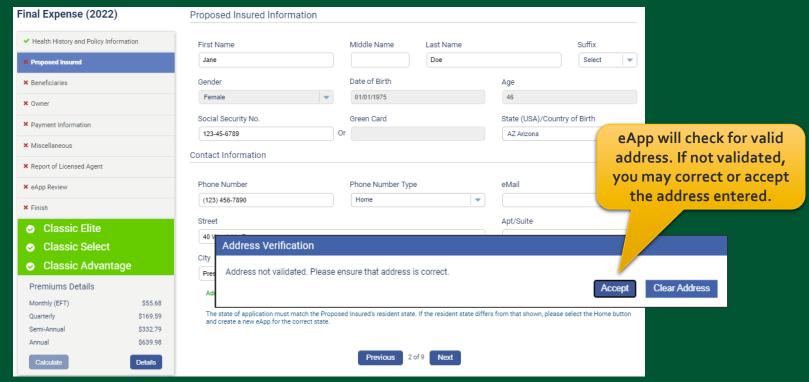
When the Health History and Policy Information is complete, enter the client's name to proceed.

Risk Qualifier Status

Based on the information entered, this client may be eligible for a Final Expense plan. To continue with the application process, please enter the client's name and confirm that the information previously entered is true and correct, as these answers will become part of the application.

First Name Jane Last Name Doe

Confirm Cancel



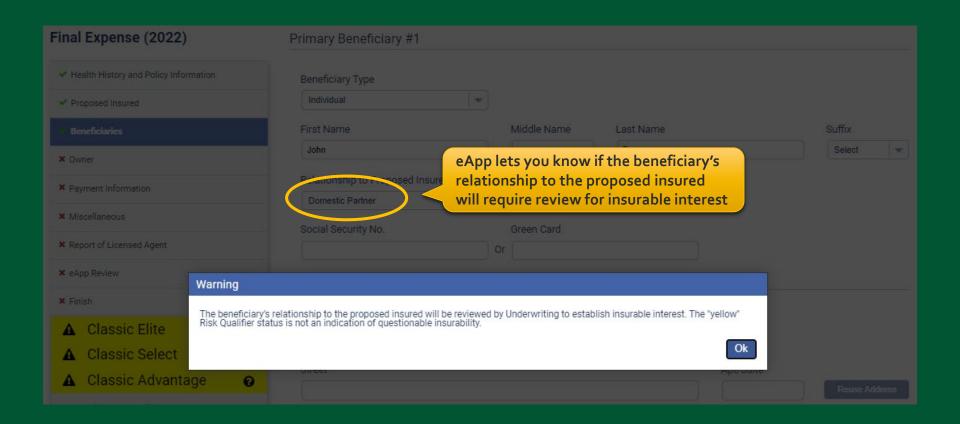
Final Expense eApp Beneficiary Screen



Final Expense (2022)	Primary Beneficiary #1		
✓ Health History and Policy Information	Beneficiary Type		
✓ Proposed Insured	Individual		
≭ Beneficiaries	First Name	Middle Name Last Name	Suffix
× Owner	John	Doe	Select 🔻
× Payment Information	Relationship to Proposed Insured Spouse	Date of Birth	
× Miscellaneous	Social Security No.	Green Card	
× Report of Licensed Agent		Or	
× eApp Review	Contact Information		
➤ Finish Classic Elite Classic Select Classic Advantage	Phone Number Street	Phone Number Type Home	Apt/Suite
Premiums Details Monthly (EFT) \$55.68 Quarterly \$169.59	City	State Select	Zip Code Validate Address
Semi-Annual \$332.79 Annual \$639.98 Calculate Details		ap or click to add a beneficiary	
		Tap or click to add a ontingent beneficiary	

