

Field Marketing and Underwriting Guide

Table of Contents

1) Welcome letter from Eivind Heiberg, CEO	Page 5
2) Contact Information	Page 6
3) Guide to doing business with Sons of Norway	Page 7
o Personalized Service	
o Sales Support	
o New Business	
o Agent contracting	
o Website	
o Illustration software	
o Submitting an application	
o New Business Process	
4) Products at a glance	Page 8
5) Marketing Materials	Page 12
6) Underwriting	
o Insurance Services Pledge	Page 15
o Sons of Norway's Underwriting Edge	Page 16
o Fully Underwritten Products	Page 17
o Super Select/Select Criteria	Page 17
o Build Charts	Page 18
o Completing Applications	Page 19
o Underwriting Requirements	Page 20
o Merits of Field Underwriting	Page 22
7) Annuity Application Guidelines	Page 24
8) 1035 Exchanges	Page 26
9) LeapFile	Page 27

Our Mission

The mission of Sons of Norway is to promote and to preserve the heritage and culture of Norway, to celebrate our relationship with other Nordic countries and to provide quality insurance and financial products to its members.

Welcome to Sons of Norway!

We are glad you have joined our distribution team and look forward to earning your business! We hope you will find this guide helpful and easy to use. If you have any questions never hesitate to call us (800) 945-8851

Sons of Norway, a financial services and international cultural organization headquartered in Minneapolis, began with shared values and a simple promise of financial security when like-minded people came together to protect their families, celebrate their culture and strengthen their community.

For more than 120 years, we've lived our mission to promote and preserve the heritage and culture of Norway, celebrate our relationships with other Nordic countries and provide quality insurance and financial products to our members. Now 50,000 members strong, we play an active role in communities throughout North America and Norway.

Sincerely,

Eivind Heiberg
Sons of Norway Member and CEO



Contact Information (800) 945 8851 or 612-827-3611 Fax (612) 827-0658

www.sonsofnorway.com

Sales Support
Licensing and
Contracting Customer
Service
New Business
Underwriting

To Submit an application

By Mail

Sons of Norway
New Business
1455 West Lake Street
Minneapolis, MN
55408-2666

By UPS, Fed-ex or

priority Sons of
Norway
New Business
11100 Bren Road W
Minnetonka, MN
55343

By Email

Use Leapfile
Instructions on page 25-27

By Fax
(612) 767-1961

Agent Support Services

FBC Toolbox- for all forms and tools needed

www.sofn.com/fbc_resources

Watch for your agent e-newsletter

Sons of Norway, 1455 West Lake Street, Minneapolis, MN, offers financial products, but not all products are available in all states. Products issued by Sons of Norway are available to applicants who meet membership, insurability and residency requirements.

Doing Business with Sons of Norway

Personalized Service and Support – With Sons of Norway you are not an agent number. When you call 800-945-8851 you will be greeted by a real person who wants to help answer your question.

Expert Sales Support –

We can help you:

- Learn about our products
- Understand the features that fit your clients' needs
- Illustration and sales tools support
- Find what you need on the website and order materials
- Order marketing materials to support the sale at no cost to you

Underwriting and New Business –

Assisting you in placing the business:

- Personal and direct access to your underwriter
- Pending business reports at your fingertips
- Electronic application available for all products
- Simplified and guaranteed underwriting available

Getting Contracted with Sons of Norway -

Our contracting and licensing department will create a personal package for you to ensure the necessary paperwork is clear and easy to complete. Included in this package will be your application for your Sons of Norway Membership. We want to ensure you are ready to do business as well as enjoy your valuable member benefits.

Agent website access

www.sofn.com/fbc_resources

One stop for all the tools and materials you need to be successful. You can access materials, applications, information on state availability as well as 24/7 training. All of the product profiles, forms and questionnaires are ready to download and use.

