Gerber Life Insurance

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:

Replacement Form[1]- 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.

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 application. Information regarding the secondary agent should be provided in the designated area on the Producer Certification.

(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.

(NY Only) I Certify Form – In compliance with NY state law, submission of the completed 'I Certify Form' is required to be sent with your application packet verifying your adherence to NY PIF and BG process.
Commissions will be withheld until the document is received.

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

[1] *Replacements are not accepted in following states: CA, DE, FL, ID, IL, KY, MA, NY, PA, PR, TN, WA*

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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

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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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

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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	**60.17**
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 x 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 x 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

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.

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Gerber Life Insurance
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

APPLICATION FOR: INDIVIDUAL LIFE INSURANCE

PROPOSED INSURED: (Give full legal name)

First Name_____ Last Name_____ Middle Initial_____

Gender ☐ Male ☐ Female Date of Birth_____ (Month Day Year) Social Security Number_____

Legal Residence Address_____

City _____ State_____ Zip_____

Email Address_____

Primary Phone_____ Cell: ☐ **Yes** ☐ **No** Secondary Phone_____ Cell: ☐ **Yes** ☐ **No**

Are you a United States citizen or do you have Permanent Legal Resident (Green Card) status?..... ☐ **Yes** ☐ **No**

CHECK ☑ THE AMOUNT OF LIFE INSURANCE WANTED:

☐ $5,000 ☐ $7,000 ☐ $10,000 ☐ $15,000 **or** Other (must be from $5,000–$25,000) ..... $_____,000

OWNERSHIP INFORMATION: (Complete this section only if the policy will be owned by someone other than the insured listed above.)

First Name_____ Last Name_____

Relationship to Insured_____ Social Security Number_____

Legal Residence Address _____

City _____ State_____ Zip_____

Email Address_____ Phone_____ Cell: ☐ **Yes** ☐ **No**

BENEFICIARY INFORMATION: **(Insurance proceeds shall be divided equally among Primary Beneficiaries. If none survive, then Contingent Beneficiaries)**

Primary Beneficiary(ies)_____ Relationship to the Insured_____

_____ _____

Contingent Beneficiary(ies)_____ Relationship to the Insured_____

_____ _____

OTHER COVERAGE

Does the Proposed Insured have any life insurance or annuities in force or is any application for life insurance or reinstatement now pending? . . ☐ **Yes** ☐ **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?. . . ☐ **Yes** ☐ **No**

If "Yes", please complete below.

Company Name_____ Face Amount_____ Month/Year Issued_____

Company Name_____ Face Amount_____ Month/Year Issued_____

I have read the Important Replacement Notice [on the back of the application].

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.

X Signature of Proposed Insured_____ Date_____

X Signature of Policyowner (if other than Proposed Insured)_____ Date_____

Signed at (City, State)_____

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.

Since this policy is issued without medical underwriting, the premium rate being charged includes an extra mortality risk charge. If you are healthy enough to qualify as a "standard" risk, premiums would likely have been lower if you had applied for a fully underwritten 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 to by: mental or emotional disorder, or medical or surgical treatment for such disease or infirmity; any attempt at suicide, or intentionally self-inflicted injury, while sane or insane; aviation, other than as a fare paying passenger on a scheduled or charter flight operated by a scheduled airline; active participation in a riot or insurrection; committing or attempting to commit a felony; intoxication; and/or caused or materially contributed to by voluntary intake or use by any means of being under the influence of any narcotic unless administered or consumed on the advice of a physician and taken in accordance with the physician's instructions.

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.

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.

