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 informing you of any changes in eligibility as you answer each question.
- For telephone sales, the remote signing capability provides a seamless experience.
- Point of Sale Underwriting is available for telesales or in-person sales, allowing you to get an immediate decision while you're speaking with the client.
- ► The application is submitted immediately upon signing so your policy 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.

3

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. 5354CFG followed by your state abbreviation.
- 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.*

*In the states below, the following must be mailed to the applicant within three days after the sale. **California** (if the applicant is age 65 or older)

Georgia - Life Insurance Buyer's Guide 584 GA

Illinois - Life Insurance Buyer's Guide 584 IL

Washington and Wisconsin - Life Insurance Buyer's Guide 584 Model

^{- 4541}CFG Important Notice Regarding the Sale or Liquidation of Assets

⁻ If MediCal eligibility is discussed - 4540CFG Notice Regarding Standards for MediCal Eligibility

Final Expense eApp How to Access



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 **the first 6-digits** of 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.

Final Expense eApp Starting a New Application



On the Partners Website:

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

New eApp

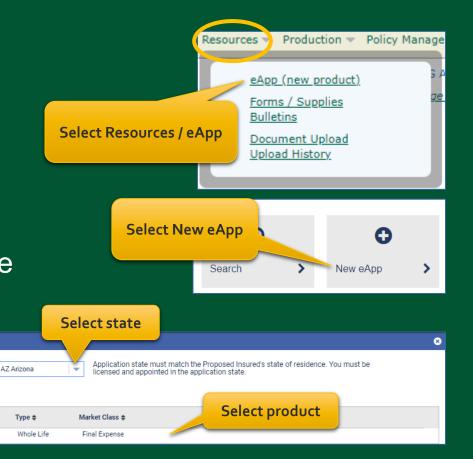
Product List

Product #

Proposed Insured State

Final Expense (2022)

Application state must match the Proposed Insured's state of residence and you must be licensed in that state.

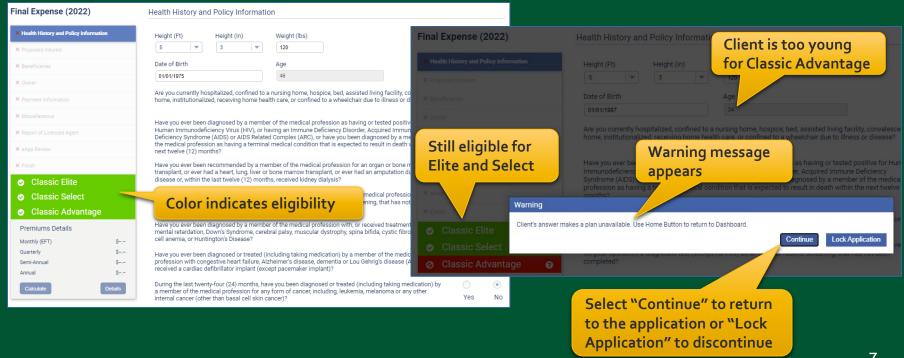


Please note: Do not run a "test case" on yourself or anyone else, as it will count as an active application.

Final Expense eApp **Eligibility Changes**



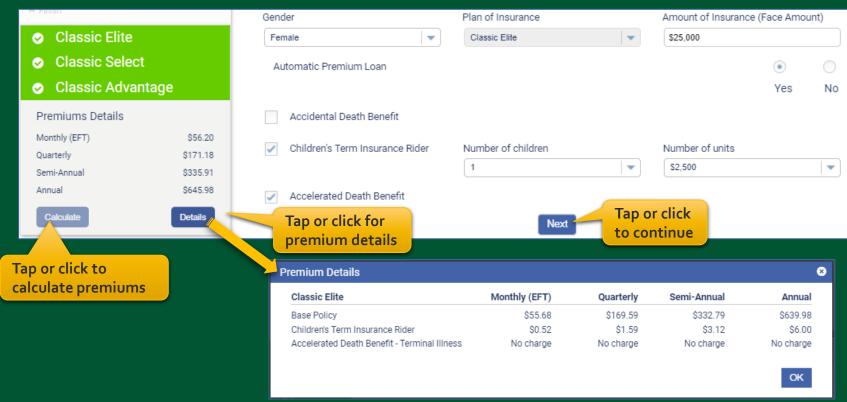
The application acts as a risk qualifier. If an answer would cause a change in eligibility, a warning message will appear, and the status bar will turn yellow or red for the affected plan(s).



