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

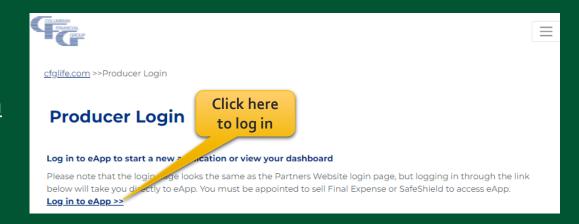


- ▶ **For in-person sales**, the eApp Disclosure Packet contains any disclosures you may need for the sale. You must leave a fully completed paper copy of any required forms with the applicant. eApp Disclosure Packets for each state are available online or may be ordered from General Services. Please request Form No. 5354-NY.
- For telesales, any required disclosure documents are included in the application documents that are provided electronically to the applicant, so there is no need to provide a paper copy.

Final Expense eApp How to Access



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



Please Log In

User ID:

Password:

Log In By choosing L

Confidentiality of Infor.

Not registered? Enroll here!

Forget your password? Reset 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.

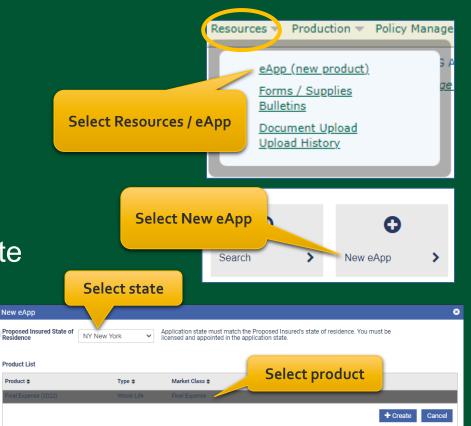
Final Expense eApp Starting a New Application



On the Partners Website:

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

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



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

Final Expense eApp Definition of Replacement



In New York, eApp cannot be used if a replacement is occurring.

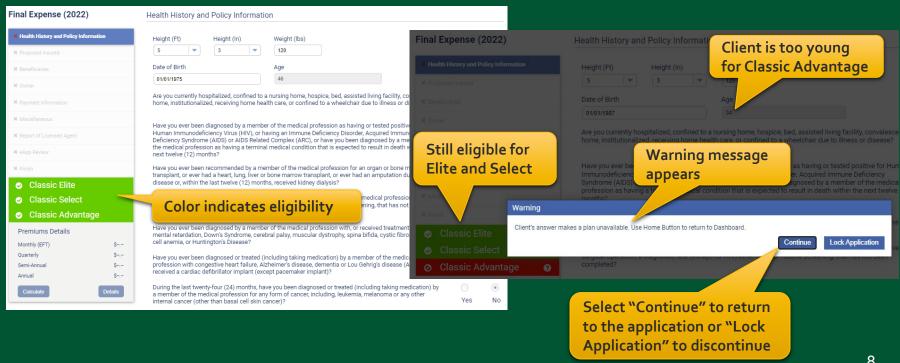
If any question on the Definition of Replacement is answered "Yes," you will need to complete a paper application, using the replacement process required by NY Reg 60. Refer to the New York Reg 60 Instructional Kit, Form No. 2570NY, for detailed instructions.

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	ou are
As part of your purchase of a new life insurance policy or a new annuity contract, has existing covera likely to be:	ige been, or	r is it
Lapsed, surrendered, p or annuity contract, or If any question is answered	▼ ○ Yes	O No
Changed or modified in onforfeiture benefit caccumulations, dividen	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 poli	Yes	O 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	O No
Continued with a stoppage of premiums payments or reduction in the amount of premium paid?	Yes	O No