Final Expense eApp Beneficiary Relationship





Final Expense eApp Owner Screen



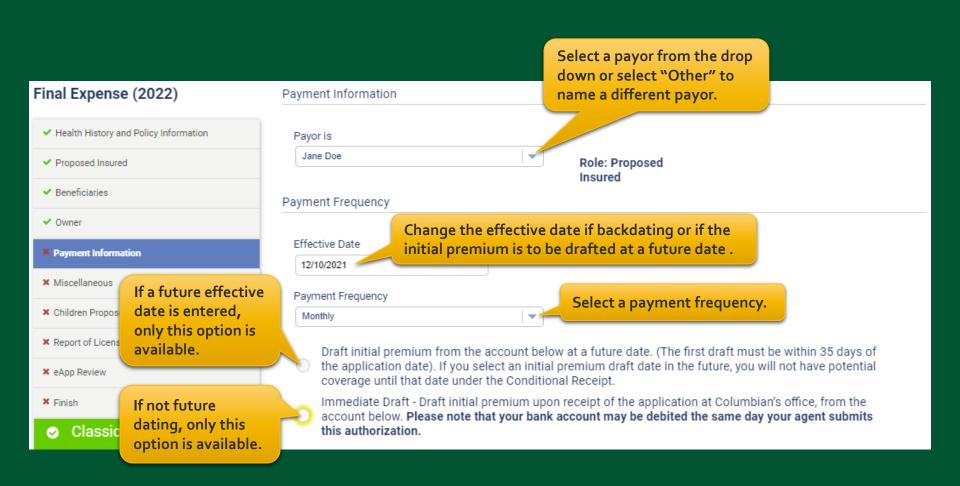


If "Other" is selected, the section expands to collect information.

Owner				
Owner is Other	🔻	Role: Other		
Owner Type Individual				
First Name	Middle Name	Last Name		Suffix Select
Relationship to Proposed Insured	Social Security No.		Green Card	
Select			Or	
Contact Information				
Street			Apt/Suite	Reuse Address
City	State		Zip Code	
	Select	-		Validate Address
	Previous 4 of	10 Next		

Final Expense eApp Payment Information





Final Expense eApp Payment Information



Select whether premiums will be paid Subsequent Premium Payments on the same date each month or a specific week and day of the month. **EFT** Direct Bill (Not available for monthly Payment Frequency) Select a method for Choose a specific day (1st - 28th) Choose a specific week and day of the month ongoing premium payments. Beginning in the month of Select Week Select Day 2nd Week Wednesday January Bank Account Authorization Transit / Routing Number (must have 9 digits) Financial Institution M & T BANK 022000046 Enter the bank Savings Checking information. Account Number (may have up to 17 digits) Re-enter Account Number (may have up to 17 digits) Select this option to have bank draft 123456789 123456789 dates match Social Security deposits. SOCIAL SECURITY BENEFIT AUTHORIZATION: if checked, I authorize the Company to adjust the date of withdrawal from my bank account to match my Social Security Benefit Deposit Previous

Final Expense eApp Miscellaneous Screen

Click here to add a third party to receive important notices.



Miscellaneous	
Policy Delivery Options and Correspondence Preferences	Select whether the policy should be mailed to the owner or to the agent
Deliver To: Owner Agent	for delivery to the owner.
Policy Correspondence: • US Mail Email	
Replacement Questions - Primary Insured	
Does any Proposed Insured have any existing life insurance or annuities?	O Yes No Replacement forms will be
Is this application for insurance intended to replace any life insurance or annuities now in force?	O Yes No automatically generated if
Agent Replacement	required, depending on the answers to
Does any Proposed Insured have any existing life insurance or annuities?	○ Yes ● No replacement questions.
Is this insurance intended to replace, in whole or part, any life insurance or annuitie	es? Yes • No
Special Requests/Remarks	
Special Requests/Remarks:	
Levothyroxine 88mcg prescribed for hypothyroidism	Enter special requests/remarks here. If the Proposed Insured is taking prescribed medicine, enter the medication name and include the
Secondary Addressee	condition prescribed for.
Electing Secondary Addressee	

Final Expense eApp Child Term Rider Coverage



Child Insured #1 Suffix First Name Middle Name Last Name Select Date of Birth Or Age Gender If the Child Term Rider Select MM/DD/YYYY was selected, enter the Apt/Suite Street required information. Reuse Address City Zip Code State Select -Validate Address Phone Number Phone Number Type Home -Social Security No. Select a beneficiary from the drop down or Primary Beneficiaries for Child Insured #1 click here to add a different beneficiary. -+Add Primary Beneficiary Jane Doe If no Beneficiary is named for any child, the Beneficiary will be the Insured of the base policy. Contingent Beneficiary for Child Insured #1 John Doe