Final Expense eApp Premium Details



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

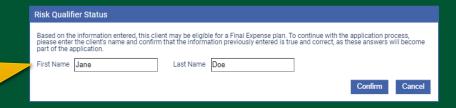


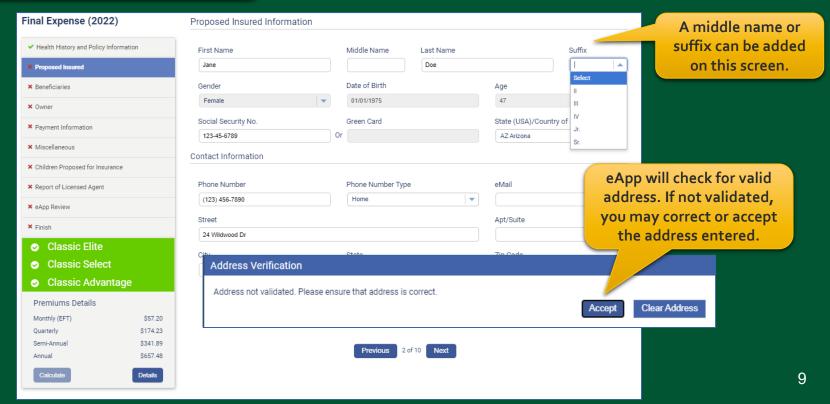
Final Expense eApp Proposed Insured Screen



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 Spouse	Date of Birth	
× Miscellaneous	Social Security No.	Green Card	
× Report of Licensed Agent		Or	
≭ eApp Review	Contact Information		
 Classic Elite Classic Select Classic Advantage 	Phone Number Street	Phone Number Type Home	Apt/Suite
Premiums Details Monthly (EFT) \$55.68 Quarterly \$169.59	City	State Select	Zip Code Validate Address
Semi-Annual \$332.79 Annual \$639.98 Calculate Details	Beneficiary % Ta	p or click to add a beneficiary	
	Contingent Beneficiary	Tap or click to add a ontingent beneficiary	

Final Expense eApp Owner Screen



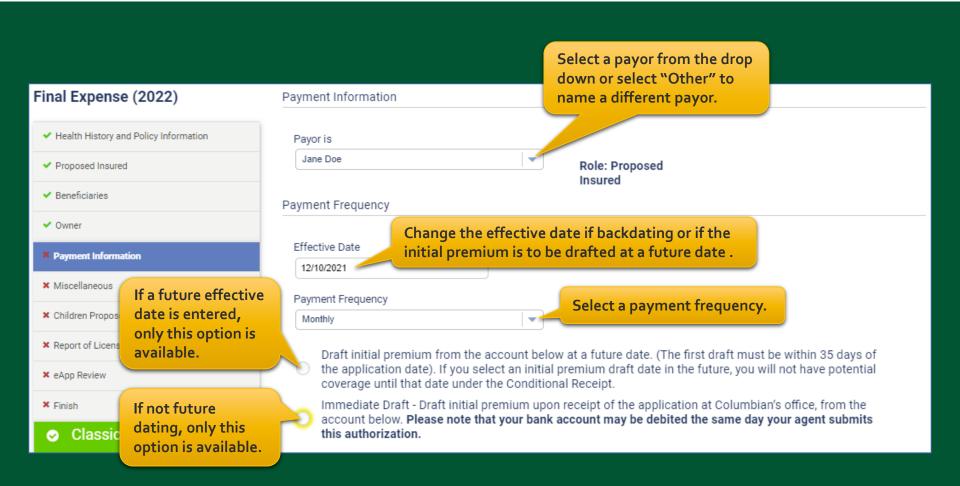


If "Other" is selected, the section expands to collect information.

