☐ National Life Insurance Company®
☐ Life Insurance Company of the Southwest™

National Life Group®

# Important Notice
# Replacement of Life Insurance or Annuities

This document must be signed by the applicant and the producer, if there is one, and a copy left with the applicant.

You are contemplating the purchase of a life insurance policy or annuity contract. In some cases this purchase may involve discontinuing or changing an existing policy or contract. If so, a replacement is occurring. Financed purchases are also considered replacements.

A replacement occurs when a new policy or contract is purchased and, in connection with the sale, you discontinue making premium payments on the existing policy or contract, or an existing policy or contract is surrendered, forfeited, assigned to the replacing insurer, or otherwise terminated or used in a financed purchase.

A financed purchase occurs when the purchase of a new life insurance policy involves the use of funds obtained by the withdrawal or surrender of or by borrowing some or all of the policy values, including accumulated dividends, of an existing policy, to pay all or part of any premium or payment due on the new policy. A financed purchase is a replacement.

You should carefully consider whether a replacement is in your best interest. You will pay acquisition costs and there may be surrender costs deducted from your policy or contract. You may be able to make changes to your existing policy or contract to meet your insurance needs at less cost. A financed purchase will reduce the value of your existing policy and may reduce the amount paid upon the death of the insured.

We want you to understand the effects of replacements before you make your purchase decision and ask that you answer the following questions and consider the questions on page 2.

1. Are you considering discontinuing making premium payments, surrendering, forfeiting, assigning to the insurer, or otherwise terminating your existing policy or contract? ☐ Yes ☐ No
2. Are you considering using funds from your existing policies or contracts to pay premiums due on the new policy or contract? ☐ Yes ☐ No

If you answered 'Yes' to either of the above questions, list each existing policy or contract you are contemplating replacing (include the name of the insurer, the insured, and the contract number if available) and whether each policy will be replaced or used as a source of financing:

| | INSURER NAME | CONTRACT OR POLICY NO. | INSURED | REPLACED (R) OR FINANCING (F) |
|---|---|---|---|---|
| 1. | | | | |
| 2. | | | | |
| 3. | | | | |

The existing policy or contract is being replaced because: ______________________

Make sure you know the facts. Contact your existing company or its agent for information about the old policy or contract. If you request one, an in-force illustration, policy summary or available disclosure documents must be sent to you by the existing insurer. Ask for and retain all sales material used by the agent in the sales presentation. Be sure that you are making an informed decision.

I do not want this notice read aloud to me. ______________________
*(Applicants must initial only if they do not want the notice read aloud.)*

I certify that the responses herein are, to the best of my knowledge, accurate:

Applicant's Signature: Date: *(mm/dd/yyyy)*

Applicant's Name: *(Print.)* Date: *(mm/dd/yyyy)*

Producer's Signature: Date: *(mm/dd/yyyy)*

Producer's Name: *(Print.)* Date: *(mm/dd/yyyy)*

**Copies to the Company, the Customer, and the Agent**

## Important Notice: Replacement of Life Insurance or Annuities

A replacement may not be in your best interest, or your decision could be a good one. You should make a careful comparison of the costs and benefits of your existing policy or contract and the proposed policy or contract. One way to do this is to ask the company or agent that sold you your existing policy or contract to provide you with information concerning your existing policy or contract. This may include an illustration of how your existing policy or contract is working now and how it would perform in the future based on certain assumptions. Illustrations should not, however, be used as a sole basis to compare policies or contracts. You should discuss the following with your agent to determine whether replacement or financing your purchase makes sense:

### PREMIUMS:

Are they affordable?
Could they change?
You're older--are premiums higher for the proposed new policy?
How long will you have to pay premiums on the new policy? On the old policy?

### POLICY VALUES:

New policies usually take longer to build cash values and to pay dividends.
Acquisition costs for the old policy may have been paid; you will incur costs for the new one.
What surrender charges do the policies have?
What expense and sales charges will you pay on the new policy?
Does the new policy provide more insurance coverage?