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Policy Form GWLP-12-NY

IMPORTANT REPLACEMENT NOTICE

It may not be in your best interest to replace an existing life insurance policy or annuity contract when purchasing a new life insurance policy, whether from the same or a different insurer. A replacement will occur if, as a part of your purchase of a new life insurance policy, existing coverage has been, or is likely to be, lapsed, surrendered, forfeited, assigned, terminated, changed or modified into paid-up insurance or other forms of benefits, loaned against or withdrawn from, reduced in value by use of cash values or other policy values, changed in the length of time or in the amount of insurance that would continue, or continued with a stoppage or reduction in the amount of premium paid. Prior to replacing an insurance coverage, you may want to contract the insurance company or agent who sold you that coverage, to help you decide whether the replacement is in your best interest.

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_____

X Signature of Licensed Agent_____ Printed Name of Licensed Agent_____

AGNT-12

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.

GERBER LIFE INSURANCE COMPANY
Operations Division
445 State Street
Fremont, MI 49412

This 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.

DEPARTMENT OF FINANCIAL SERVICES OF THE STATE OF NEW YORK

DEFINITION OF REPLACEMENT

IN ORDER TO DETERMINE WHETHER YOU ARE REPLACING OR OTHERWISE CHANGING THE STATUS OF EXISTING LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS, AND IN ORDER TO RECEIVE THE VALUABLE INFORMATION NECESSARY TO MAKE A CAREFUL COMPARISON IF YOU ARE CONTEMPLATING REPLACEMENT, THE AGENT IS REQUIRED TO ASK YOU THE FOLLOWING QUESTIONS AND EXPLAIN ANY ITEMS THAT YOU DO NOT UNDERSTAND.

AS PART OF YOUR PURCHASE OF A NEW LIFE INSURANCE POLICY OR A NEW ANNUITY CONTRACT, HAS EXISTING COVERAGE BEEN, OR IS IT LIKELY TO BE:

1) LAPSED, SURRENDERED, PARTIALLY SURRENDERED, FORFEITED, ASSIGNED TO THE INSURER REPLACING THE LIFE INSURANCE POLICY OR ANNUITY CONTRACT, OR OTHERWISE TERMINATED?

   YES _____ NO _____

2) CHANGED OR MODIFIED INTO PAID-UP INSURANCE; CONTINUED AS EXTENDED TERM INSURANCE OR UNDER ANOTHER FORM OF NONFORFEITURE BENEFIT; OR OTHERWISE REDUCED IN VALUE BY THE USE OF NONFORFEITURE BENEFITS, DIVIDEND ACCUMULATIONS, DIVIDEND CASH VALUES OR OTHER CASH VALUES?

   YES _____ NO _____

3) 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 _____ NO _____

4) 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 _____

5) 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 _____

6) CONTINUED WITH A STOPPAGE OF PREMIUM PAYMENTS OR REDUCTION IN THE AMOUNT OF PREMIUM PAID?

YES _____ NO _____

IF YOU HAVE ANSWERED YES TO ANY OF THE ABOVE QUESTIONS, A REPLACEMENT AS DEFINED BY NEW YORK INSURANCE REGULATION NO. 60 HAS OCCURRED OR IS LIKELY TO OCCUR AND YOUR AGENT IS REQUIRED TO PROVIDE YOU WITH A COMPLETED DISCLOSURE STATEMENT AND THE **IMPORTANT** NOTICE REGARDING REPLACEMENT OR CHANGE OF LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS.

DATE:_____ Signature of Policyowner:_____

Must be signed same date as application

DATE:_____ Signature of Proposed Insured:_____

(if different than Policyowner) *Must be signed same date as application*

TO THE BEST OF MY KNOWLEDGE, A REPLACEMENT IS INVOLVED IN THIS TRANSACTION:

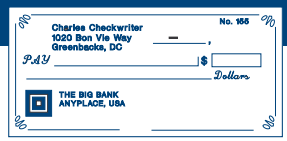
YES_____ NO _____

DATE:_____ Signature of Agent or Broker:_____

Must be signed same date as application

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**

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:

1. The first premium is paid on the date of the completed application by check or money order that is honored and collectable; and
2. The insurance applied for does not exceed Gerber Life Insurance Company's over-insurance limit.

