





- ► The responsive eApp acts as a **risk qualifier** by providing a green, yellow or red risk status 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 through DocuSign provides a seamless experience.



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





To register or reset your password, you'll need to provide your 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.



#### On the Partners Website:

- Select eApp from the Resources menu
- Select New eApp

Select the application state

New eApp

Product List

Product -

SafeShield (2022)

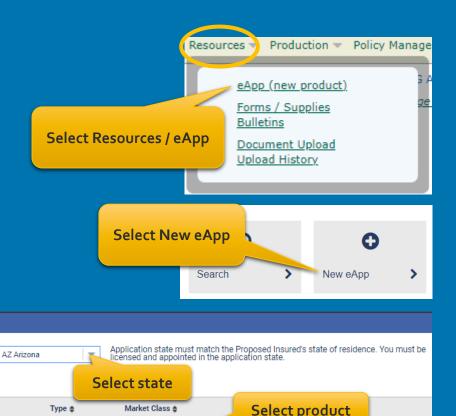
Term Life

Simplified Issue Term

Proposed Insured State of Residence

and product.

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





As you enter information, the responsive status bar and warning messages will inform you of any changes in eligibility.

SafeShield (2022)	Health History and Policy Information		
Health History and Policy Information      Proposed Insured	Height (Ft)         Height (In)         Weight (lbs)           5         ▼         3         ▼         120		
× Beneficiaries	Are you currently employed?	•	
× Owner		Yes	No
× Payment Information	Occupation Other - Oc	ccupation	
Payment information	Other Engineer		
× Miscellaneous	Have you ever been diagnosed by a member of the medical profession as having or tested positive for Human		•
■ Report of Licensed Agent	Immunodeficiency Virus (HIV), Acquired Immune Deficiency Syndrome (AIDS) or AIDS Related Complex (ARC), or have you been diagnosed by a member of the medical profession as having a terminal medical condition	Yes	No
<b>≭</b> eApp Review	that is expected to result in death within the next twelve (12) months?  Are you currently:		
× Finish	a. Using a catheter, bedridden, confined to hospital, nursing home or other medical facility?		•
<ul><li>Health History and Policy Information</li></ul>	Green = eligible for POS decision	Yes	No
Premiums Details	Yellow = underwriting review will be needed		•
Monthly (EFT) \$	Red = client is not eligible for the product	Yes	No
Quarterly \$	n organ or		•
Semi-Annual \$ Annual \$	bone marrow transplant, or ever had or received treatment or required follow-up for a heart, lung, liver, kidney or bone marrow transplant, or ever had or received treatment or required follow-up for an amputation due to disease, or within the last twelve (12) months, received kidney dialysis?	Yes	No
Calculate Details	Have you ever been diagnosed by a member of the medical profession or received treatment for a stroke (CVA), transient ischemic attack (TIA), congestive heart failure, mental retardation, Down's Syndrome, Alzheimer's disease or dementia, or received a cardiac defibrillator implant?	Yes	o No

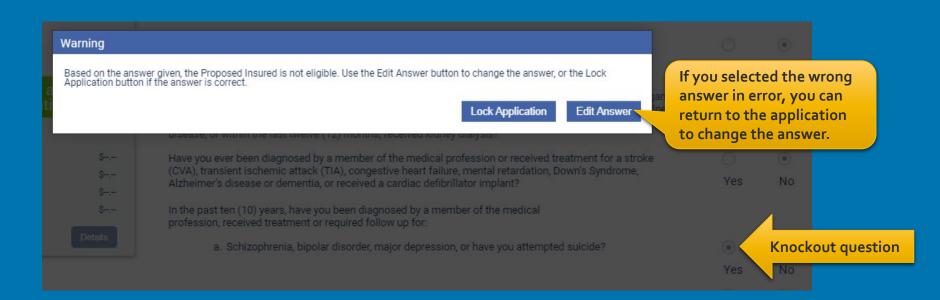


If an answer would cause the application to need underwriting review, a message will appear to let you know, and the status bar will turn yellow.