Final Expense eApp **Eligibility Changes**



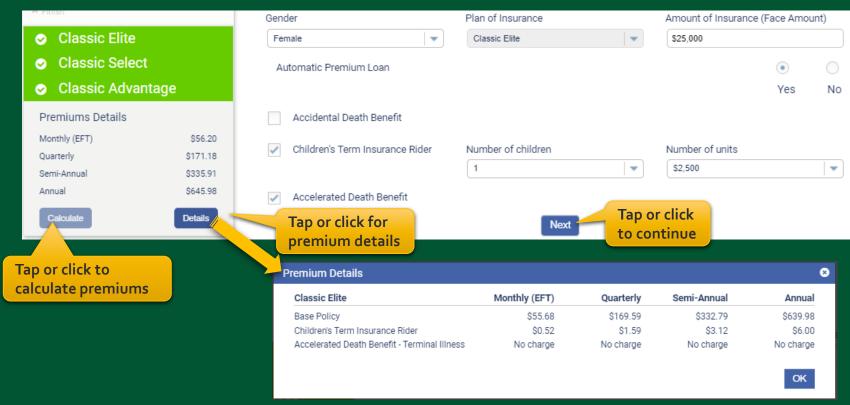
The application acts as a risk qualifier. If an answer would cause a change in eligibility, a warning message will appear and the status bar will turn yellow or red for the affected plan(s).



Final Expense eApp Premium Details



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



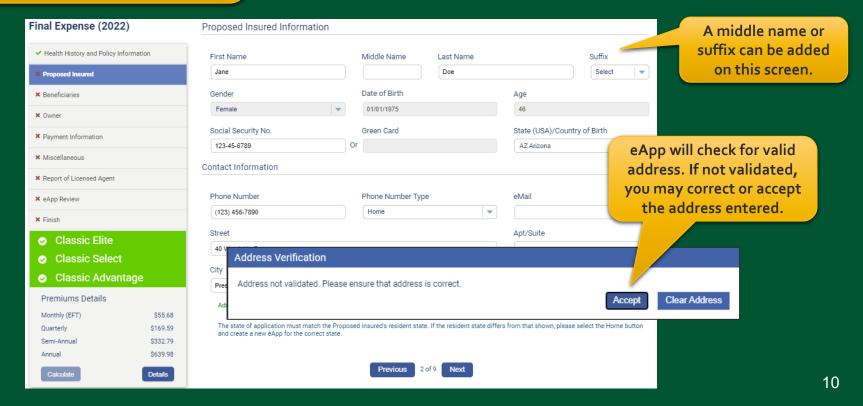
Final Expense eApp Proposed Insured Screen



When the Health History and Policy Information is complete, enter the client's <u>first and last</u> name to proceed.

<u>Do not include a middle name, middle initial or suffix in this area.</u>





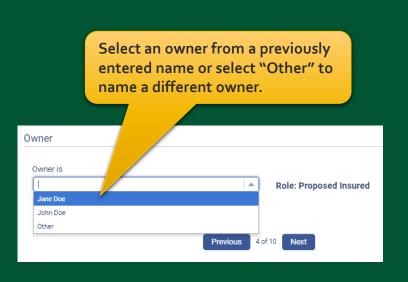
Final Expense eApp Beneficiary Screen

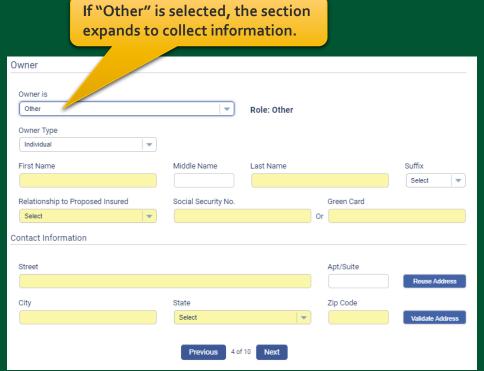


Final Expense (2022)	Primary Beneficiary #1					
✓ Health History and Policy Information	Beneficiary Type					
✓ Proposed Insured	Individual	-				
* Beneficiaries	First Name		Middle Name	Last Name		Suffix
× Owner	John			Doe		Select 🔻
➤ Payment Information	Relationship to Proposed Insured		Date of Birth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