Final Expense eApp Child Health History



Health History Answer all questions any child proposed for insurance ever been diagnosed or treated by a member of the for all proposed medical profession for an Immune Deficiency Disorder, Acquired Immune Deficiency Syndrome insured children. (AIDS) or AIDS Related Complex (ARC), or has any Proposed Insured Child tested positive for Human Immunodeficiency Virus (HIV)? Has any child proposed for insurance ever used or received treatment, advice or counseling from Yes a physician or other practitioner relating to the usage of alcohol, heroin, cocaine, narcotics, hallucinogens, tranquilizers, barbiturates, amphetamines, or other similar drugs except as prescribed by a physician? Has any child proposed for insurance ever been diagnosed or treated (including taking medication) by a member of the medical profession for high blood pressure, heart or circulatory If any question is disorder, cancer, mental disorder, mental retardation, Down's Syndrome, muscular dystrophy, spina bifida, cystic fibrosis, kidney or liver disease, diabetes, sickle cell anemia, seizures, cerebral answered "Yes," palsy, paralysis, had or been recommended for an organ transplant or been hospitalized for a drop down will asthma or any respiratory disorder in the past twelve (12) months? appear to identify which child the answer applies to. Michael Doe - Child Insured Mary Doe - Child Insured The child will not Warning be eligible for Child is not eligible for coverage, please remove child from the application. coverage. Delete Child Edit Answer

Final Expense eApp Report of Licensed Agent



Report of Licensed Agent						
Name of Licensed Agent	Agent Number	А	ccount Nu	ımber		% of Commission (Enter 100% if you are NOT splitting commission)
Columbian Representative	501009		19		-	100%
Is the agent related to the Proposed Insure	d or Owner?					Select -
Agent Address						
Street						
PO Box 1381						
City	State			Zip Code		
Binghamton	NY New York		•	13902		Validate Address
Agent Phone	Phone Number Type					
Tigett Halle	Work		-			
Agent State License ID No. (in jurisdictions	where required)		is electror	nic applicatio		d disclosure documents applicant in paper form.'
Authorization & Acknowledgement						
City and state where the application will	be signed by the Propose	ed Insured.				
City	State					
	AZ Arizona		•			
Agent must be licensed and appointed in	n the signature state in or	der for the poli	icy to be is	ssued.		
	-					
	Previous 8 of	10 Next				

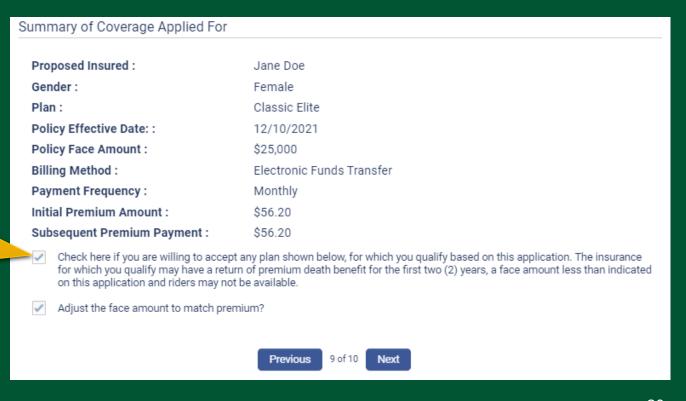
Provide the eApp Disclosure Packet for the state of application, Form No. 5354CL-XX. For remote sales, you must mail the packet within three days of application.

Final Expense eApp Summary of Coverage Applied For



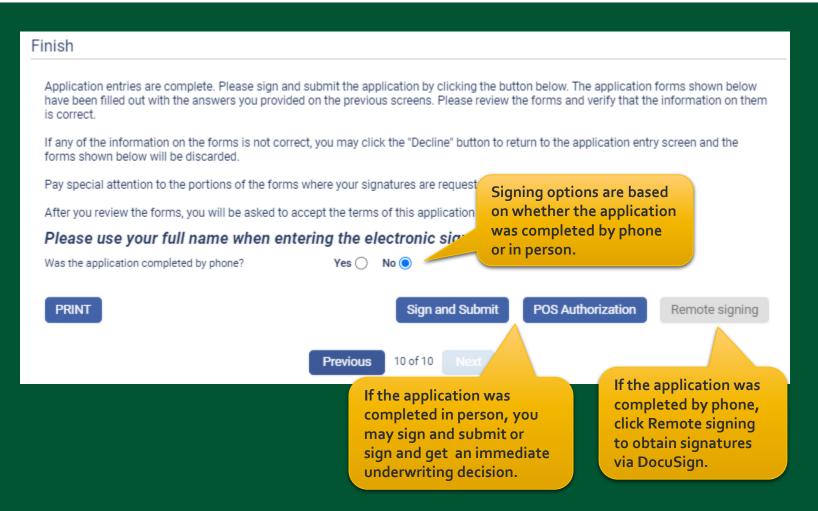
Review the summary before proceeding. You may return to the application to make any corrections before obtaining signatures.