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

Final Expense eApp Payment Information





Final Expense eApp Payment Information



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

Final Expense eApp Miscellaneous Screen

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

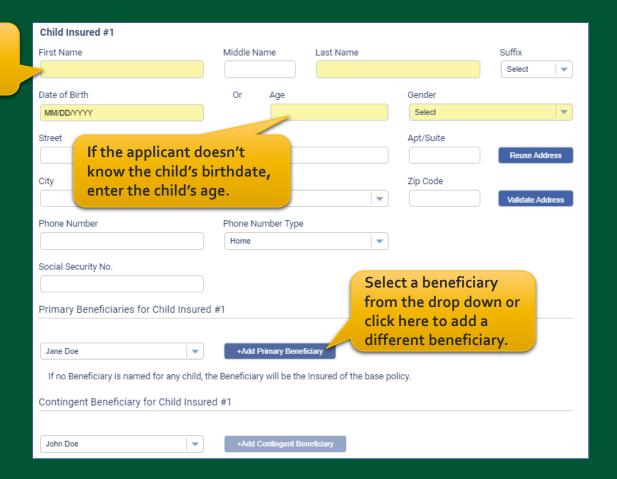


Policy Delivery Options and Correspondence Preferences	Select whether the policy should be mailed to the owner or to the agent for delivery to the owner.
Policy Correspondence: US Mail Email Replacement Questions - Primary Insured	
Does any Proposed Insured have any existing life insurance or annuities? Is this application for insurance intended to replace any life insurance or annuities now in force? Agent Replacement	 Yes No Replacement forms will be automatically generated if required, depending on
Does any Proposed Insured have any existing life insurance or annuities? Is this insurance intended to replace, in whole or part, any life insurance or annuities	the answers to replacement questions.
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 condition prescribed for.
Secondary Addressee Electing Secondary Addressee	condition prescribed for.

Final Expense eApp Child Term Rider Coverage



If the Child Term Rider was selected, enter the required information.



Final Expense eApp Child Health History



Answer all questions Health History for all proposed insured children. 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 (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 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

Final Expense eApp Report of Licensed Agent



Final Expense (2022)	Report of Licensed Agent				
✓ Health History and Policy Information					% of Commission
✓ Proposed Insured	Name of Licensed Agent	Agent Number	Account N	lumber	(Enter 100% if you are NOT splitting commission)
✓ Beneficiaries	Columbian Representative	501009	15	•	100%
✓ Owner	Is the agent related to the Proposed I	nsured or Owner?			Select 🔻
✓ Payment Information	Agent Address				
✓ Miscellaneous					
✓ Children Proposed for Insurance	Street				
× Report of Licensed Agent	PO Box 1381				
■ eApp Review	City	State NY New York		Zip Code 13902	
× Finish			•	13902	Validate Address
	Agent Phone	Phone Number Typ	e v		
		VIOIN			
Classic Select			this electronic applic	ation are being provi	e documents related to dided to the applicant. If
			the sale is by telesal	e, the disclosures are	losures in paper format. If a automatically included in to the applicant for review
Premiums Details Monthly (EFT) \$57.20	Agent State License ID No. (in jurisdie	ctions where required)	and electronic signa		
Monthly (EFT) \$57.20 Quarterly \$174.23					
Semi-Annual \$341.89	Authorization & Acknowledgement	t			
Annual \$657.48					
Calculate	City and state where the application	n will be signed by the Propos	sed Insured.		
	City	State			
		AZ Arizona	▼		
	Agent must be licensed and appoin	nted in the signature state in o	order for the policy to be	issued.	
			(40		
		Previous 8	of 10 Next		

For in-person sales, provide any required disclosures from the eApp Disclosure Packet for the state of application (Form No. 5354CL-XX). 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. If needed, you may return to the application to make any corrections before obtaining signatures.

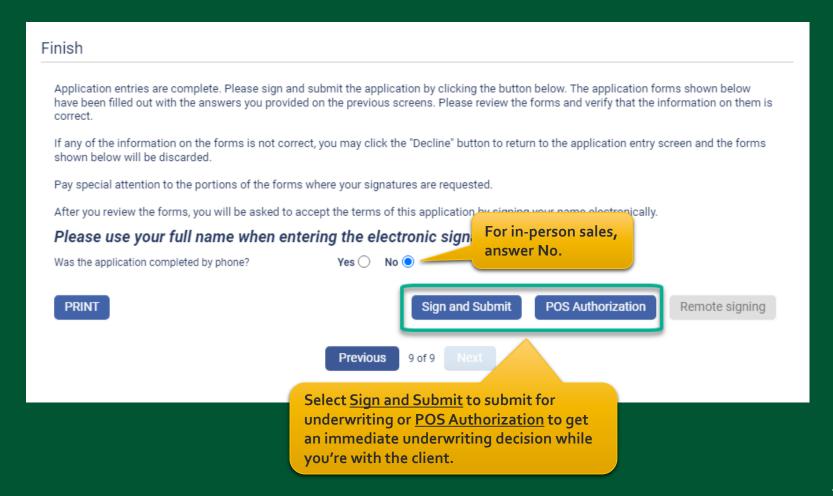
Checking this box allows the policy to be issued without a signed amendment if the policy issued differs from the plan applied for.

