# SafeShield® eApp with Risk Qualifier, Point of Sale Underwriting & Remote Signatures





# SafeShield® 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

# SafeShield® 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

<sup>\*</sup>Select the application for the **applicant's state of residence**. You must be licensed and appointed in the applicant's residence state.

#### SafeShield® 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. 6199CL 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)

<sup>- 4541</sup>CFG Important Notice Regarding the Sale or Liquidation of Assets

<sup>-</sup> If MediCal eligibility is discussed - 4540CFG Notice Regarding Standards for MediCal Eligibility 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

#### SafeShield® 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.

# SafeShield® eApp Starting a New Application



#### On the Partners Website:

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



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



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

#### SafeShield® eApp Risk Qualifier



The application acts as a risk qualifier. If an answer would cause a change in eligibility, the responsive status bar will turn yellow or red.

SafeShield (2022)	Health History and Policy Information		
Health History and Policy Information     Proposed Insured	Height (Ft)		
× Beneficiaries	Are you currently employed?	•	
<b>X</b> Owner		Yes	No
¥ 2	Occupation Other - Occ	cupation	
× Payment Information	Other		
× 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),		
- Report of Electrical right	or have you been diagnosed by a member of the medical profession as having a terminal medical condition that is expected to result in death within the next twelve (12) months?	Yes	No
× eApp Review	Are you currently:		
× Finish	All you currently.		
a Harlib History and	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 \$	red = cheft is flot eligible for the product		•
Semi-Annual \$	bone marrow transplant, or ever had or received treatment or required follow-up for a heart, lung, liver, kidney or		
Annual \$	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		0
	(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	No
	Alzheirner 5 disease or dernentia, or received a cardiac delibrillator implant?	100	.40

# SafeShield® eApp Eligibility Changes – Underwriting Review



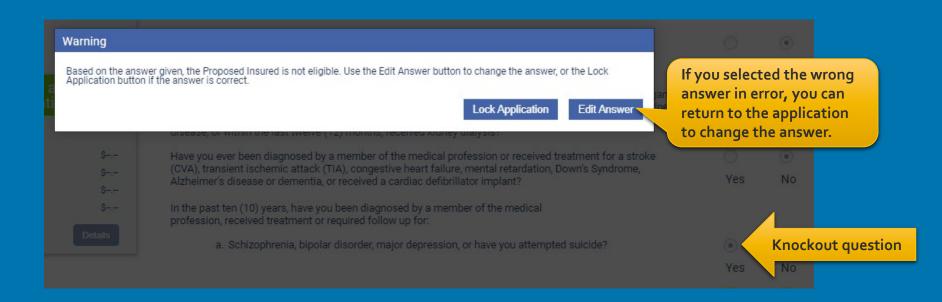
If an answer would cause the application to need underwriting review, a message will appear to let you know, and the status bar will turn yellow.



# SafeShield® eApp Eligibility Changes - Decline



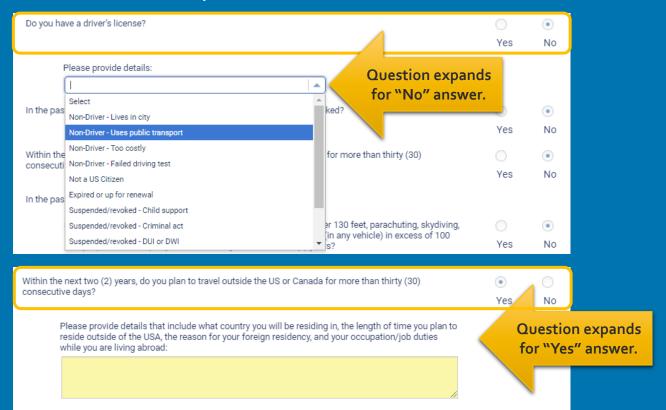
If an answer would cause the application to be declined, a warning message will appear and the status bar will turn red. Knockout questions are asked first, so you know right away if a client is not eligible for the product.



#### SafeShield® eApp Additional Details



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.