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

The proposed insured is: _____

Date: _____ Signature: _____ Agent#: _____
Month /Date/ Year Licensed Agent

CRGI-2011

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.

Life Insurance Buyer's Guide

This guide can help you when you shop for life insurance. It discusses how to:

• Find a Policy That Meets Your Needs and Fits Your Budget • Decide How Much Insurance You Need • Make Informed Decisions When You Buy a Policy

Prepared by the
National Association of Insurance Commissioners

Reprinted by
Gerber Life Insurance Company

The National Association of Insurance Commissioners is an association of state insurance regulatory officials. This association helps the various insurance departments to coordinate insurance laws for the benefit of all consumers. **This guide does not endorse any company or policy.**

IMPORTANT THINGS TO CONSIDER

1. Review your own insurance needs and circumstances. Choose the kind of policy that has benefits that most closely fit your needs. Ask an agent or company to help you.
2. Be sure that you can handle premium payments. Can you afford the initial premium? If the premium increases later and you still need insurance, can you still afford it?
3. Don't sign an insurance application until you review it carefully to be sure all the answers are complete and accurate.
4. Don't buy life insurance unless you intend to stick with your plan. It may be very costly if you quit during the early years of the policy.
5. Don't drop one policy and buy another without a thorough study of the new policy and the one you have now. Replacing your insurance **may be costly.**
6. Read your policy carefully. Ask your agent or company about anything that is not clear to you.
7. Review your life insurance program with your agent or company every few years to keep up with changes in your income and your needs.

Buying Life Insurance

When you buy life insurance, you want a coverage that fits your needs.

First, decide how much you need -- and for how long -- and what you can afford to pay. Keep in mind the major reason you buy life insurance is to cover the financial effects of unexpected or untimely death. Life insurance can also be one of many ways you plan for the future.

Next, learn what kinds of policies will meet your needs and pick the one that best suits you.

Then, choose the combination of policy premium and benefits that emphasizes protection in case of early death, or benefits in case of long life, or a combination of both.

It makes good sense to ask a life insurance agent or company to help you. An agent can help you review your insurance needs and give you information about the available policies. If one kind of policy doesn't seem to fit your needs, ask about others.

This guide provides only basic information. You can get more facts from a life insurance agent or company or from your public library.

What About the Policy You Have Now?

If you are thinking about dropping a life insurance policy, here are some things you should consider: • If you decide to replace your policy, don't cancel your old policy until you have received the new one. You then have a minimum period to review your new policy and decide if it is what you wanted. • It may be costly to replace a policy. Much of what you paid in the early years of the policy you have now, paid for the company's cost of selling and issuing the policy. You may pay this type of cost again if you buy a new policy. • Ask your tax advisor if dropping your policy could affect your income taxes. • If you are older or your health has changed, premiums for the new policy will often be higher. You will not be able to buy a new policy if you are not insurable. • You may have valuable rights and benefits in the policy you now have that are not in the new one. • If the policy you have now no longer meets your needs, you may not have to replace it. You might be able to change your policy or add to it to get the coverage or benefits you now want. • At least in the beginning, a policy may pay no benefits for some causes of death covered in the policy you now have.

In all cases, if you are thinking of buying a new policy, check with the agent or company that issued you the one you have now. When you bought your old policy, you may have seen an illustration of the benefits of your policy. Before replacing your policy, ask your agent or company for an updated illustration. Check to see how the policy has performed and what you might expect in the future, based on the amounts the company is paying now.

How Much Do You Need?

Here are some questions to ask yourself: • How much of the family income do I provide? If I were to die early, how would my survivors, especially my children, get by? Does anyone else depend on me financially, such as a parent, grandparent, brother or sister? • Do I have children for whom I'd like to set aside money to finish their education in the event of my death? • How will my family pay final expenses and repay debts after my death? • Do I have family members or organization to whom I would like to leave money? • Will there be estate taxes to pay after my death? e How will inflation affect future needs?