Final Expense eApp Owner Screen

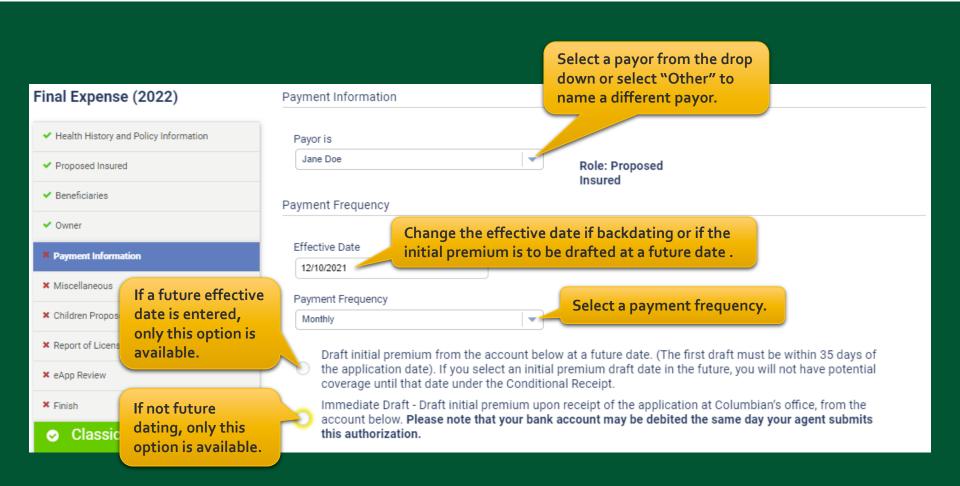






Final Expense eApp Payment Information





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



		<u> </u>		
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?	○ Yes ● No			
Is this application for insurance intended to replace any life insurance or annuities now in force?	Yes • No			
Agent Replacement				
Does any Proposed Insured have any existing life insurance or annuities?	○ Yes ● No			
Is this insurance intended to replace, in whole or part, any life insurance or annuiti	? 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 fo	r.		
Electing Secondary Addressee				

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

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. If the applicant doesn't Reuse Address know the child's birthdate, City Zip Code enter the child's age. -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



Final Expense (2022)	Report of Licensed Agent					
 ✓ Health History and Policy Information ✓ Proposed Insured 	Name of Licensed Agent	A good Number	Account I	Mumhar	% of Comm (Enter 1009 are NOT sp commissio	% if you litting
✓ Beneficiaries	Columbian Representative	Agent Number 501009	15	vuilibei	CONTINUSSIO	100%
✓ Owner	Is the agent related to the Proposed Insur	red or Owner?			Select	
✓ Payment Information	Agent Address					
✓ Miscellaneous						
✓ Children Proposed for Insurance	Street					
× Report of Licensed Agent	PO Box 1381					
× eApp Review	City	State		Zip Code	_	
· · ·	Binghamton	NY New York	▼	13902	Validate	Address
× Finish	Agent Phone	Phone Number Typ	e			
Classic Elite		Work				
Classic SelectClassic Advantage			this electronic appli sale is in person, I h	all required disclosure cation are being providue ave provided the discl le, the disclosures are	ded to the appl osures in pape	licant. If er format. If
Premiums Details	Agent State License ID No. (in jurisdiction	ns where required)		uments that are sent to ature.' Agent, initial her		for review
Monthly (EFT) \$57.20						
Quarterly \$174.23 Semi-Annual \$341.89	Authorization & Acknowledgement					
Annual \$657.48 Calculate Details	City and state where the application wi	ll be signed by the Propos	sed Insured.			
	City	State				
		AZ Arizona	v			
	Agent must be licensed and appointed	in the signature state in o	order for the policy to be	issued.		
		Previous 8	of 10 Next			

For in-person sales, provide any required disclosures from the eApp Disclosure Packet (Form No. 5354CL-NY). For telesales, the disclosures are included in the PDF file that is sent to the applicant for review and signature.

