SENIOR
LIFE
INSURANCE COMPANY

Date: **March 25, 2011**

To: **Agents, Managers, and Staff, Senior Life Insurance Company**

Cc: **NLS**

From: **Bonnie M. Hortman, Market Compliance Manager** bmh

RE: **Nevada**

Senior Life Insurance Company is pleased to announce that on **Friday, March 25, 2011** we will begin accepting applications for life insurance from and distributing discount drug cards in the State of **Nevada**. Here are a few things you should know:

- Applications
  - State specific Applications (except Modified and Easy Issue) can be written for people ages 0 – 85 (varies according to plan).
  - Modified and Easy Issue plans use the 2010 updated CO, KS, NE, NV, NM, & WV Applications.
  - Plans available: Super Preferred, Preferred, 10 Pay Preferred, Standard, 20 Pay Standard, Joint First To Die, Modified, and Easy Issue. Minimum face amount is $1,000. Maximum face amount is $30,000 (varies according to plan and age).
  - Please note that the Agent Statement section on the back of these applications now includes yes/ no check boxes to indicate whether or not the proposed insured has ***existing coverage*** and a statement certifying that a replacement notice was read if applicable.
  - In an effort to better communicate with our policyowners, we have added a field for the policyowner's email address. When available, please begin collecting this information.
  - If the insured and owner is the same person, the policy can benefit anyone. For all third-party applications, all beneficiaries (primary and contingent) must be either the insured, the personal representative of the insured, or a person who has an insurable interest in the insured at the time when the application was signed. A funeral home may only be named as a beneficiary when the insured and owner is the same person.
  - All adult insureds *other than spouse* must answer health questions and sign for any product (Preferred plans – All adults must sign application).
  - Minors who have attained the age of 16 can be the owner of their own policy. A policy owned by a person 16-17 years can be for his/her benefit or for the benefit of his/her estate or for person having insurable interest in the life of the minor.

- Replacement Form (REP10)
    - If at the time of application the applicant indicates replacement is involved, the Agent must read the Replacement Notice REP10 to the Applicant. The Notice must be signed by both the Applicant and the Agent.
    - For field applications, a copy of the REP10 must be left with the Applicant. The original form must accompany the Application to the Home Office for inclusion with the Policy.
    - For phone applications, the REP10 must be reviewed on recording, signed by the Applicant and Agent, and a copy mailed to the Applicant when the Application is completed. The original form must accompany the Application to the Home Office for inclusion with the Policy.

These requirements will be incorporated into the new Agent Manual, which will be updated in the near future. Attached, please find an updated Required Forms by State listing of applicable forms and an updated NLS Agent Order Form. Please distribute appropriate information to your subagents. These new forms are available by logging into the website at www.SeniorLifeInsuranceCompany.com.