Illustrating Sons of Norway products

www.lifebase.com/SON/login

Illustrations are available through “lifebase.com” and can be accessed anytime you need. You can also create revised illustrations when needed. Products that need a signed illustration will be noted in the system. They include; all whole life products, universal life, single premium whole life and annuities.

Submitting an application

Application can be submitted via mail, e-application, e-mail or fax to our new business team.

New Business process

Once we receive the application the case will be set up and assigned a policy number for ease of tracking. The new business team will determine requirements and get the process started.

You will receive a new business pending report via e-mail every week. If you need an update between reports our new business team is happy to help.

Products at a Glance

	Whole Life – Par	Whole Life – Non-par	Single Premium WL
Description	Whole life product - premium payment product with guaranteed death benefit and cash values. A non-guaranteed refund in the form of a dividend is also paid.	Whole life product - premium payment product with guaranteed death benefit and cash values. Refunds in the form of dividends are not paid with this contract.	Single premium whole life product with a guaranteed fixed single premium, death benefit and cash values. A non-guaranteed refund in the form of a dividend is also paid.
Issue ages	0-85		
Maturity age	121		
Minimum Face Amounts	\$50,001		\$50,001
Minimum Premium	\$120 annually at issue without riders		\$2,000
Premium modes	Annual, semi-annual, quarterly and AWP		Single Premium payment
Premium Bands	Band 1 \$50,001- \$99,000 Band 2 \$100,000 & higher		Band 1 \$50,001- \$99,999 Band 2 \$100,000 & higher
Underwriting	Traditional Underwriting		
Underwriting classes	<ul style="list-style-type: none"> • Super Select Non-Tobacco (Z) • Select Non-Tobacco (X) • Standard Non-Tobacco (P) • Tobacco (S) • Juvenile (issue ages 0-17) (S) 		
Riders	<ul style="list-style-type: none"> • Children's Insurance Rider – available at issue • Guaranteed Purchase Option • Waiver of Premium • Accidental Death Benefit • Terminal Illness Accelerated Benefit (not available in NY) • Chronic Illness Accelerated Benefit (not available in CA, DC or NY) • Paid Up Additions Rider 	<ul style="list-style-type: none"> • Children's Insurance Rider – available at issue • Guaranteed Purchase Option • Waiver of Premium • Accidental Death Benefit • Terminal Illness Accelerated Benefit (not available in NY) • Chronic Illness Accelerated Benefit (not available in CA, DC or NY) 	<ul style="list-style-type: none"> • Terminal Illness Accelerated Benefit (not available in NY) • Chronic Illness Accelerated Benefit (not available in CA, DC or NY)
Loans available	<ul style="list-style-type: none"> • Amounts up to the cash value less 1 year loan interest is available • Interest will be charged at 8% on the loan • If value of the loan exceeds cash value of the contract it will terminate without value 		
Dividends	Paid annually at the end of year two	None	Paid annually at the end of year two

	GIWL	SIWL	SI- SPWL
Description	Whole life product with guaranteed death benefit and cash value. Contract is issued upon completion of an application and payment of premium. No underwriting is needed. Refunds in the form of dividends are not paid with this contract.	Whole life product using simplified underwriting. This product has guaranteed death benefit and cash values. A non-guaranteed refund in the form of a dividend is also paid.	Single premium whole life product using simplified underwriting. This product has guaranteed death benefit and cash values. A non-guaranteed refund in the form of a dividend is also paid.
Issue ages	0-85		
Maturity age	Age 121		
Face Amounts	\$5,000 - \$25,000	Ages 0-59 \$25,000- \$50,000 Ages 60-85 \$10,000- \$50,000	Ages 0-59 \$10,000- \$50,000 Ages 60-85 \$5,000- \$50,000
Death Benefit	-During first 24 months death benefits for non-accidental causes will equal premiums paid plus 4.5% interest from the date the premium was received until date of death (4.5% reflects min. contact home office for current rate) -Death benefits due to accident will equal the face amount -After 24 months death benefit will equal face amount regardless of cause of death		
Minimum Premium	\$120 annually at issue without riders		\$2,000 without riders
Premium modes	Annual, semi-annual, quarterly and AWP	Annual, semi-annual, quarterly and AWP	Single Premium payment
Premium Bands			
Underwriting	No underwriting	Uses simplified issue application and underwriting	
Underwriting classes	Single class for both male and female	Standard Non-Tobacco (P) Tobacco (S) Juvenile (issue ages 0-17) (S)	
Riders	No riders available	<ul style="list-style-type: none"> Children's Insurance Rider – available at issue Guaranteed Purchase Option 	<ul style="list-style-type: none"> Children's Insurance Rider – available at issue
Loans available	<ul style="list-style-type: none"> Amounts up to the cash value less 1 year loan interest is available Interest will be charged at 8% on the loan If value of the loan exceeds cash value of the contract it will terminate without value 		
Dividends	None	Paid annually at the end of year two	Paid annually at the end of year two