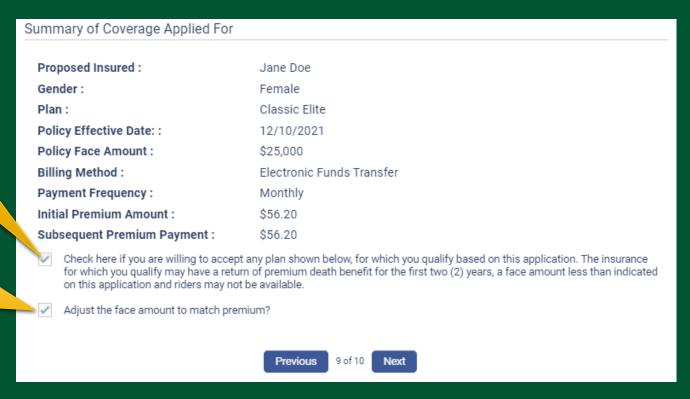
Final Expense eApp Summary of Coverage Applied For



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

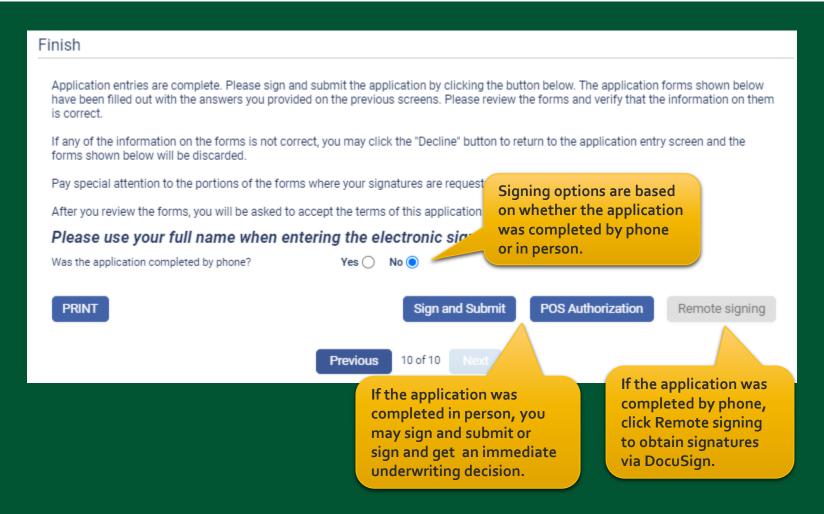
Checking this box allows the policy to be issued without a signed amendment if the policy issued differs from the plan applied for.

Check this box if the face amount should be adjusted to match the premium if the policy issued differs from the plan applied for.



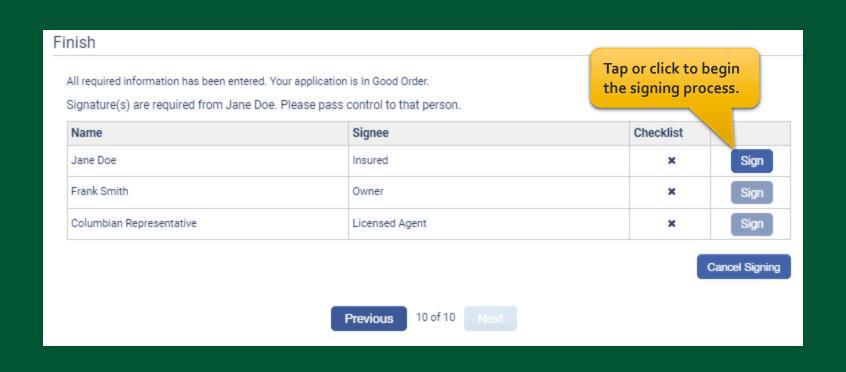
Final Expense eApp Finish Screen





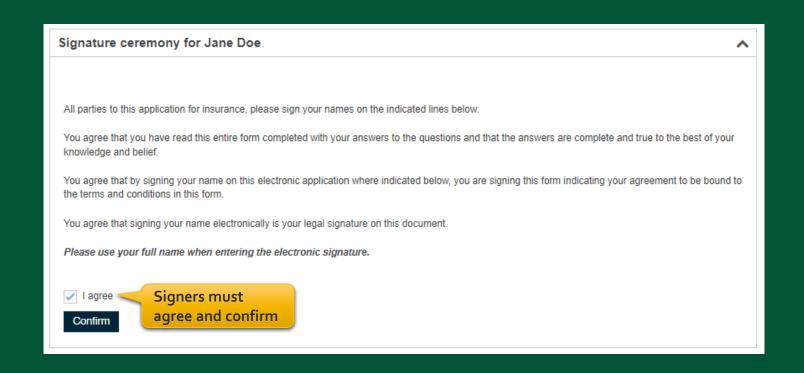
Final Expense eApp In-Person Signature Process





