DATE:
 June 19, 2013
 N° 2013-15

 CATEGORY :
 INSURANCE

 TO :
 Managing General Agents, Associate General Agents, Advisors, General Agents and National Accounts

 SUBJECT :
 Revised Life Applications

We have updated our Life and Health Insurance Application (D-0082) and Single Life Term Insurance Application (D-0024). The updated applications now have a version date of 05/13.

Update highlights Here are a few highlights from this update:

- Added Hybrid Solution 100 to the product pages.
- Added e-cigarettes to the smoker definition.
- **Health Information section** expanded the alcohol question to allow for more specific information on amount and type of alcohol consumed.
- Personal Information section added the following to the Status question:
 - Are you a Canadian resident for Canadian income tax purposes?
- Advisor's Report we added a few new questions to this section to help expedite processing:
 - To the Information of Purchase question, we added the question "Does this case meet the large case rule? Have you received Head Office approval?"
 - Added a new section entitled Disclosure Information, which includes the following two questions:
 - "Do you know of any information not disclosed in this application that could impact the insurability of a Life Insured?"
 - "Did you meet with the proposed Owner/Insured(s) in person? If not, Head Office approval is required and evidence of the approval must accompany this application."
 - Added a new section entitled Issue Instructions to allow the Advisor to specify the policy numbers of "linked" or related policies that are to be issued together.
- **Ordering stock** The updated applications are now in stock, however we will continue to ship existing stock until depleted. It is not necessary to order new stock; please continue to use your existing stock until depleted as well. The updated applications can be also downloaded from the **Printable Applications** section of our Advisor website.

Reference Sheila Kingston, Director, Insurance Operations