Checking this box will allow the policy to be issued without a signed amendment if the policy issued differs from the plan applied for.



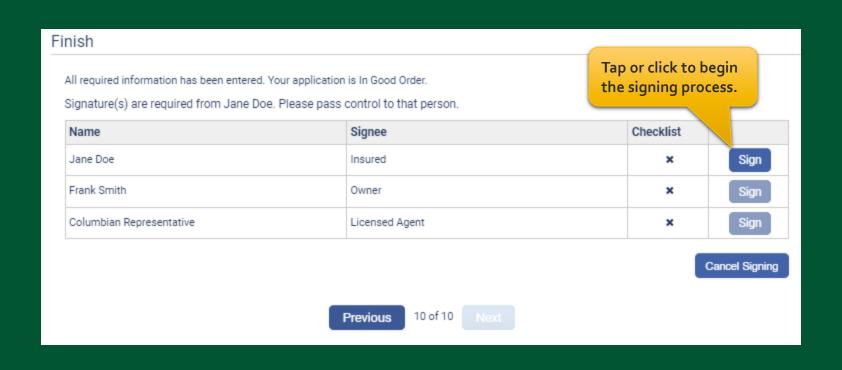
Final Expense eApp Finish Screen





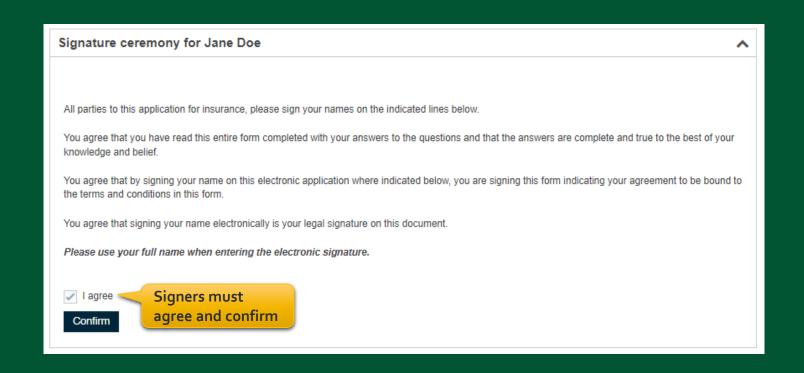
Final Expense eApp In-Person Signature Process