	re (5) to ten (10) years, have you been diagnosed by a member of the medical profession, ent, or required follow-up for cancer (other than basal cell or squamous cell carcinoma of the	Yes	O No
	n (10) years, have you been diagnosed by a member of the medical profession, received quired follow-up for:		
	vill make every effort to issue the policy as quickly as possible.  Message appears	Yes	O No
orider writing review will be needed. We w	vill make every effort to issue the policy as quickly as possible.  Message appears	165	NO
Sid	nies):	Yes	No
Miscellaneous      Report of Licensed Agent	a. In the past five (5) to ten (10) years, have you been diagnosed by a member of the medical profession, received treatment, or required follow-up for cancer (other than basal cell or squamous cell carcinoma of the skin)?	Yes	No
<b>≭</b> eApp Review	b. In the past ten (10) years, have you been diagnosed by a member of the medical profession, received treatment, or required follow-up for:		
× Finish	Systemic Lupus, Sarcoidosis, rheumatoid arthritis, Crohn's Disease, Hepatitis B, Hepatitis C or ulcostive solitis?	0	0
▲ Health History and Policy Information	Click for details  2. Disease or disorder of the peripheral arteries, blood, liver, pancreas, or kidney (other than kidney	Yes	No
Premiums Details	stones)?	Yes	No

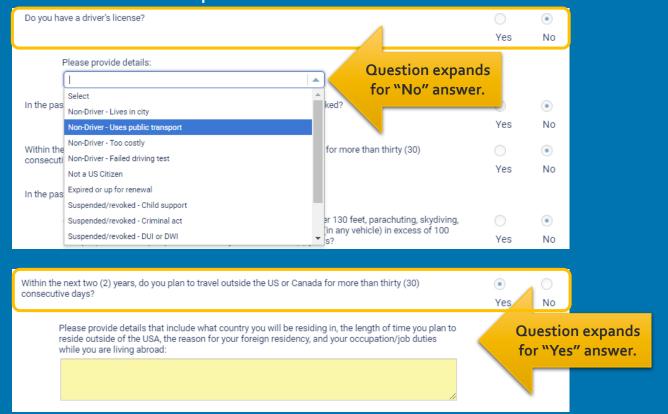


If an answer would cause the application to be declined, a warning message will appear and the status bar will turn red. Knockout questions are asked first, so you know right away if a client is not eligible for the product.





Some questions expand for answers that require more information to help qualify the client. Providing details will speed the underwriting process and reduce the need for a telephone interview.



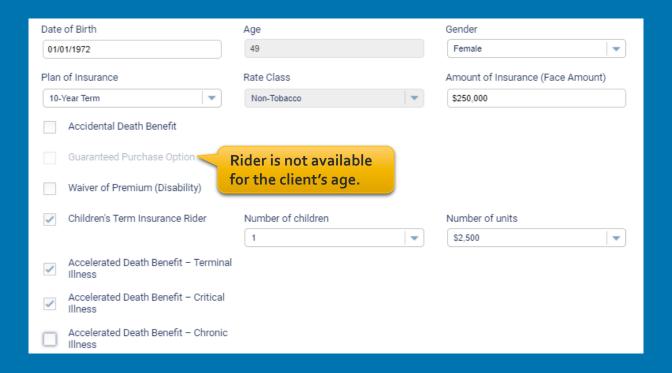


After answering the health questions, enter the Proposed Insured's date of birth and gender, then select the plan of insurance.

Date of Birth	Age		Gender	_
01/01/1972	49		Female	▼
Plan of Inst Answer is required	Rate Class		Amount of Insurance (Face Amount)	
	Non-Tobacco	•	\$250,000	
Select  10-Year Term  15-Year Term  20-Year Term  30-Year Term	Only the plans available for the client's age will be shown.			
Children's Term Insurance Rider	Number of children		Number of units	
	Select	•	Select	•
	Next			



After selecting the plan, enter the face amount and any desired riders. Only the riders available for the Proposed insured's age will be shown.