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



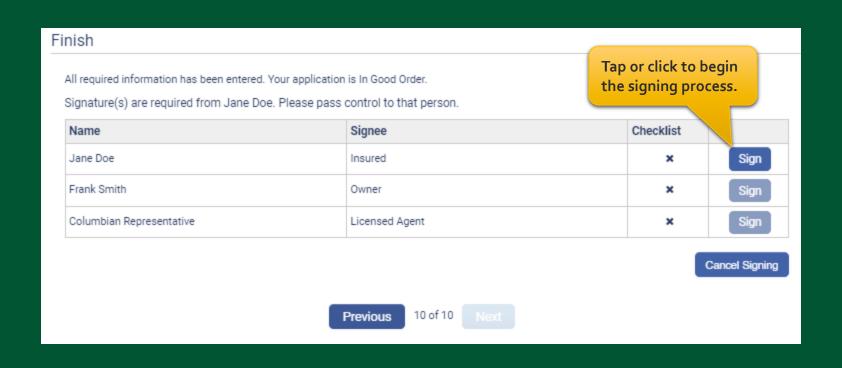
Final Expense eApp In-Person Signatures





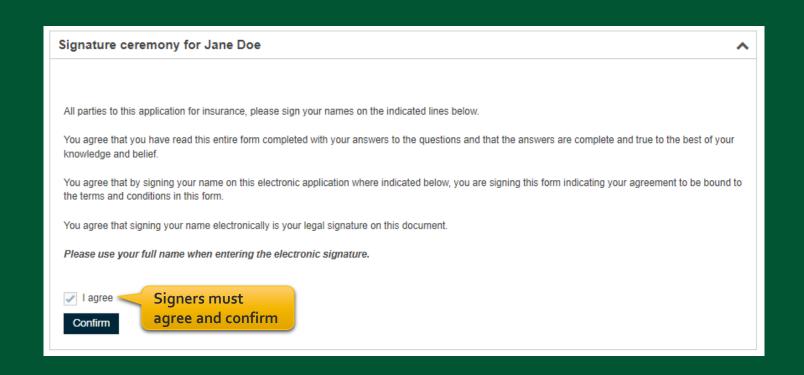
Final Expense eApp In-Person Signatures





Final Expense eApp In-Person Signatures

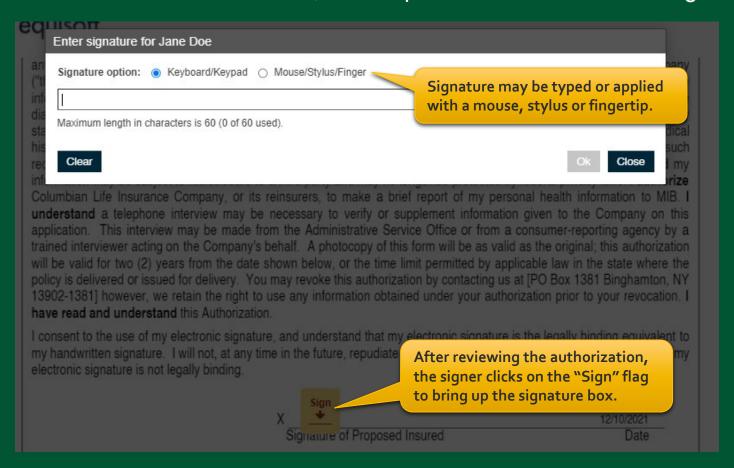




Final Expense eApp In-Person POS Authorization



If POS Authorization was selected, the Proposed Insured must first sign.



Final Expense eApp In-Person POS Decision



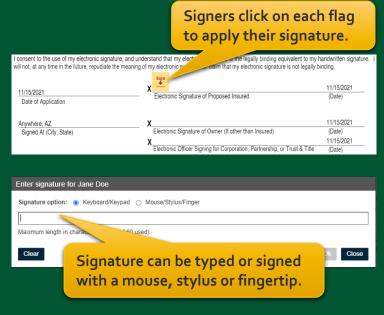
If POS was selected, the decision will be delivered while you're with the client.