#### SafeShield® Plan Selection



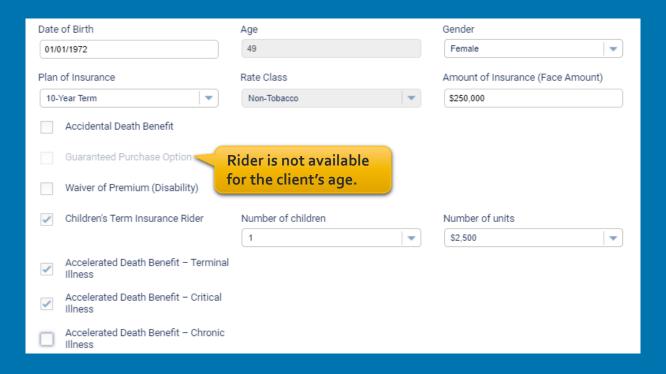
After answering the health questions, enter the Proposed Insured's date of birth and gender, then select the plan of insurance.

Date of Birth 01/01/1972	Age 49	Gender 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	

#### SafeShield® eApp Rider Selection



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.



#### SafeShield® eApp Chronic Illness Rider Questions

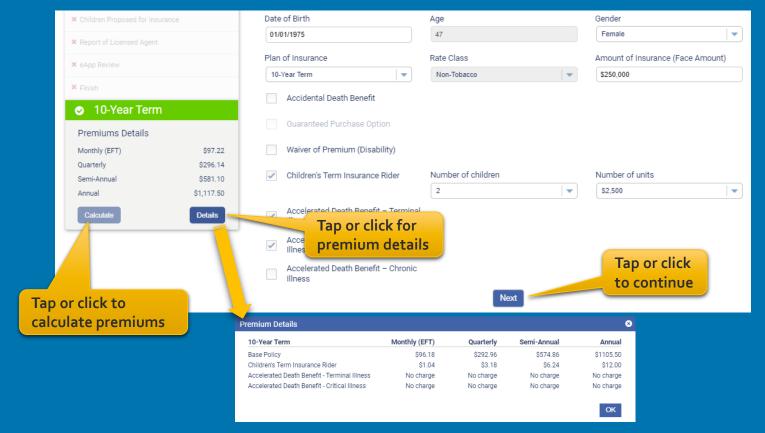


	If the Chronic Illness Rider is selected, the		
Accelerated Death Benefit - Chronic Illness	section expands to ask additional questions.		
	perform any of the following activities of daily living: bathing, or from bed or chair, or maintaining continence?	O Yes	O No
Have you ever been diagnosed by, or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

#### SafeShield® eApp Premium Details



After you make the face amount and rider selections, calculator will display premiums for all modes.



#### SafeShield® eApp Proposed Insured Screen



**Risk Qualifier Status** When the Health History and Based on the information entered, this client may be eligible for a Final Expense plan. To continue with the application process, please enter the client's name and confirm that the information previously entered is true and correct, as these answers will become part of the application. Policy Information is complete, First Name Jane Last Name Doe enter the client's name to proceed. Cancel Name, gender, date of SafeShield (2022) Proposed Insured Green check mark birth and age carry forward indicates that the Health History and Policy Information First Name Middle Name Last Name from the previous screens. page is complete. Jane Doe Gender Date of Birth Age × Beneficiaries 01/01/1975 Female Current page is × Owner State (USA)/Country of Birth Social Security No. Green Card highlighted. × Payment Information Or 123-45-6789 AZ Arizona × Miscellaneous eApp will check for valid Contact Information X Children Proposed for Insurance address. If not validated, Phone Number Phone Number Type eMail × Report of Licensed Agent you may correct or accept (123) 456-7890 × eApp Review the address entered. Apt/Suite Street Address Verification 10-Year Term City Address not validated. Please ensure that address is correct Premiums Details Pres Clear Address Monthly (EFT) \$97.22 \$296.14 Semi-Annual \$581.10 The state of application must match the Proposed Insured's resident state. If the resident state differs from that shown, please select the Home buttor and create a new eApp for the correct state Annual \$1.117.50 Use navigation buttons or Annual Income Total Household Annual Income click a page name in the Fields in yellow sidebar for quick navigation. are required. 15

# SafeShield® eApp Beneficiary Screen

**Enter beneficiary** 

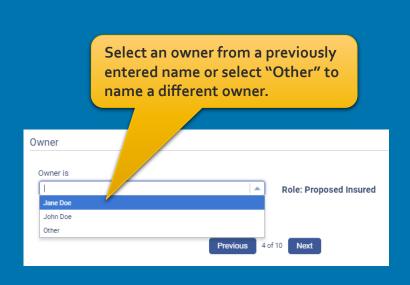
information.