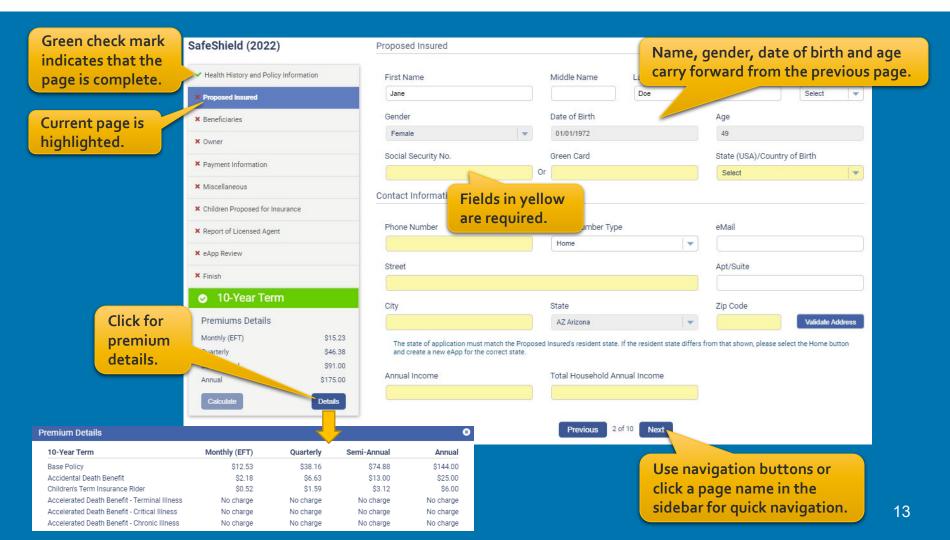


	If the Chronic Illness Rider is selected, the		
Accelerated Death Benefit - Chronic Illness	section expands to ask additional questions.		
	perform any of the following activities of daily living: bathing, or from bed or chair, or maintaining continence?	Yes	No
Have you ever been diagnosed by, or consulted v following:	vith, a member of the medical profession for any of the		
a. Memory loss, cognitive impairment,	organic brain syndrome?	O Yes	No
<ul> <li>b. Fractures due to osteoporosis, numl motion or mobility?</li> </ul>	oness, tremors, imbalance or any condition which limits	O Yes	No
In the past five (5) years, have you been tested for medical profession for any of the following:	r, been advised to be tested or treated, by a member of the		
a. Memory loss, cognitive impairment,	organic brain syndrome?	O Yes	No
<ul> <li>b. Fractures due to osteoporosis, number motion or mobility?</li> </ul>	oness, tremors, imbalance or any condition which limits	O Yes	O No



Risk Qualifier Status	
Based on the information entered, this client may be eligible for a SafeShield plan. To continue with the application process, pleas enter the client's name and confirm that the information previously entered is true and correct, as these answers will become part the application.	se t of
First Name Jane Last Name Doe	
Confirm Can	cel
When the health history and policy information is complete, enter the proposed insured's name to proceed.	



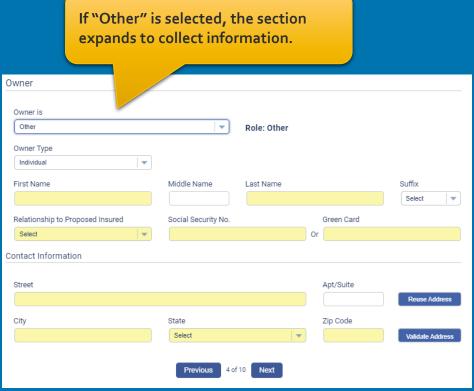




Primary Beneficiary #1 Beneficiary Type Individual First Name Middle Name Last Name Suffix **Enter beneficiary** Select • information. Relationship to Proposed Insured Date of Birth Select MM/DD/YYYY Social Security No. Green Card Contact Information Click here if the address is the same as the proposed insured. Phone Number Phone Number Type -Home Street Apt/Suite Reuse Address State Zip Code City Select -Validate Address Beneficiary % Click here to add a 100% primary beneficiary. +Add Primary Beneficiary Click here to add a Contingent Beneficiary contingent beneficiary. +Add Contingent Beneficiary









	Payment Information  Payment Information  Select a payor from down or select "name a different down		ther" to	
	Payor is  Jane Doe  Pa  John Doe		Role: Pro	posed Insured
	Other Effective Date  11/15/2021  Payment Frequency		n is to be draf	backdating or if the ted at a future date .
If not future dating, only this option is available.	pending application	on requirements.	ne account belo	w immediately upon policy issue, if there are no
If a future effective date is entered, only this option is				/15/2021. (The first draft must be within 35 days as of the date the premium is drafted.
available.	Modal Premium \$109.10		Amount of Fi \$109.10	rst Premium



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



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 or change any life insurance of annuities now in force?	Replacement forms will be
Agent Replacement	automatically generated if
Does any Proposed Insured have any existing life insurance or annuities?	required, depending on the answers to replacement questions.
Is this insurance intended to replace, in whole or part, any life insurance or annuiti	es? Yes • No
Special Requests/Remarks	
Special Requests/Remarks:	
	Enter any special requests or remarks here.
Secondary Addressee / Third Party Designee	
Electing Secondary Addressee	
Previous 6 of 10 Next	