Final Expense eApp In-Person Signature Process

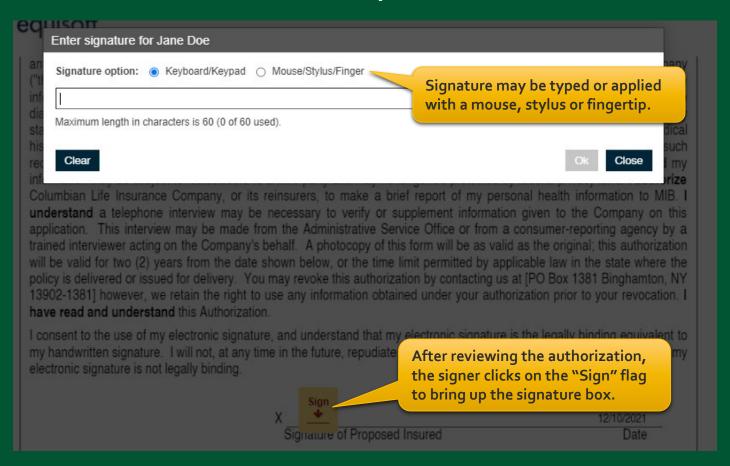




Final Expense eApp Point of Sale Decision Authorization

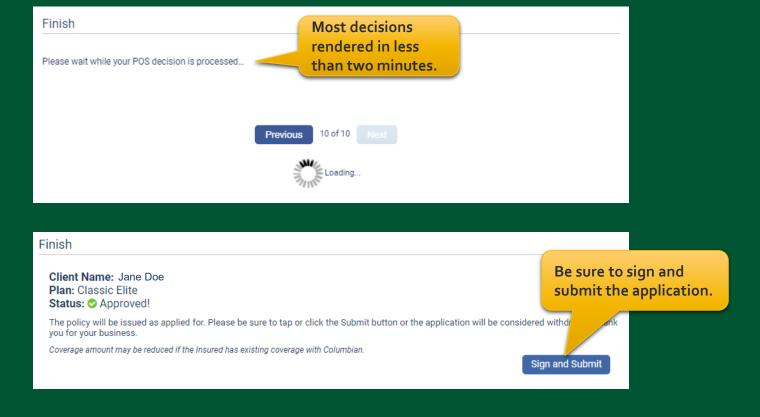


If POS decision was selected, the Proposed Insured must authorize.



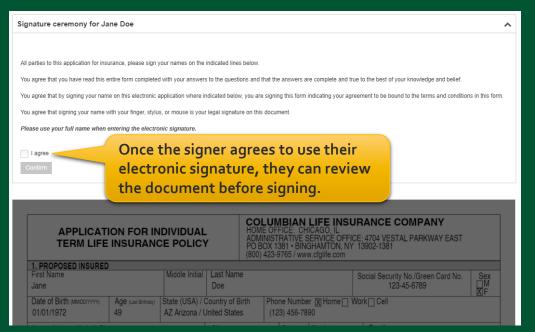
Final Expense eApp Point of Sale Underwriting Decision

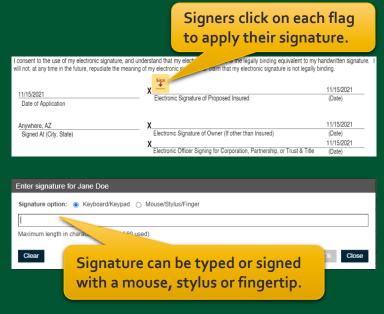




Final Expense eApp In-Person Application Signatures



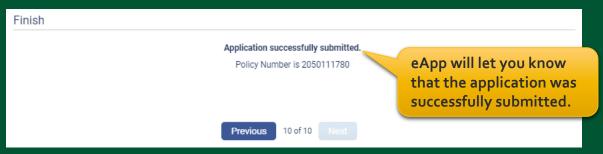




Final Expense eApp Submitted Application

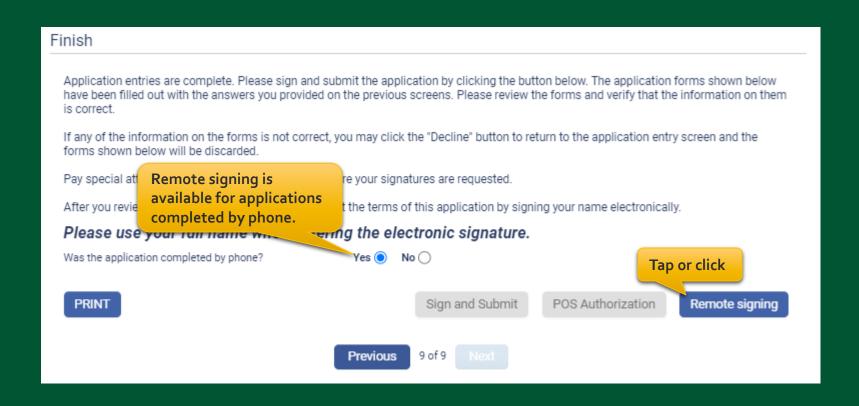


The application will be submitted after all signatures are applied.



Recent Portfolios Product First Name Last Name Portfolio name: JDoeBBDC2F - Last Saved: 12/10/2021 - Agent: Columbian Representative EApp #103964 Final Expense (2022) Jane Doe DoeBBD6A8 - Last Saved: 12/10/2021 - Agent: Columbian Representative EApp #205011 Final Expense (2022) Jane Doe The application will Tap or click to download PDF show as "Submitted" of completed application. in your portfolio.







