

# COMPLETING THE APPLICATION

Download state-specific applications and forms.

Contracted agents may also access **eApp** or order printed forms from the online Marketing Catalog.

## Two Easy Ways to Apply



Complete our convenient online application on your tablet or computer. Intelligent data entry, error indicators and two options for e-Signature make eApp a breeze!

### How it Works:

- eApp will generate the proper forms based on the state of issue, product and information inputted on the application
- Complete the Application Parts 1 and 2, and other required forms
- Use a touchscreen or mouse to sign in the meeting or send an email to request your client's signature
- After signatures are completed, submit the application
- GCU will review the application and communicate the underwriting decision to you. In certain cases, a GCU representative may contact the agent to clarify an answer on the application

## 2 PAPER

For an all-paper submission, complete the full application and required forms and submit.

### How it Works:

- Complete and sign the Application Part 1, Application Part 2, required forms and HIPAA authorization and submit them to GCU
- GCU will review the application and communicate the underwriting decision to you
- In certain cases, GCU may contact the agent to clarify an answer on the application

### Helpful Tips for eApp

- *Make sure you and your client have a valid email address*
- *Clients will need a driver's license or other valid form of identification for the e-signature process.*

### Helpful Tips for Paper Applications

- *Any changes or corrections on the application must be initialed by the proposed insured (and owner if different). Errors covered with correction fluid will **NOT** be accepted.*
- *All necessary signatures must be on the application at the time of submission or the application will be returned.*
- *HIPAA forms must be fully completed including date of birth and insured's signature.*

# REQUIREMENTS FOR APPLICATION & PAYMENT

An agent must be contracted with GCU before taking an application.

## Life Insurance Coverage

Prior to applying for life insurance coverage, it is important to understand who may have an insurable interest in the individual who is being insured. This could have a bearing on the acceptability of the owner, premium payer and beneficiary(ies) that are chosen.

## Insurable Interest

Any application submitted with a questionable insurable interest may be reviewed and the Underwriter may request additional information to clarify or explain the beneficiary or ownership arrangement. If the explanation does not meet state regulation or GCU guidelines, the application may be withdrawn or the ownership or beneficiary may be changed by the underwriter to meet the necessary requirements.

Any policy approved with misrepresentation of the insurable interest of the owner, payor or beneficiary made on the application may be subject to the incontestability clauses in the contract.

## Determination of the Beneficiary's Insurable Interest

Courts and state laws have established guidelines for those persons and entities presumed to have insurable interest.

People generally have an insurable interest in the lives of their spouses and dependents. Based on this relationship, the general rule of thumb is:

- Spouse
- Civil Union Partner
- Parents and children (including adopted children)
- Grandparents
- Siblings
- Fiancée
- Stepchildren and stepparents
- Estate

## No Apparent Insurable Interest

- Other relatives by marriage
- Nieces and nephews
- Cousins
- Uncles and aunts
- Godparents and Godchildren

## Determination of the Owner Insurable Interest

If the policy owner is someone other than the proposed insured, that individual must have a vested interest in the life of the proposed insured. Part of the underwriting process is to determine whether there is reasonable interest in the life of the proposed insured and that there will be financial loss or burden to the owner in the event of the insured's untimely death.

## Insurable Interest Owner Relationships

- Self
- Spouse
- Civil Union Partner<sup>3</sup>
- Immediate Family Member (e.g. sibling)<sup>3</sup>
- Fiancée<sup>3</sup>
- Trustee
- Parent<sup>3</sup>
- Child<sup>3</sup>
- Grandparent<sup>3</sup>

If the explanation does not meet state regulation or GCU guidelines, the application may be withdrawn or the ownership or beneficiary may be requested to be changed by the underwriter to meet the necessary requirements.

3. Additional information may be required to validate relationship or insurable interest.

# REQUIREMENTS FOR APPLICATION & PAYMENT

## Ownership Example Questions

Example follow up questions when an owner is someone other than the insured or spouse:

1. Why is the owner someone other than the insured?
2. What is the purpose/need of the coverage?
3. What is the financial loss to the owner upon death of the insured (e.g. is there a current financial dependency between the parent/child)

## Premium Payer

If the premium payer is going to be someone other than the proposed insured or owner, please be prepared to provide the insurable interest rationale for that individual being named as the premium payer.

Example follow up questions when a premium payer is someone other than the proposed insured or proposed owner:

1. Why is the premium payer someone other than the proposed insured and/or owner?
2. Is the proposed insured not able to afford the coverage?
3. Is the owner not able to afford the coverage?

## Insured Consent

ALL applications must have the consent and signature of the Proposed Insured.

## Replacement

We will permit replacements as long as the replacement is in the best interest of the client and the appropriate state replacement forms are submitted with the application.

However, 1035 Exchanges are not permitted.

## Replacement Guideline

GCU does not condone the systematic or deliberate replacement of existing life insurance as a marketing practice.

## Backdating

Backdating will be allowed in cases where the Insured's age changes between the application signature date and the date of policy issue.

## Payment

Personal checks from the client made payable to GCU or monthly Electronic Funds Transfer (EFT) from the client's checking account will be accepted for premiums. No agent or agency checks, EFT from savings accounts, CODs or money orders will be accepted for premium payment.

## Non-Resident Sales

When a person purchases a life insurance policy or annuity in a state that is different from their primary residence state, it is considered a Non-Resident Sale. Generally, insurance products should be solicited in the state where the applicant resides. However, sales may be permitted when the applicant has a significant connection to the non-resident state where they are purchasing the product.

# FIELD UNDERWRITING

Eternal Advantage is underwritten on a simplified issue basis.  
There are no medical examinations, tests or fluid collection.

Underwriting is based on your client's answers on the application.

If your client answers "yes" to any of these questions, coverage will not be available. Additional health questions of the application contains underwriting questions used to determine if your client is eligible for coverage.

**PLEASE IMPRESS UPON YOUR CLIENT** the need to ensure that their answers on the application are true and complete. Application answers will be validated against data received from third-party sources relative to identity, prescription and insurance history (MIB).

Coverage may not be available if application responses conflict with data we receive from these sources.

## Eligibility Questions

If the client answers "yes" to any of the questions, no coverage will be available and the application should not be submitted.

## Risk Classes

This product has 6 risk classes: Preferred, Standard, Modified with Tobacco and Non-Tobacco options.

## Tobacco Definition

In the last 12 months the use of tobacco or nicotine in any form including: Cigarettes, cigars or pipes (more than 12 times a year), smokeless tobacco, nicotine substitutes, including patches and gum, electronic (smokeless) cigarettes, and vaping.