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



Child Insured #1 First Name Middle Name Suffix Last Name Select • Date of Birth Or Age Gender MM/DD/YYYY Select If the Child Term Rider Street Apt/Suite was selected, enter the Reuse Address required information. City State Zip Code 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



**Health History** Has any child proposed for insurance ever been diagnosed or treated by a member of the medical profession for an Immune Deficiency Disorder, Acquired Immune Deficiency Syndrome **Answer all questions** (AIDS) or AIDS Related Complex (ARC), or has any Proposed Insured Child tested positive for Human Immunodeficiency Virus (HIV)? for all proposed insured children. Has any child proposed for insurance ever used or received treatment, advice or counseling from 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 Yes 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



Report of Licensed Agent				
Name of Licensed Agent	Agent Number	Account Numbe	er	% of Commission (Enter 100% if you are NOT splitting commission)
Columbian Representative	501009	19	•	100%
Is the agent related to the Proposed In	sured or Owner?			Select 🔻
Agent Address				
Street				
PO Box 1381				
City	State	Zip	Code	
Binghamton	NY New York		3902	Validate Address
Agent Phone	Phone Number Type	,		
Agail Children	Work	•		
Agent State License ID No. (in jurisdic	tions where required)	'I hereby affirm that I have related to this electronic a Agent, initial here to certify	pplication to the	
Authorization & Acknowledgement				
City and state where the application	will be signed by the Propos	ed Insured.		
City	State			
	AZ Arizona	🔻		
Agent must be licensed and appoin	ted in the signature state in o	rder for the policy to be issued	i.	
	Previous 8 0	of 10 Next		

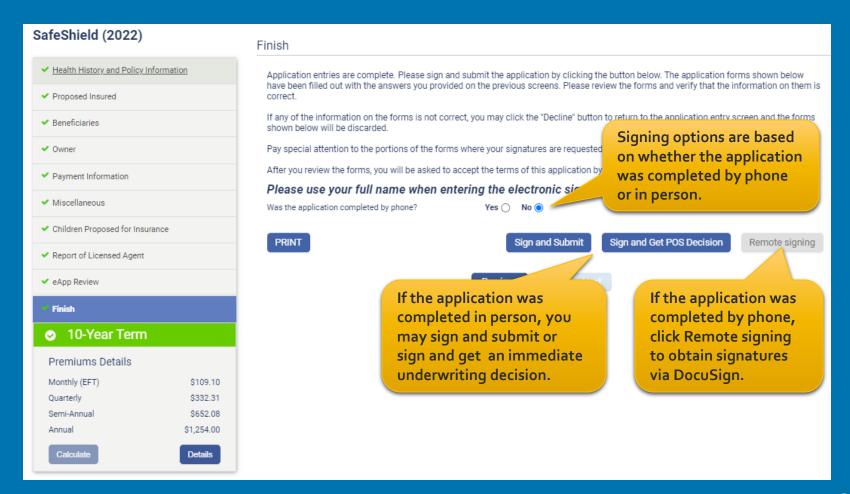
Provide the eApp
Disclosure Packet for
the state of application,
Form No. 6199CL-XX.
For remote sales, you
must mail the packet
within three days of
application.



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

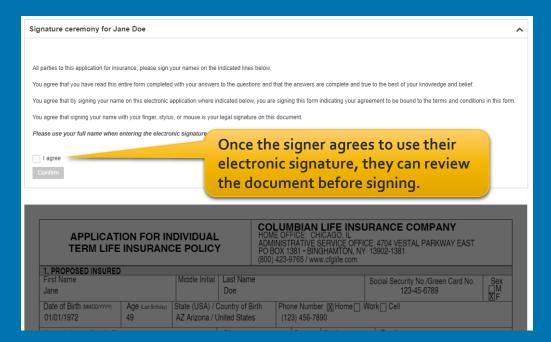
Summary of Coverage Applied For			
Proposed Insured :	Jane Doe		
Gender:	Female		
Rate Class :	Non-Tobacco		
Plan :	10-Year Term		
Policy Effective Date: 11/15/2021			
Policy Face Amount :	\$250,000		
Billing Method :	Electronic Funds Transfer		
Payment Frequency :	Monthly		
Initial Premium Amount :	\$109.10		
Subsequent Premium Payment :	\$109.10		
	Previous 9 of 10 Next		