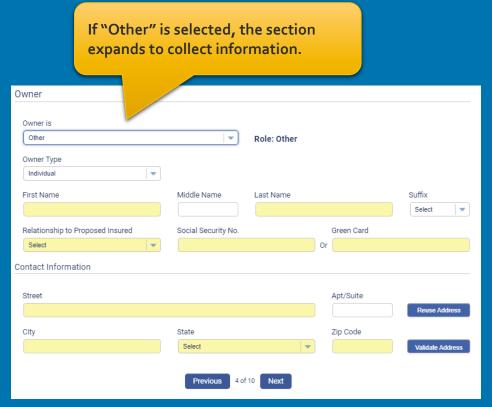


Primary Beneficiary #1 Beneficiary Type • Individual Suffix First Name Middle Name Last Name Select • Relationship to Proposed Insured Date of Birth MM/DD/YYYY Social Security No. Green Card Or Contact Information Phone Number Phone Number Type -Home Street Apt/Suite Reuse Address City State Zip Code 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

#### SafeShield® eApp Owner Screen







# SafeShield® eApp Payment Information



	Payment Information  Select a payor from the drop down or select "Other" to name a different payor.
	Payor is  Role: Proposed Insured  Jane Doe  Other  Chapter the offertive data if health derive as if the
	Change the effective date if backdating or if the initial premium is to be drafted at a future date.  Payment Frequency  Sologie a payment frequency
If not future dating, only this option is available.	Draft on Issue - Draft first premium from the account below immediately upon policy issue, if there are no pending application requirements.
If a future effective date is entered, only this option is available.	Draft first premium from the account below on or after 11/15/2021. (The first draft must be within 35 days of the application date). Insurance age will be calculated as of the date the premium is drafted.  First Premium Payment  Modal Premium  Amount of First Premium
	\$109.10

# SafeShield® eApp Payment Information



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 022000046 M & T BANK 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.

#### SafeShield® eApp Miscellaneous Screen



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 annuities now in force?	or Yes No 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 annuit	ies? Yes • No
Special Requests/Remarks	
Special Requests/Remarks:	
Secondary Addressee / Third Party Designee  Electing Secondary Addressee	Enter special requests/remarks here. If the Proposed Insured is taking prescribed medicine, enter the medication name and include the condition prescribed for.

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

# SafeShield® eApp Child Term Rider Coverage



Child Insured #1 First Name Middle Name Last Name Suffix Select • Date of Birth Or Aae Gender MM/DD/YYYY Select If the Child Term Rider Street Apt/Suite If the applicant doesn't was selected, enter the Reuse Address know the child's birthdate, required information. enter the child's age. City Zip Code -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 +Add Contingent Beneficiary John Doe

# SafeShield® eApp Child Health History



Answer all questions for <u>all</u> proposed insured children.

If any question is answered "Yes," a drop down will appear to identify which child the answer applies to.

The child will not be eligible for coverage.

Health History		
Has <b>any child proposed for insurance</b> 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)?	O Yes	<ul><li>No</li></ul>
Has <b>any child proposed for insurance</b> 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?	O Yes	No
Has <b>any child proposed for insurance</b> ever been diagnosed or treated (including taking medication) by a member of the medical profession for high blood pressure, heart or circulatory 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 palsy, paralysis, had or been recommended for an organ transplant or been hospitalized for asthma or any respiratory disorder in the past twelve (12) months?	Yes	O No
Select		
Michael Doe - Child Insured		
Mary Doe - Child Insured		
Warning		
Child is not eligible for coverage, please remove child from the application.  Delete Child	Edit Answe	r

# SafeShield® eApp Report of Licensed Agent



Name of Licensed Agent	Agent Number	Account Numb	er	(Enter 100% if you are NOT splitting commission)
Columbian Representative	501009	15	•	100%
Is the agent related to the Prop	osed Insured or Owner?			Select -
gent Address				
Street				
PO Box 1381				
City	State	Zi	p Code	
Binghamton	NY New York	•	13902	Validate Addres
Agent Phone	Phone Number Type			
	Work	🔻		
Agent State License ID No. (in j	1	I hereby affirm that all rec his electronic application sale is in person, I have pi he sale is by telesale, the he application document and electronic signature.	n are being provide rovided the disclose disclosures are ts that are sent to	ded to the applicant. osures in paper form automatically includ o the applicant for re
uthorization & Acknowledge	ment			
City and state where the app	ication will be signed by the Proposed I	nsured.		
City	State AZ Arizona			
	AZ Arizona			
		for the policy to be issue		

For in-person sales, provide any required disclosures from the eApp Disclosure Packet for the state of application (Form No. 6199CL-XX). For telesales, the disclosures are included in the PDF file that is sent to the applicant for review and signature.

