



1455 West Lake Street
 Minneapolis, MN 55408-2666
 Phone (612) 827-3611
 Toll Free (800) 945-8851
www.sonsofnorway.com

DEFINITION OF REPLACEMENT

In order to determine whether you are replacing or otherwise changing the status of existing life insurance certificates or annuity contracts, and in order to receive the valuable information necessary to make a careful comparison if you are contemplating replacement, the financial benefits counselor is required to ask you the following questions and explain any items that you do not understand.

As part of your purchase of a new life insurance certificate or a new annuity contract, has existing coverage been, or is it likely to be:

1. Lapsed, surrendered, partially surrendered, forfeited, assigned to the insurer replacing the life insurance certificate or annuity contract, or otherwise terminated? Yes No

2. Changed or modified into paid-up insurance; continued as extended term insurance or under another form of nonforfeiture benefit; or otherwise reduced in value by the use of nonforfeiture benefits, dividend accumulations, dividend cash values or other cash values? Yes No

3. Changed or modified causing a reduction either in the amount of the existing life insurance or annuity benefit or in the period of time the existing life insurance or annuity benefit will continue in force? Yes No

4. Reissued with a reduction in amount such that any cash values are released, including all transactions wherein an amount of dividend accumulations or paid-up additions is to be released on one or more of the existing certificates? Yes No

5. Assigned as collateral for a loan or made subject to borrowing or withdrawal of any portion of the loan value, including all transactions wherein any amount of dividend accumulations or paid up additions is to be borrowed or withdrawn on one or more existing certificates? Yes No

6. Continued with a stoppage of premium payments or reduction in the amount of premium paid? Yes No

***Form continues on following page.**



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DEFINITION OF REPLACEMENT (CONTINUED)

If you have answered yes to any of the questions on the previous page of this form, a replacement as defined by New York Insurance Department Regulation No. 60 has occurred, or is likely to occur, and your financial benefits counselor is required to provide you with a completed Disclosure Statement and the Important Notice Regarding Replacement or Change of Life Insurance Certificates or Annuity Contracts.

Signature of Applicant

Date

Signature of Applicant

Date

To the best of my knowledge, a replacement is involved in this transaction:

Yes

No

Financial Benefits Counselor's Signature

License Number

Date