

The Final Expense Whole Life plans provided by American Enterprise and GWIC are designed to help customers secure their financial futures and ease the financial burden on their families. The policy manual details two main products: Guaranteed Assurance and Assurance Plus. The Guaranteed Assurance product features a simplified application process without health questions, ensuring universal qualification, while Assurance Plus requires health information and offers a higher death benefit from the outset. Both policies include a limited death benefit for non-accidental deaths during the first two years and an accelerated death benefit rider for those diagnosed with terminal or chronic illnesses. Agents are required to uphold ethical standards, maintain customer relationships, and comply with relevant regulations. The application process mandates accurate completion, utilizing the correct version for the applicant's state, and can be expedited through the MyEnroller electronic application tool. Coverage amounts range from \$1,000 to \$40,000, with specific rules governing multiple beneficiaries and legal designations. Insurable interest laws must be understood, ensuring policy owners have a legitimate interest in the life of the insured, and GWIC does not verify insurable interest when the insured and owner are the same individual. The application process includes inquiries about the proposed insured's medical history, with disqualifying conditions such as certain cancers and serious health issues leading to ineligibility for Assurance Plus. A Child or Grandchild Rider is also available, providing a \$2,500 benefit upon the death of a covered child or grandchild for a monthly premium of \$1.

The policy emphasizes understanding replacement rules when purchasing a new policy while discontinuing an existing one, ensuring it serves the owner's best interest. Agents must conduct thorough interviews to assess the appropriateness of replacements and inform owners of potential consequences, including loss of existing benefits. The policy outlines the process for 1035 Exchanges, allowing the exchange of an existing life insurance policy for a new one under specific conditions. Premium payments are to be made via preauthorized bank withdrawals or credit cards, with initial premiums drawn upon policy activation. If a premium is not successfully withdrawn, the policy enters a grace period of thirty days (or sixty days in certain states) before lapsing, during

which coverage remains in effect. If premiums are not received, non-forfeiture options will be implemented.

The document also details the processing of new business, policy delivery, and conditions related to cancellations and lapses. GWIC requires that any changes to applications or forms be initialed and dated by the applicant, and policies are mailed directly to the owner, initiating a free-look period upon delivery. Coverage may be refused to individuals with known ties to illegal activities, and only U.S. citizens or permanent residents may apply. Policies can be backdated for up to one month, provided the premium is paid. If premiums are not received, the policy will lapse, and if it has cash value, the owner can choose from non-forfeiture options such as Extended Term Insurance, Paid-Up Insurance, or Surrender for Cash. To cancel a policy, a written request must be submitted, and in some states, a secondary addressee can be designated to receive lapse notifications. Policies may be reinstated within five years of a lapse if the owner provides evidence of insurability and pays past-due premiums with interest. Underwriting for Assurance Plus policies involves a review of medical history and may include a telephone interview, with certain medical conditions disqualifying applicants.

Agents must be properly licensed and complete required documentation to contract with GWIC, maintaining their licenses and adhering to ethical standards, especially when selling to seniors. GWIC requires prior approval for any advertising that includes its name or products, and agents must safeguard customer privacy. The document emphasizes compliance with anti-fraud policies, requiring agents to report suspicious activities. Termination of an agent's appointment may occur due to low performance metrics or failure to meet established thresholds, with the possibility of appealing such decisions. Agents are encouraged to monitor their business performance through the agent portal and understand their commission structures and obligations.

The document provides contact information for customer service and new business inquiries, along

with fax numbers and email contacts for various inquiries. It notes that the information is intended for agents only and not for consumer solicitation, advising readers to refer to the policy or certificate for specific details, limitations, and exclusions. GWIC is rated A- (Excellent) by A.M. Best, and the document is dated April 2018. GWIC® is a registered trademark, and MyEnrollerSM is a servicemark owned by the American Enterprise Group, Inc.