Finish Please wait while your POS decision is processed	Most decisions delivered within 37 seconds.	
	Previous 10 of 10 Next Loading	
Finish		
Client Name: Jane Doe Plan: Classic Elite Status: ♥ Approved!		Be sure to sign and submit the application.
The policy will be issued as applied for. Please be so you for your business. Coverage amount may be reduced if the Insured has exi	sure to tap or click the Submit button or the application will be obtained coverage with Columbian.	Sign and Submit

Final Expense eApp In-Person Application Signatures



gnature ceremony for Jane Doe		
Il parties to this application for insurance, please sign y	our names on the indicated lines below.	
ou agree that you have read this entire form completed	with your answers to the questions and that the	e answers are complete and true to the best of your knowledge and belief.
ou agree that by signing your name on this electronic a	pplication where indicated below, you are signing	ing this form indicating your agreement to be bound to the terms and conditions in this for
ou agree that signing your name with your finger, stylus	s, or mouse is your legal signature on this docum	ment.
lease use your full name when entering the electron	nic signature.	
	the signer agrees	
confirm electro	onic signature, the	ey can review
confirm electro	DIVIDUAL COLUMN DIVIDUAL COLUMN EE POLICY DIVIDUAL COLUMN DIV	ey can review
APPLICATION FOR IN TERM LIFE INSURANCE	DIVIDUAL EE POLICY COLUMN COLUMN COLUMN HOME OFF ADMINISTI PO BOX 13 (800) 423-9	wey can review gning. WBIAN LIFE INSURANCE COMPANY FICE: CHICAGO, IL TRATIVE SERVICE OFFICE: 4704 VESTAL PARKWAY EAST 1381 · BINGHAMTON, NY 13902-1381 9765 / www.clglife.com
APPLICATION FOR INTERM LIFE INSURANCE	DIVIDUAL COLUMN DIVIDUAL COLUMN EE POLICY DIVIDUAL COLUMN DIV	wey can review gning. WBIAN LIFE INSURANCE COMPANY FIGE: CHICAGO, IL TRATIVE SERVICE OFFICE: 4704 VESTAL PARKWAY EAST 331 - BINGHAMTON, NY 13902-1381



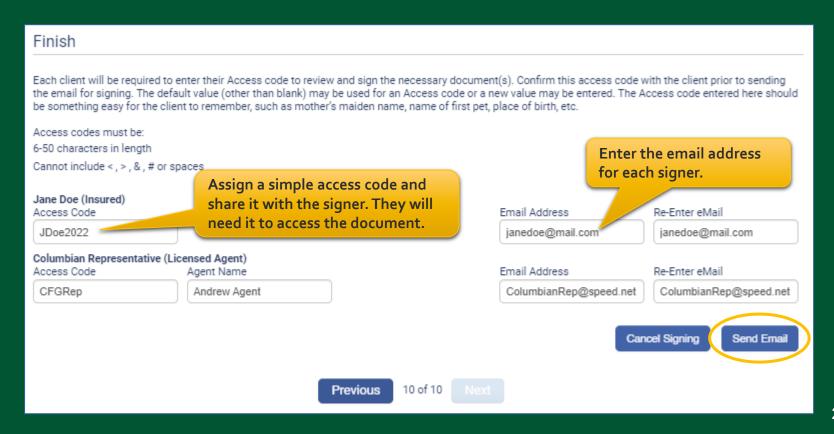


Finish						
Application entries are complete. Please sign and submit the application by clicking the button below. The application forms shown below have been filled out with the answers you provided on the previous screens. Please review the forms and verify that the information on them is correct.						
If any of the information on the forms is not correct, you may click the "Decline" button shown below will be discarded.	If any of the information on the forms is not correct, you may click the "Decline" button to return to the application entry screen and the forms shown below will be discarded.					
Pay special attention to the portions of the forms where your signatures are requested						
After you review the forms, you will be asked to accept the terms of this application by signing your name electronically. For telephone sales,						
Was the application completed by phone? Yes No Value No Value Yes	ver Yes.					
PRINT Sign and Sul	POS Authorization Remote signing					
Previous 9 of 9 Next						

Select <u>POS Authorization</u> for an immediate underwriting decision or <u>Remote signing</u> to sign and submit for underwriting.



Enter the email address and assign an access code for each signer, including yourself. If POS was selected, the client will first sign the POS authorization.