As you figure out what you have to meet these needs, count the life insurance you have now, including any group insurance where you work or veteran's insurance. Don't forget Social Security and pension plan survivor's benefits. Add other assets you have: savings, investments, real estate and personal property. Which assets would your family sell or cash in to pay expenses after your death?

What is the Right Kind of Life Insurance?

All policies are not the same. Some give coverage for your lifetime and others cover you for a specific number of years. Some build

up cash values and others do not. Some policies combine different kinds of insurance, and others let you change from one kind of insurance to another. Some policies may offer other benefits while you are still living. Your choice should be based on your needs and what you can afford.

There are two basic types of life insurance: **term Insurance** and **cash value insurance.** Term insurance generally has lower premiums in the early years, but does not build up cash values that you can use in the future. You may combine cash value life insurance with term insurance for the period of your greatest need for life insurance to replace income.

Term Insurance

covers you for a term of one or more years. It pays a death benefit only if you die in that term. Term insurance generally offers the largest insurance protection for your premium dollar. It generally does not build up cash value.

You can renew most term insurance policies for one or more terms even if your health has changed. Each time you renew the policy for a new term, premiums may be higher. Ask what the premiums will be if you continue to renew the policy. Also ask if you will lose the right to renew the policy at some age. For a higher premium, some companies will give you the right to keep the policy in force for a guaranteed period at the same price each year. At the end of that time you may need to pass a physical examination to continue coverage, and premiums may increase.

You may be able to trade many term insurance policies for a cash value policy during a conversion period -- even if you are not in good health. Premiums for the new policy will be higher than you have been paying for the term insurance.

Cash Value Life Insurance

is a type of insurance where the premiums charged are higher at the beginning than they would be for the same amount of term insurance. The part of the premium that is not used for the cost of insurance is invested by the company and builds up a cash value that may be used in a variety of ways. You may borrow against a policy's cash value by taking a policy loan. If you don't pay back the loan and the interest on it, the amount you owe will be subtracted from the benefits when you die, or from the cash value if you stop paying premiums and take out the remaining cash value. You can also use your cash value to keep insurance protection for a limited time or buy a reduced amount without having to pay more premiums.

You also can use the cash value to increase your income in retirement or to help pay for needs such as a child's tuition without canceling the policy. However, to build up this cash value, you must pay higher premiums in the earlier years of the policy. Cash value life insurance may be one of several types; whole life, universal life and variable life are all types of cash value insurance.

Whole Life Insurance

covers you for as long as you live if your premiums are paid. You generally pay the same amount in premiums for as long as you live. When you first take out the policy, premiums can be several times higher than you would pay initially for the same amount of term insurance. But they are smaller than the premiums you would eventually pay if you were to keep renewing a term policy until your later years.

Some whole life policies let you pay premiums for a shorter period such as 20 years, or until age 65. Premiums for these policies are higher since the premium payments are made during a shorter period.

Universal Life Insurance

is a kind of flexible policy that lets you vary your premium payments. You can also adjust the face amount of your coverage. Increases may require proof that you qualify for the new death benefit. The premiums you pay (less expense charges) go into a policy account that earns interest. Charges are deducted from the account. If your yearly premiums payments plus the interest your account earns is less than the charges, your account value will become lower. If it keeps dropping, eventually your coverage will end. To prevent that, you may need to start making premium payments, or increase your premium payments, or lower your death benefits. Even if there is enough in your account to pay the premiums, continuing to pay premiums yourself means that you build up more cash value.

Variable Life Insurance

is a kind of insurance where the death benefits and cash values depend on the investment performance of one or more separate accounts, which may be invested in mutual funds or other investments allowed under the policy. Be sure to get the prospectus from the company when buying this kind of policy and STUDY IT CAREFULLY. You will have higher death benefits and cash value if the underlying investments do well. Your benefits and cash value will be lower or may disappear if the investments you chose didn't do as well as you expected. You may pay an extra premium for a guaranteed death benefit.

