



Foresters Prepared Accidental Death Term Insurance

At Foresters™, we are committed to providing quality products and services to you, our distribution partners. We value your business and will do our best to offer a broad range of insurance protection packages that meet your clients' needs and help your business grow.

Why offer an accidental death term insurance product?

Based on your feedback, we designed an affordable accidental death term insurance product for your clients who may need:

- Basic and low-cost insurance protection in the event of an accidental death
- A viable alternative in the event their Foresters term life insurance application is declined

Why does the accidental death term insurance premium have different rate scales?

Foresters Prepared Accidental Death Term Insurance was filed under health insurance regulations in most states. As a result, we must comply with various state health insurance regulations, some of which are quite different than those for traditional term or whole life insurance.

While designing a product that is simple and easy to understand is essential, it is equally important for us to be able to offer the product to as many of you as possible.

Rather than opting for an easy solution to make the product only available in a limited number of states, we went for the right solution – to meet various state requirements and offer the product in as many states as possible by introducing alternate premium rate scales for the base plan and the Return of Premium Rider. In essence, we can summarize the premium variation by state into 3 different groups:

For MI and NH	For DE, IA, KY, MT*, ND, OH and UT	For All Other Approved States
Base rates: Alternate scale ROP rates: Alternate scale <ul style="list-style-type: none"> • Alternate base and ROP rates are lower than the U.S. general rates with lower FYC and no renewal commissions • ROP is a mandatory rider 	Base rates: Alternate scale ROP rates: U.S. general scale <ul style="list-style-type: none"> • FYC and renewal commissions will be based on the alternate base rate scale <p>* MT uses unisex rates</p>	Base rates: U.S. general scale ROP rates: U.S. general scale <ul style="list-style-type: none"> • U.S. general base and ROP rates are higher than the alternate rates with higher FYC and renewal commissions

Where can I find the various premium rates scales?

Premium rates and calculations are included in the Foresters Prepared Producer Guide. You can also run a premium quote by using the Premium Quote Calculator. These tools and many other marketing materials are available on Foresters ezbiz producer website.

Why is the accidental death term product not filed in certain states?

Despite our efforts to make the product available in as many states as possible, there were certain states where we could not meet their requirements while meeting our minimum profitability guidelines at the same time. The product will not be available in the following states:

CO, MA, MN, NJ, NY, PA, SD

Also, as with our other product lines, we do not file in VT.

What do I do to pre-screen my prospective clients?

Foresters Prepared is a true simplified issue product with a few “knock-out” health/lifestyle questions and certain occupational exclusions. For more information, refer to the Who’s Not Eligible section in the Foresters Prepared Producer Guide.





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What do I do if my clients would like to use Foresters Prepared as a “fall back*” solution for a declined term life application?

Just simply follow these steps:

- **Follow** your usual sales process for Foresters term insurance
- **Introduce** Foresters Prepared to your clients (marketing collateral and consumer brochure are available on Foresters ezbiz producer website) during your term point-of-sale process
- **Include** a signed **Authorization to Review and Transfer Information** form with your client’s term life application
- If your client’s term application is indeed declined, following the decline term notification from the Underwriting team, you will receive a follow-up mail package which includes a partially pre-filled Foresters Prepared application
- **Complete** the pre-filled application with your client by meeting your client face-to-face or by phone. ** If you choose to complete the application by phone, you can mail the completed application to your client for signature. Be sure to use the client cover letter provided in the same mail package.

For more information, refer to the **To Apply for Foresters Prepared As a “Fall Back” Solution** section in the producer guide.

* “Fall back” is not available where the term application is meant to replace existing life coverage.

** Option is not available in WV or for cases where the initial premium is to be paid by check.

If my client’s term life application is declined and my client is eligible for Foresters Prepared as a “fall back” solution, will you use the premium check submitted with the term application for the Foresters Prepared?

To complete the term decline process, we will refund the premium submitted with the term application. If the client decides to proceed with the Foresters Prepared application, the initial premium is required. The initial premium can be paid through PAC or check.

Do I need to be licensed to sell health products to sell Prepared?

Except for Florida and Indiana where Prepared was filed and approved under life insurance regulations, producers in all other approved states must have a health insurance license to sell Prepared.

It is important to note that, in strict states (Connecticut, Louisiana, New Mexico, Massachusetts*, Pennsylvania*) **BEFORE** writing any business you must notify Foresters when you receive your health license and want to sell Prepared so that you can be pre-appointed in that state. In non-strict states, Foresters will appoint you to the state when you submit Prepared business.

*Prepared is not for sale in these strict states.

Is there a chargeback on death claim?

Chargeback (100%) will only be applied to claims resulting from a non-accidental death that occurs within the first certificate year.

Why doesn’t the Foresters Prepared application have an owner section or a question about whether or not the payer is the owner?

In the majority of our new business cases, the proposed insured is the certificate owner as well as the payer. As such, to simplify the application process, at the point of sale, the proposed insured must be the certificate owner and the payer.

Please note that an assignment form or a change request can be submitted to change the certificate owner or payer respectively after the certificate is issued.

Is my client covered under a Temporary Insurance Agreement (TIA) while his/her Foresters Prepared application is being processed?

No, there is no conditional or temporary insurance coverage even if the initial premium was collected with the application.

Will my client be entitled to member benefits* if his/her Foresters Prepared application is approved?

Yes. The client will be entitled to member benefits with an exception of the Terminal Illness Loan. Because Foresters Prepared provides death benefit for accidental death and does not cover death due to sickness, the Terminal Illness Loan will not be available.

* Foresters members includes the insureds and annuitants under Foresters insurance and annuity certificates. Foresters member benefits are non-contractual, subject to benefit specific eligibility requirements and limitations and may be changed or canceled at any time without notice. Definitions are benefit specific and may vary by benefit. For details, visit www.foresters.com.

More questions?

Visit Foresters ezbiz producer website for detailed product information and a sample contract or contact our Sales Desk.