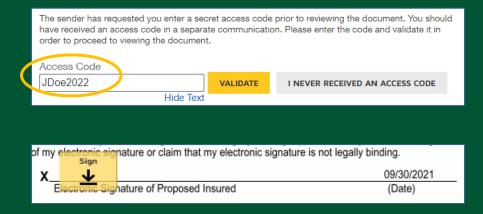


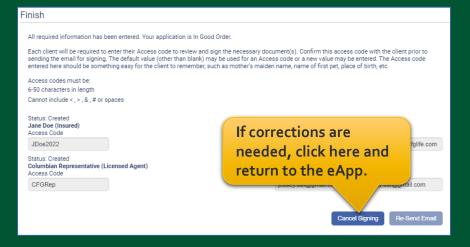


Each signer will receive an email from DocuSign and will enter their access code to review the document.

Each signer will apply their electronic signature (If POS Authorization was selected, the client will first sign the authorization).

If application 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.





Final Expense eApp Telesale POS Decision



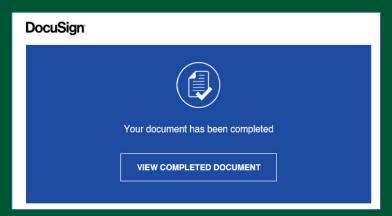
If POS was selected, the decision will be delivered while you're on the phone with the client.

Finish				When the decision is delivered,
Most decisions delivered within 37 seconds. Previous 10 of 10 Next Loading		Finish Client Name: Jane Doe Plan: Classic Elite Status: ❖ Approved! The policy will be issued as applied for, subject to Home Office review of any existing CFG coverage. Please be sure to tap or click the Submit button or the application will be considered withdrawn. Thank you for your business.		
Jane Doe (Insured) Access Code JDoe2022			Email Address	Re-Enter eMail janedoe@mail.com
Columbian Representative (Access Code CFGRep	Licensed Agent) Agent Name Andrew Agent		Email Address ColumbianRep@s	Re-Enter eMail
			il address and or each signer	Send Email



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

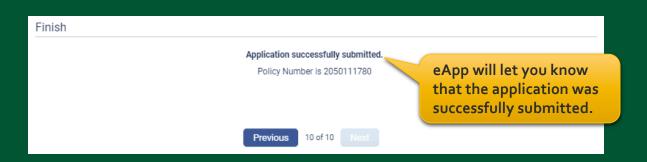
The signed application will automatically be submitted to the Company.



11/15/2021 Date of Application	Λ	PE-4D7A-A37D-FA041F2F7E5D C Signature of Proposed Insured		11/15/2021 (Date)	
Anywhere, AZ	X			11/15/2021	
Signed At (City, State)	Electronic	Signature of Owner (If other that	n Insured)	(Date)	
	X			11/15/2021	
	Electronic	Officer Signing for Corporation,	Partnership, or Trust & Title	(Date)	
11. REPORT OF LICENSED AGENT:					
Does any Proposed Insured have any existing life insurance or annuities? Is this application for insurance intended to replace, in whole or part, any life insurance or annuities? INO 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					
I hereby affirm that I personally solicited and comp			above are true and correct	to the best of my	
knowledge. The application was signed in my pres		Columbian Representat		,	
Columbian Representative		XDF38EA38-F00C-4D3E-8854-7BAF1DE		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%)	t of 1st and 2nd	

Final Expense eApp Submitted Application





Recent Portfolios First Name Product Last Name Portfolio name: JDoeBBDC2F - Last Saved: 12/10/2021 - Agent: Columbian Representative Final Expense (2022) EApp #103964 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.

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

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

For underwriting assistance, call the Underwriting Team at (800) 423-9765 ext. 5904 weekdays 8:00am to 8:00pm Eastern.



Columbian Mutual Life Insurance Company Home Office: Binghamton, NY

Columbian Life Insurance Company Home Office: Chicago, IL Administrative Service Office: Binghamton, NY 13902

Columbian Life Insurance Company is not licensed in every state.

For agent use only. Not for use with consumers. Refers to Policy/Rider Forms 1F607, 1F607-CL, 1F608-CL, 1F609-CL, 1H884, 1H884-CL, 1H885, 1H885-CL, 1H915, 1H915-CL, 1H916 and 1H916-CL or state variation. Product specifications and availability may vary by state.

Form No. 5365CFG (1/23)