### INSURABILITY:

If your health has changed since you bought your old policy, the new one could cost you more, or you could be turned down.
You may need a medical exam for a new policy.
Claims on most new policies for up to the first two years can be denied based on inaccurate statements. Suicide limitations may begin anew on the new coverage.

### IF YOU ARE KEEPING THE OLD POLICY AS WELL AS THE NEW POLICY:

How are premiums for both policies being paid?
How will the premiums on your existing policy be affected?
Will a loan be deducted from death benefits?
What values from the old policy are being used to pay premiums?

### IF YOU ARE SURRENDERING AN ANNUITY OR INTEREST SENSITIVE LIFE PRODUCT:

Will you pay surrender charges on your old contract?
What are the interest rate guarantees for the new contract?
Have you compared the contract charges or other policy expenses?

### OTHER ISSUES TO CONSIDER FOR ALL TRANSACTIONS:

What are the tax consequences of buying the new policy?
Is this a tax-free exchange? (See your tax advisor).
Is there a benefit from favorable "grandfathered" treatment of the old policy under the federal tax code?
Will the existing insurer be willing to modify the old policy?
How does the quality and financial stability of the new company compare with your existing company?

National Life Group®

# Consent to Do Business and Access Information Electronically

**What is the purpose of this Consent?**

The purpose of this voluntary consent ("Consent") is to agree to conduct business electronically and/or access information electronically that is related to a National Life Group company, including National Life Insurance Company and Life Insurance Company of the Southwest. By proceeding, you will be providing us and our authorized designees and agents, with your voluntary consent to (to the extent permitted by applicable law and regulation):

- Make the information and documents provided in this transaction available to you electronically; and
- Process this transaction electronically; and
- The provisions of this Consent.

This Consent covers your agreement to be bound with the same force and effect as if you had signed your name on paper by hand. Please note, you may not electronically sign a document in any name other than your own. You understand that by continuing you are giving your electronic signature. You agree to maintain the security of your Internet access and e-mail address.

**What kinds of transactions may be conducted electronically?**

Currently, the only transaction you may conduct electronically in connection with this Consent is the transaction for which you are receiving this notice. Even though you have provided us with this consent, we may, at our option: (a) deliver documents and information to you on paper, and (b) require that certain communications from you be delivered to us on paper.

**What hardware and software is required?**

You will need a device that can access the Internet and an up-to-date web browser, such as Internet Explorer, Chrome, or Firefox. You will also need to be able to open and access documents in "portable document format" (also referred to as .pdf). You can get a .pdf reader at no cost at http://get.adobe.com/reader.

**If I prefer to use paper instead of conducting a transaction electronically, may I use paper?**

Yes. Please contact your agent, call 800-732-8939, or write to us at 1 National Life Drive, Montpelier, Vermont 05604. You may also obtain a paper copy of any documents delivered to you electronically without charge by calling 800-732-8939 or writing National Life Group, 1 National Life Drive, Montpelier, Vermont 05604.

**Should I maintain copies of the electronic documents?**

Yes. You should print or save this Consent and all documents electronically provided to you under this Consent for your records. If you have any trouble with printing or saving a document, please call (800) 732-8939.

**How long will this consent remain in effect?**

This Consent shall become effective as soon as you sign it and remains in effect throughout the transaction. This Consent does not apply to any future transactions with us.

**What if I change my mind?**

If you change your mind about doing business electronically, you should not proceed. Once you complete this electronic transaction, it is effective.

By your acknowledgment, you confirm that:

- You can access and read this Consent to Do Business & Access Information Electronically;
- You can print on paper the Consent or save or send the Consent to a place where you can print it, for future reference and access;
- You consent to making the information and documents included in this transaction available to you electronically; and,
- You consent to processing this transaction electronically.

Signature: ____________________ Print Name: Jennifer Estrada Moreno







Centralized Mailing Address: One National Life Drive, Montpelier, VT 05604 | 800-732-8939 | www.NationalLife.com