# SafeShield® eApp Summary of Coverage Applied For

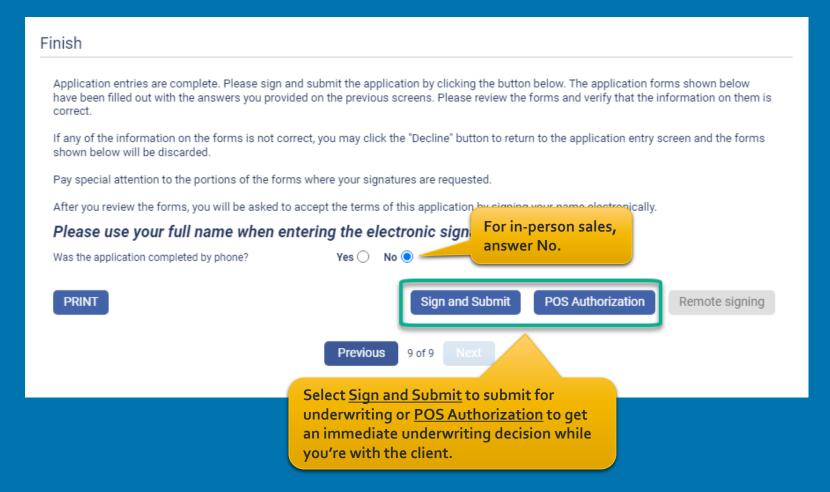


Review the summary of coverage applied for before proceeding. You may return to the application to make any corrections before obtaining signatures.

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	

# SafeShield® eApp In-Person Signatures

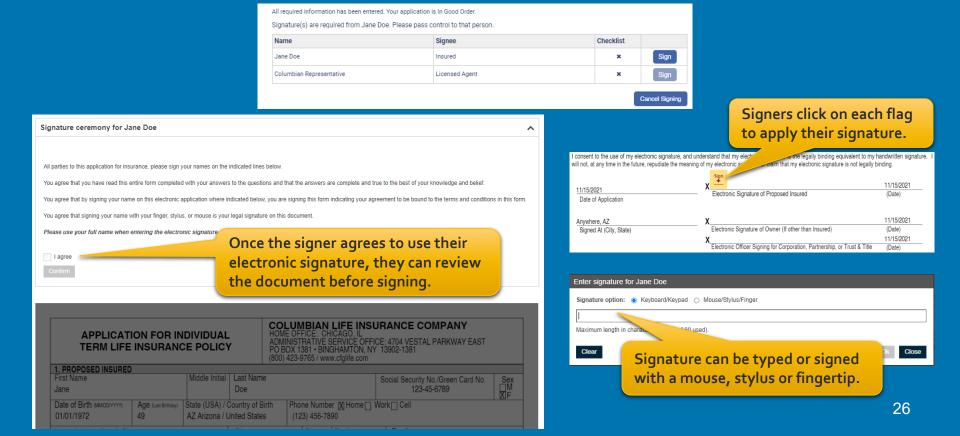




#### SafeShield® eApp In-Person Signatures



Each signer will review the document and apply their electronic signature.



#### SafeShield® eApp In-Person POS Decision



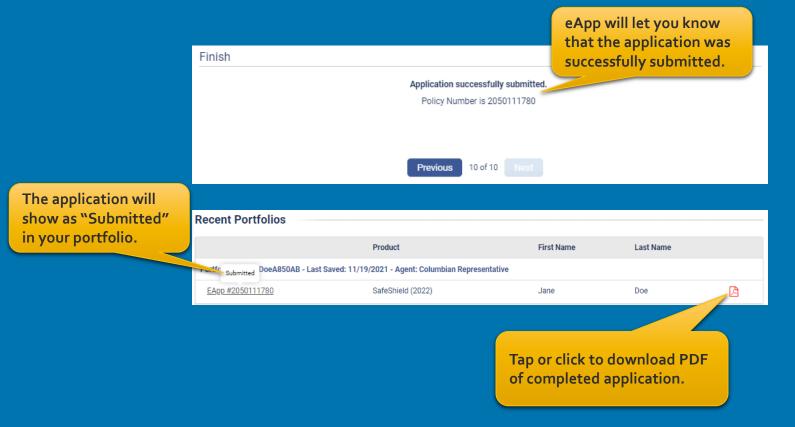
If POS Decision was selected, the decision will display in less than a minute.