Final Expense eApp In-Person Signature Process

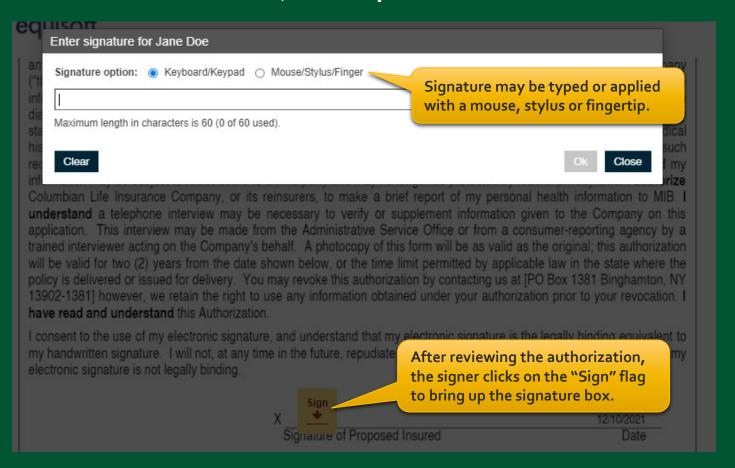




Final Expense eApp Point of Sale Decision Authorization

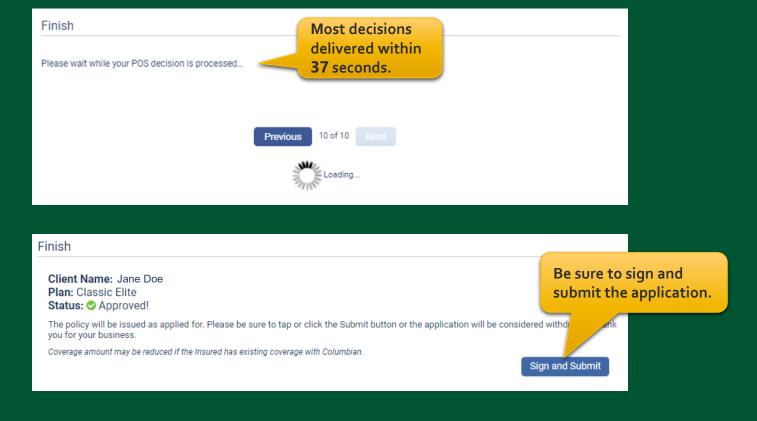


If POS decision was selected, the Proposed Insured must authorize.



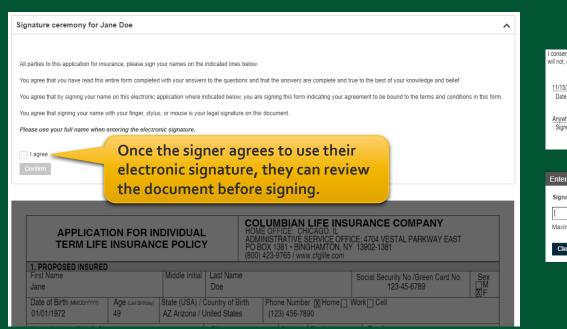
Final Expense eApp Point of Sale Underwriting Decision