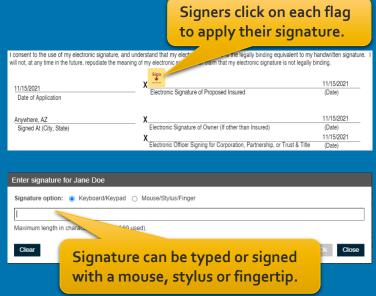




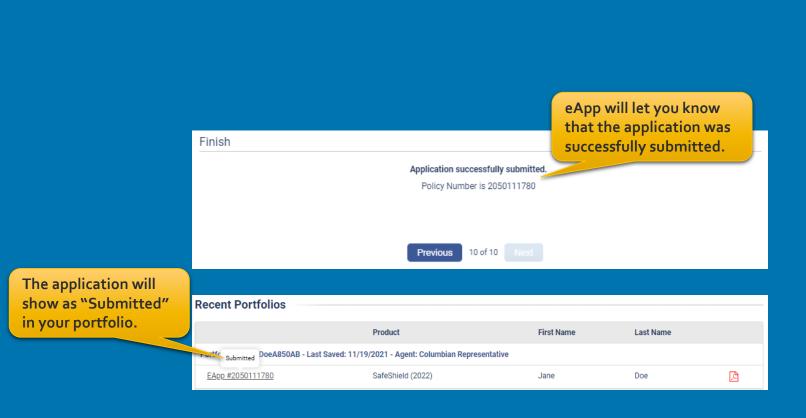


For <u>in-person</u> sales, select "Sign and Submit" or "Sign and Get POS Decision." Each signer will review the document and apply their electronic signature. If you selected "Sign and Get POS Decision," the decision will display in less than two minutes.











For <u>telephone sales</u>, click the "Remote signing" button to obtain signatures through DocuSign. 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	Enter the email address for each signer.				
Jane Doe (Insured)  Access Code  Share the access code with the signer. They will need it to access the document.	Email Address Re-Enter eMail  jane.doe@mail.com jane.doe@mail.com				
Columbian Representative (Licensed Agent) Access Code CFGRep	Email Address Re-Enter eMail ColumbianRep@speed.net Cancel Signing Send Email				

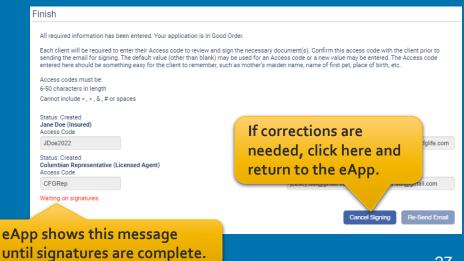


Each signer will receive an email from DocuSign and will enter their access code to review the document.

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.

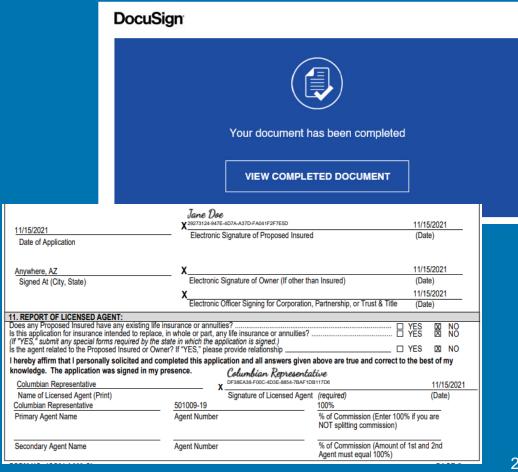
	have	received an a		te communicatio	prior to reviewing the document. You should on. Please enter the code and validate it in	
(		ess Code pe2022		VALIDATE	I NEVER RECEIVED AN ACCESS CODE	
			Hide Text			
	of my	electronic sig Sign	nature or claim that n	ny electronic si	gnature is not legally binding.	
	Х	$\mathbf{\Psi}$			09/30/2021	
		Instronic Sign	nature of Proposed In	neurod	(Date)	•





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

The signed application will automatically be submitted to the Company.



#### SafeShield® 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 Life Insurance Company**

Home Office: Chicago, IL Administrative Service Office: Binghamton, NY

For complete terms, please refer to Policy/Rider Form Nos. 1F612-CL, 1F613-CL, 1H931-CL, 1H932-CL, 1H841-CL, 1H933-CL, 1H906-CL, 1H907-CL, 1H908-CL, 1H915-CL, 1H916-CL and 1H934-CL or state variation. Product specifications and availability may vary by state.

Form No. 6076-CL (Rev. 11/21)