	Term	Viking Voyager	UL
Description	Term insurance the provides a level premium and death benefit for a fixed period. At the end of the term the contract is annually renewable to age 95.	Term insurance for children until age 26. Premiums may be annual or single payment.	Flexible pay insurance with flexible death benefits. Cash value earns interest that is tax-deferred. Refunds in the form of dividends are not paid with this contract.
Issue ages	10 yr term 18-70 (NY 18-69) 15 yr term 18-65 (NY 18-64) 20 yr term 18-60 (NY 18-58) 30 yr term 18-50 (NY 18-44)	0-17	0-85
Maturity age	Expires at age 95	Expires at age 26	Age 121
Face Amounts	\$50,000 and up Standard non-tobacco & tobacco \$100,000 & up all classes	\$10,000, \$15,000 and \$25,000	Min. \$50K ages 0-85
Minimum Premium	\$120 annually at issue without riders	N/A	\$120 annually at issue without riders
Premium modes	Annual, semi-annual, quarterly and AWP	Annual and Single Pay	Annual, semi-annual, quarterly and AWP
Premium Bands	Band 1 \$50,000 - \$99,999 Band 2 \$100,000 - \$249,000 Band 3 \$250,000 & higher	N/A	Band 1 \$50,001 to \$99,999 Band 2 \$100,000 and up
Underwriting	Traditional Underwriting		Traditional Underwriting
Underwriting classes	Super Select Non-Tobacco (Z) Select Non-Tobacco (X) Standard Non-Tobacco (P) Tobacco (S)	Juvenile (issue ages 0-17) (S)	Super Select Non-Tobacco (Z) Select Non-Tobacco (X) Standard Non-Tobacco (P) Tobacco (S) Juvenile (issue ages 0-17) (S)
Riders	<ul style="list-style-type: none"> Children's Insurance Rider –available at issue Waiver of Premium Terminal Illness Rider 	None	<ul style="list-style-type: none"> Children's Insurance Rider – available at issue Guaranteed Purchase Option Waiver of Monthly Deductions Accidental Death Benefit Terminal Illness Accelerated Benefit (not available in NY) Chronic Illness Accelerated Benefit (not available in CA, DC or NY)
Conversion Options	Available in first 20 years of contract or before attained age 70, if earlier	May convert up to three times the amount of current coverage, up to age 26	N/A
Conversion Credits	Year 1 100% (80% in NY) Year 2 80% Year 3 60% Year 4 40% Year 5 20%	\$3 per \$1,000 of death benefit	N/A
			<i>See full Product Profile information on charges</i>