## SafeShield® eApp Submitted Application



eApp will let you know that the application was submitted and the status will show in your portfolio.



# SafeShield® eApp Remote Signatures



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 shown below will be discarded.	orrect, you may click the "Decline" button to return to the application entry screen and the forms	
Pay special attention to the portions of the f	rms where your signatures are requested.	
After you review the forms, you will be asked Please use your full name when Was the application completed by phone?	o accept the terms of this application by signing your pame electronically.  For telephone sales,  answer Yes.	
PRINT	Sign and Submit POS Authorization Remote signing	
	Previous 9 of 9 Next	
	Select POS Authorization for an	

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

# SafeShield® eApp Remote Signatures



Enter the email address and assign an access code for each signer, including yourself.

Finish			
the email for signing. The defa	enter their Access code to review and sign the necessary docu ult value (other than blank) may be used for an Access code o nt to remember, such as mother's maiden name, name of first	or a new value may be entered. The Access code entered her	
Access codes must be:			
6-50 characters in length		Enter the email address	s
Cannot include < , > , & , # or sp	paces	for each signer.	
	Assign a simple access code and		
Jane Doe (Insured) Access Code	share it with the signer. They will	Email Address Re-Enter eMail	
JDoe2022	need it to access the document.	janedoe@mail.com janedoe@mail.com	
JD062022		Janeuoe@maii.com	
Columbian Representative (Lic Access Code	censed Agent) Agent Name	Email Address Re-Enter eMail	
CFGRep	Andrew Agent	ColumbianRep@speed.net ColumbianRep@spe	eed.net
	Previous 10 of 10		d Email
CFGRep			

#### SafeShield® eApp Remote Signatures



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

Each signer will apply their electronic signature if all information is correct.

If corrections are needed, the signer can select "Other Actions" and "Decline to Sign." On the eApp Finish screen, select "Cancel Signing." This will unlock the application and allow you to make corrections before resending for signatures.

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

Access Code

JD0e2022

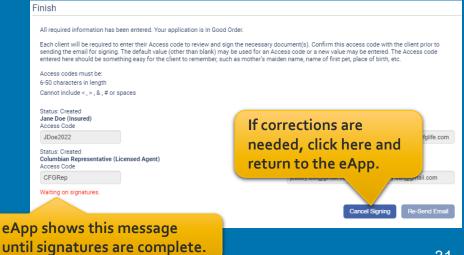
VALIDATE

I NEVER RECEIVED AN ACCESS CODE

f my electronic signature or claim that my electronic signature is not legally binding.

X 09/30/2021

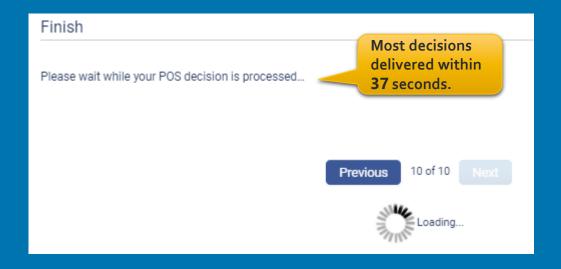
Electronic Signature of Proposed Insured (Date)



#### SafeShield® eApp Remote POS Decision



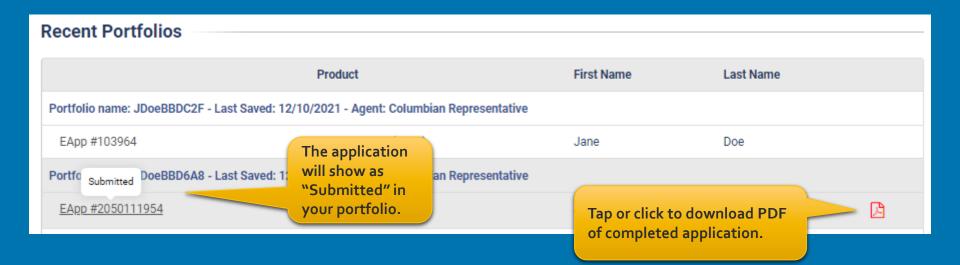
If POS was selected, the decision will be delivered while you're on the phone with the client.



## SafeShield® eApp Submitted Application



Finish		
	Application successfully submitted. Policy Number is 2050111780	eApp will let you know that the application was successfully submitted.
	Previous 10 of 10 Next	



#### SafeShield® eApp with 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. 2/23)