Enter the email address and assign an access code for each signer, including yourself.

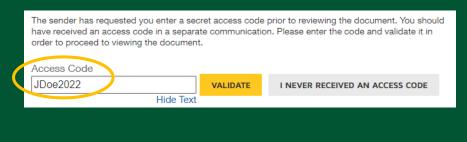
Finish	
Each client will be required to enter their Access code to review and sign the nec the email for signing. The default value (other than blank) may be used for an Ac be something easy for the client to remember, such as mother's maiden name, r	ccess code or a new value may be entered. The Access code entered here should
Access codes must be: 6-50 characters in length Cannot include < , > , & , # or spaces	Enter the email address for each signer.
Jane Doe (Insured) Access Code JDoe2022 Share the access code with the signer. They will need it to access the document.	Email Address Re-Enter eMail jane.doe@mail.com
Columbian Representative (Licensed Agent) Access Code CFGRep	Email Address Re-Enter eMail ColumbianRep@speed.net ColumbianRep@speed.net Cancel Signing Send Email



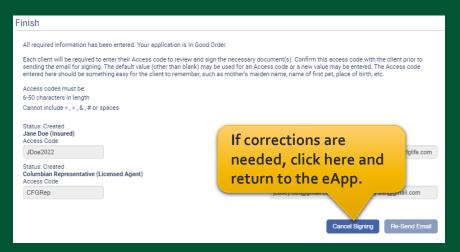
Each signer will receive an email from DocuSign and will enter their access code to review the document.

Each signer will apply their electronic signature if all information is correct.

If corrections are needed, the signer can select "Other Actions" and "Decline to Sign." On the eApp Finish screen, select "Cancel Signing." This will unlock the application and allow you to make corrections before resending for signatures.



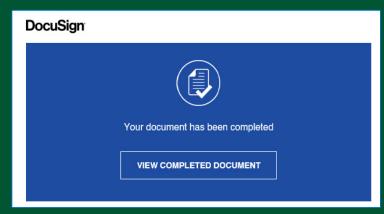
of my	my electronic signature or claim that my electronic signature is not legally binding.						
x	Sign		09/30/2021				
E	lectronic Sign	nature of Proposed Insured	(Date)				





You will receive an email from DocuSign when all signatures are complete.

The signed application will automatically be submitted to the Company.



11/15/2021 Date of Application	Λ	47E-4D7A-A37D-FA041F2F7E5D lic Signature of Proposed Insured		11/15/2021 (Date)
Anywhere, AZ	X			11/15/2021
Signed At (City, State)	Electron	ic Signature of Owner (If other than	n Insured)	(Date)
	X			11/15/2021
	Electron	ic Officer Signing for Corporation,	Partnership, or Trust & Title	(Date)
11. REPORT OF LICENSED AGENT:				
Does any Proposed Insured have any existing life insurance or annuities? Is this application for insurance intended to replace, in whole or part, any life insurance or annuities? YES NO (If "YES," submit any special forms required by the state in which the application is signed.) Is the agent related to the Proposed Insured or Owner? If "YES," please provide relationship YES NO				
I hereby affirm that I personally solicited and completed this application and all answers given above are true and correct to the best of my knowledge. The application was signed in my presence. Columbian Representative				
Columbian Representative		X DF38EA38-F00C-4D3E-8854-7BAF1DB		11/15/2021
Name of Licensed Agent (Print)		Signature of Licensed Agent		(Date)
Columbian Representative	501009-19		100%	
Primary Agent Name	Agent Numbe	er	% of Commission (Enter 10 NOT splitting commission)	00% if you are
Secondary Agent Name	Agent Numbe	er	% of Commission (Amount Agent must equal 100%)	of 1st and 2nd

Dignified Choice® Final Expense eApp with Risk Qualifier, Point of Sale Underwriting and Remote Signatures makes doing business with Columbian easier than ever!

If you need assistance, please call our Sales Support Team at (800) 423-9765 ext. 7582 weekdays 8:00am to 4:30pm Eastern



Columbian Mutual Life Insurance Company Home Office: Binghamton, NY

For agent use only. Not for use with consumers. Refers to Policy/Rider Forms 1F607A, 1F609A, 1H884A, 1H915B and 1H916B.

Form No. 5365CFG-NY (11/21)