Occidental Life
American Amicable

Senior Choice
Final expense

<u>Not</u> approved in MT, NH & NY

ALLIANCE
UNIVERSITY

Senior Choice

- Simplified issue, no medical exam
- Issue ages: 50-85 (age last birthday)
- Maximum Death benefit
  - Immediate: Ages 50-75: $50,000
    Ages 76-85: $25,000
  - Graded: $25,000
  - ROP: $25,000
- Minimum face: $2,500 ($5k in WA)

Senior Choice Death Benefit

- Immediate Death Benefit
  - 100% of face amount immediately
- Graded Death Benefit
  - Year 1: 30% face amount
  - Year 2: 70% face amount
  - Year 3: 100% face amount
  - 100% face amount for accidental death
- Return of Premium death benefit
  - Under age 65, Years 1-3: ROP + 10% interest
  - Age 65+, Years 1-2: ROP + 10% interest
  - 100% face amount for accidental death

Riders

- Accelerated Benefit for Terminal Illness & Confined Care (no premium)
- Grandchild Rider
- Nursing Home Waiver of Premium
- Children's Insurance Agreement Rider
- Accidental Death Benefit

ALLIANCE UNIVERSITY

Riders

Accelerated Benefit for Terminal Illness & Confined Care (no premium)

- Terminal Illness- you can receive up to 100% of the death benefit if life expectancy is 12 months or less (24 months in some states)
- Confined Care - if confined to a Nursing Home at least 30 days after the policy is issued, can receive a monthly benefit of up to 5% of the face amount per month
    - Not available with Graded & Return of Premium plans
    - Not available in CA, CT, DC, FL, IL, IN, MA, NJ, OH, SD, VA, or WA

Riders

Grandchild Rider – provides coverage on grandchildren or great grandchildren to age 20.

- Ages: 180 days to 15 years (age nearest)

  50-80 for primary insured
- 1 unit = $5,000 or 2 units =$10,000
- Premium: $12/year per grandchild per unit
- Also guarantees their future insurability for up to $25,000 (per unit)
- Fully paid-up in the event of the Primary Insured's death (not available on ROP plans)
- In Florida, proposed Insured must sign and have legal guardianship

ALLIANCE UNIVERSITY

Riders

Children's Insurance Agreement Rider - provides level term insurance on children until the earlier of the child's age 25 or the applicants age 65, at which time their coverage is convertible to a permanent plan for up to five times the rider amount

- Ages: 15 days - 17 years (age nearest)

  50-60 for primary insured
- 1 unit = $3,000
- Max is 2 units = $6,000
- Premium: $8.50/year per unit
- In Florida, proposed Insured must sign and have legal guardianship
- Not available on Return of Premium plans

Riders

Nursing Home Waiver of Premium – waives the premiums due during the Insured's confinement in a qualified Nursing Home. The Insured must be confined continuously for a waiting period of 90 consecutive days before any benefits are applicable

- Ages: 50-85
- Not retroactive for the waiting period (premiums must be paid)
- Not available on Graded or ROP plans

ALLIANCE UNIVERSITY

Riders

Accidental Death Benefit – additional death benefit for accidental death

- Ages 50-80
- Minimum amount: $2,500
- Maximum amount: base face amount
- Terminates at age 100
- Not available on any Return of Premium plans

Underwriting

- Yes/No Application
- MIB
- Rx check
- Height/weight guidelines
- Telephone interview:
  - If the payor is someone other than the Proposed Insured, spouse, significant other or child of proposed insured
  - Ages 71-85 only when the applicant is not found in the prescription database
  - Call Exam One at 833-587-0375
    - 7:00 am-11:00 pm Monday - Thursday CST
    - 7:00 am-9:00 pm Friday CST
    - 8:00 am-4:00 pm Saturday CST

Underwriting Mobile App

- Mobile App with Immediate Underwriting Decision
- Provides a point-of-sale underwriting decision on the screen within seconds of you completing the application
- One of the possible outcomes is that a telephone interview is required based on the guidelines

Underwriting Paper App

- Paper apps & POS Underwriting Decision
- Telephone interview:
  - If you want a point-of-sale decision on a paper application, you have the option to contact Exam One to complete a telephone interview.
    - Call Exam One at 833-587-0375
    - 7:00 am-11:00 pm Monday - Thursday CST
    - 7:00 am-9:00 pm Friday CST
    - 8:00 am-4:00 pm Saturday CST
  - Write “Exam One” in top right corner of app & provide interview case number

ALLIANCE UNIVERSITY

Underwriting

- If any questions 1 - 3 are answered "Yes" the Proposed Insured is <u>not eligible for any coverage</u>
- If any questions 4- 7 are answered "Yes" = Return of Premium Death Benefit Plan
- If any part of question 8 is answered "Yes" = Graded Plan
- If all questions 1 - 8 are answered "No" = Immediate Death Benefit Plan

Underwriting

- Risk assessments:
  - Live chat on website
  - Email riskassess@aatx.com
  - Call 800-736-7311 (8 am to 4:45 pm CST Mon-Fri)
- Check medications on Alliance University or Senior Choice agent guide
- Check impairments on Alliance University or Senior Choice agent guide
- Check height/weight on Alliance University or Senior Choice agent guide

Quotes & Application

- For Quotes, go to www.insuranceapplication.com/phonequote
- E-app with point-of-sale underwriting decision. Go to www.insuranceapplication.com
- Paper app – if you want a point-of-sale decision, call Exam One & complete a phone interview

Premiums

- E-Check Immediate 1st Premium – Only select this option if the draft will be IMMEDIATELY upon receipt of the app. You must also complete the E-Check section of form 9903 and submit it with the app
- Collected $ – Only select this option if actually collecting initial payment and mailing it to the Home Office.
- Green Dot Bank & other pre-paid cards are NOT accepted

Drafts to Coordinate with Social Security

On the "Requested Draft Day" line of the "PREAUTHORIZATION CHECK PLAN" on the back page of the app, you will need to list one of the below:

- "1S" – if payments are received on the 1st of the month
- "3S" – if payments are received on the 3rd of the month
- "2W" – if payments are received on the 2nd Wednesday of the month
- "3W" – if payments are received on the 3rd Wednesday of the month
- "4W" – if payments are received on the 4th Wednesday of the month
- The "Policy Date Request" field on the front of the app should not be completed as the actual Policy Date will be assigned by the Home Office once the application is received

Additional Information

- Funeral home may NOT be beneficiary
- Power of Attorney (POA) signatures are not acceptable
- Will not accept money orders
- Does not accept debit, credit or prepaid cards
- In KS & KY – no replacements allowed

ALLIANCE UNIVERSITY

Agent Support

800-736-7311