	FPDA	SPDA	SPIA
Description	Flexible premium deferred annuity designed to accumulate funds for retirement	Single premium deferred annuity designed to accumulate funds for retirement	Single premium immediate annuity designed to make regular income payments
Issue Age	0-90		
Maturity Age	Latter of age 70 or ten years after issue (optional date available)		
Minimum initial premium	Qualified plans \$500 Non-Qualified Plans \$2,000	\$10,000	
Maximum Premium	\$250,000 per 12-month period (per person) \$100,000 over age 85		
Crediting rate	Refer to illustration software		
Guaranteed minimum interest rate	1% as of 1/1/2017		
First Year Bonus rate	1% on premiums above \$10,000 <i>Oregon is .5% (SPDA Only)</i>		
If owner dies	Becomes part of estate		
If annuitant dies	Account Value		
Surrender charges	Year 1 8% Year 2 7% Year 3 6% Year 4 5% Year 5 4% Year 6 3% Year 7 2% Year 8 1% Thereafter 0%	Year 1 8% Year 2 7% Year 3 6% Year 4 4% Year 5 2% Thereafter 0%	
Free withdrawals After first year	-Up to 10% of account value each year (may include regular periodic withdrawals of interest earned) -Required RMD are not subject to surrender charges	-Up to 5% of account value each year -Required RMD are not subject to surrender charges	
Fees	No loads or fee are deducted		
Riders	Nursing Home Waiver of Surrender Charges (not available in MA, NJ or PA)	Nursing Home Waiver of Surrender Charges (not available in MA, NJ or PA)	None available
Additional Features	Withdrawal will accumulate if not used.		Payments may be for: Fixed period of time Fixed payment amount For life of annuitant or Life of annuitant and spouse *Payment must begin within one year of issue

Marketing Materials

Tri-Fold Product Brochures




Post Cards



GUARANTEED ISSUE LIFE INSURANCE

GUARANTEED SUPPORT WHEN YOUR LOVED ONES NEED IT MOST.

With a Guaranteed Benefit Life Insurance Plan from Sons of Norway, you can rest confident knowing your loved ones are covered.



GUARANTEED ISSUE LIFE INSURANCE


Coverage you can count on, no questions asked.

Peace of mind. Medical bills. Life insurance. There are all expenses that you and your family can expect upon the death of a loved one. But with this affordable insurance plan, you can ease the burden of immediate final expenses, regardless of your health.

Advantages

- Available to anyone up to age 85
- No medical exam or health questionnaire
- \$2,000-\$25,000 cash payout
- Guaranteed death benefit
- Fixed premiums
- Not subject to federal income taxes

To make an appointment for a free financial review with a Financial Benefits Counselor, call 800-945-0887 or e-mail psaw@sonsofnorway.com



Sons of Norway, 1021 West Lake Street, Minneapolis, MN, offers financial products through its not-for-profit subsidiaries. Products are not available in all states. Please consult your local Sons of Norway chapter for details. Sons of Norway is not a financial institution. It is a 501(c)(3) nonprofit organization. All rights reserved. © 2019 Sons of Norway.

Lobby Cards



GUARANTEED ISSUE LIFE INSURANCE

With a Guaranteed Benefit Life Insurance Plan from Sons of Norway, you can rest confident knowing your loved ones are covered.

Final costs. Medical bills. Life insurance. There are all expenses that you and your family can expect upon the death of a loved one. But with this affordable insurance plan, you can ease the burden of immediate final expenses, regardless of your health.

GUARANTEED SUPPORT WHEN YOUR LOVED ONES NEED IT MOST.



GUARANTEED ISSUE LIFE INSURANCE

Coverage you can count on, no questions asked.

Peace of mind. Medical bills. Life insurance. There are all expenses that you and your family can expect upon the death of a loved one. But with this affordable insurance plan, you can ease the burden of immediate final expenses, regardless of your health.

Advantages

- Available to anyone up to age 85
- No medical exam or health questionnaire
- \$2,000-\$25,000 cash payout
- Guaranteed death benefit
- Fixed premiums
- Death benefit not subject to federal income taxes



ANNUITIES

SETTING THE COURSE TO A SMART WAY TO SAVE.

With the right annuity, Sons of Norway can help you reach your long-term financial goals. These products are a great way to accumulate money over time, and the benefits of your plan can be passed on to your heirs.