Life Insurance Illustrations

You may be thinking of buying a policy where cash values, death benefits, dividends or premiums may vary based on events or situations the company does not guarantee (such as interest rates). If so, you may get an illustration from the agent or company that helps explain how the policy works. The illustration will show how the benefits that are not guaranteed will change as interest rates and other factors change. The illustration will show you what the company guarantees. It will also show you what could happen in the future. Remember that nobody knows what will happen in the future. You should be ready to adjust your financial plans if the cash value doesn't increase as quickly as shown in the illustration. You will be asked to sign a statement that says you understand that some of the numbers in the illustration are not guaranteed.

Finding a Good Value in Life Insurance

After you have decided which kind of life insurance is best for you, compare similar policies from different companies to find which one is likely to give you the best value for your money. A simple comparison of the premiums is not enough. There are other things to consider. For example: • Do premiums or benefits vary from year to year? • How much do the benefits build up in the policy? • What part of the premiums or benefits is not guaranteed? • What is the effect of interest on money paid and received at different times on the policy?

Remember that no one company offers the lowest cost at **all ages for all kinds and amounts of insurance. You should also consider other factors:**

• How quickly does the cash value grow? Some policies have low cash values in the early years that build quickly later on. Other policies have a more level cash value build-up. A year-by-year display of values and benefits can be very helpful. (The agent or company will give you a policy summary or an illustration that will show benefits and premiums for selected years.) • Are there special policy features that particularly suit your needs? • How are nonguaranteed values calculated? For example, interest rates are important in determining policy returns. In some companies increases reflect the average interest earnings on all of that company's policies regardless of when issued. In others, the return for policies issued in a recent year, or group of years, reflects the interest earnings on that group of policies; in this case, amounts paid are likely to change more rapidly when interest rates change.

Addendum to Buyer's Guide

Some policies, including so-called universal life policies, provide unbundled cash values. That is, the insurer subtracts, from the premium you pay, certain expense charges and a charge for the current insurance costs; the balance is accumulated, with interest, in a fund. The value of this fund at any time, less any surrender charge, is the cash value. The interest rate allowed may be comparable to rates offered by such other investment media as money market funds; this is attractive when such rates are high.

Sometimes these policies having **unbundled** cash values (under various trade names) also let you vary your premium payments every year, and even skip one or more payments. Insurance usually continues as long as there is enough money in the account to pay the insurance charges. If the insurer or agent claims a cost advantage for these policies, remember that life insurance costs are determined basically by the interest rate allowed on funds, by the current insurance costs (the "mortality" charge), and by the expense charges (including any applicable surrender charges). If these factors are the same for two policies, their costs should be similar, whatever the policy design.

You will also be told that a particular kind of policy has tax - - usually Federal Income Tax advantages. This may be true, but you would be well advised to check this with your tax advisor - - lawyer - - or accountant - - if you have one. Remember, that the tax law may changes at any time.

Gerber Life Insurance

Gerber Life Insurance Company
Home Office: White Plains, New York

Agent Name_____ **Agency #**_____ **Agent #**_____

Applicant's Name_____

New York Preliminary Information Form & Buyer's Guide

Must be completed by Producer and submitted with application

Please note:

- ✓ New York law requires you to provide your client with two disclosures (the Preliminary Information Form and Buyer's Guide) at time of application, which you can find by generating a Sales Proposal via our Agent Portal.
- ✓ This form **must be completed and received with the application** in order for Gerber Life to enter the application and process through our system.

☐ As the Writing Agent for this contract, I certify that I have provided the applicant a copy of the New York Preliminary Information Form and Buyer's Guide in accordance with New York Law.

Signature of Licensed Writing Agent_____

Date_____