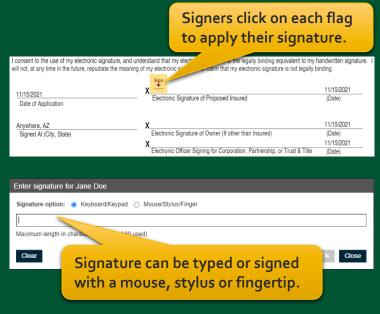




Final Expense eApp In-Person Application Signatures



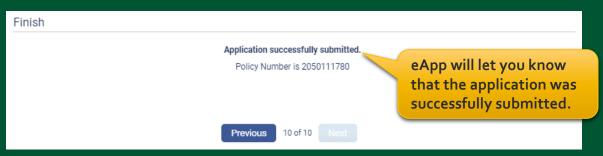




Final Expense eApp Submitted Application

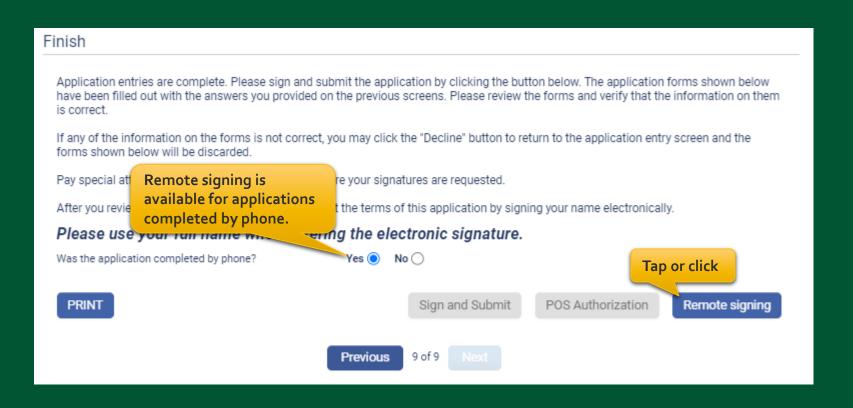


The application will be submitted after all signatures are applied.



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 necessary document(s). Confirm this access code with the client prior to sending the email for signing. The default value (other than blank) may be used for an Access code or a new value may be entered. The Access code entered here should be something easy for the client to remember, such as mother's maiden name, name of first pet, place of birth, etc.						
Access codes must be: 6-50 characters in length Cannot include < , > , & , # or spaces Share the access code with the signer. They will need it to access the document.		the email address such signer. Re-Enter eMail janedoe@mail.com				
Columbian Representative (Licensed Agent) Access Code Agent Name CFGRep Andrew Agent Previous 10 of 10 Nex	_	Re-Enter eMail ColumbianRep@speed.net cel 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.

The sender has requested you enter a secret access code prior to reviewing the document. You should have received an access code in a separate communication. Please enter the code and validate it in order to proceed to viewing the document.

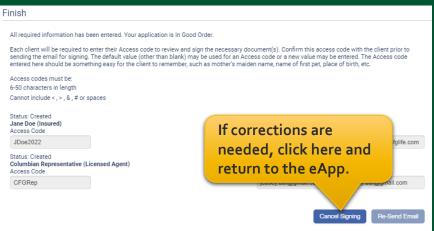
Access Code

JDoe2022

VALIDATE

I NEVER RECEIVED AN ACCESS CODE

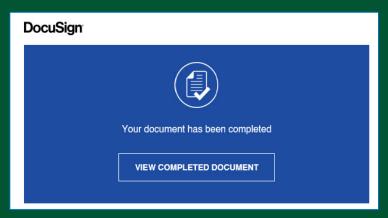






You will receive an email from DocuSign when all signatures are complete.

The signed application will automatically be submitted to the Company.



11/15/2021 Date of Application	Λ	E-4D7A-A37D-FA041F2F7ESD Signature of Proposed Insured		11/15/2021 (Date)		
Anywhere, AZ	X			11/15/2021		
Signed At (City, State)	Electronic	Signature of Owner (If other tha	n Insured)	(Date)		
	X			11/15/2021		
	Electronic	Officer Signing for Corporation,	Partnership, or Trust & Title	e (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 Representat		11/15/2021		
Name of Licensed Agent (Print)		Signature of Licensed Agent	(required)	(Date)		
Columbian Representative	501009-19		100%			
Primary Agent Name	Agent Number		% of Commission (Enter 1 NOT splitting commission			
Secondary Agent Name	Agent Number		% of Commission (Amoun Agent must equal 100%)	nt 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 (8/22)