ANNUITIES

Savings for the future that you define.

Sons of Norway offers a variety of annuities in a flexible package for a comfortable retirement. All you need is a vision of your future and a meeting with one of our Financial Benefits Counselors.

Advantages

- Multiple options available
- Single and flexible premiums
- Tax-deferred savings
- Structured for your needs
- No upfront charges or charges on annuity service fees
- Guaranteed income stream
- Guaranteed safety of principal

To make an appointment for a free financial review with a Financial Benefits Counselor, call 800-945-0887 or e-mail psaw@sonsofnorway.com



Sons of Norway, 1021 West Lake Street, Minneapolis, MN, offers financial products through its not-for-profit subsidiaries. Products are not available in all states. Please consult your local Sons of Norway chapter for details. Sons of Norway is not a financial institution. It is a 501(c)(3) nonprofit organization. All rights reserved. © 2019 Sons of Norway.



ANNUITIES

With the right annuity, Sons of Norway can help you reach your long-term financial goals. These products are a great way to accumulate money over time, and the benefits of your plan can be passed on to your heirs.

SETTING THE COURSE WHEN YOUR LOVED ONES NEED IT MOST.



ANNUITIES

Savings for the future that you define.

Sons of Norway offers a variety of annuities in a flexible package for a comfortable retirement. All you need is a vision of your future and a meeting with one of our Financial Benefits Counselors.

Advantages

- Multiple options available
- Single and flexible premiums
- Tax-deferred savings
- Structured for your needs
- No upfront charges or charges on annuity service fees
- Guaranteed income stream
- Guaranteed safety of principal



CHILDREN'S LIFE INSURANCE

GUARANTEED COVERAGE FOR THE NEXT GENERATION.

Sons of Norway offers flexible life insurance plans for the children in your family. It's our most cost-effective way to cover those you love most.



CHILDREN'S LIFE INSURANCE

Coverage for the youngest in your family.

Purchasing life insurance for a child is the most cost-effective way to establish a financial benefit on behalf of your children or grandchildren. Sons of Norway offers flexible options that guarantee the insured child's coverage for life, regardless of changes in age, health or occupation.

Advantages

- Available to children starting in their first year
- Guaranteed rates, premium will not change
- Option to purchase new insurance without medical exam
- Choice of a single payment or annual contribution

To make an appointment for a free financial review with a Financial Benefits Counselor, call 800-945-0887 or e-mail psaw@sonsofnorway.com



Sons of Norway, 1021 West Lake Street, Minneapolis, MN, offers financial products through its not-for-profit subsidiaries. Products are not available in all states. Please consult your local Sons of Norway chapter for details. Sons of Norway is not a financial institution. It is a 501(c)(3) nonprofit organization. All rights reserved. © 2019 Sons of Norway.



CHILDREN'S LIFE INSURANCE

Sons of Norway offers flexible life insurance plans for the children in your family. It's our most cost-effective way to cover those you love most.

Purchasing life insurance for a child is the most cost-effective way to establish a financial benefit on behalf of your children or grandchildren. Sons of Norway offers flexible options that guarantee the insured child's coverage for life, regardless of changes in age, health or occupation.

GUARANTEED COVERAGE FOR THE NEXT GENERATION.




CHILDREN'S LIFE INSURANCE

Coverage for the youngest in your family.

Purchasing life insurance for a child is the most cost-effective way to establish a financial benefit on behalf of your children or grandchildren. Sons of Norway offers flexible options that guarantee the insured child's coverage for life, regardless of changes in age, health or occupation.

Advantages


- Available to children starting in their first year
- Guaranteed rates, premium will not change
- Option to purchase new insurance without medical exam
- Choice of a single payment or annual contribution



TERM LIFE AND WHOLE LIFE INSURANCE

GUIDING YOUR LIFE INSURANCE PLANS, PROVIDING PEACE OF MIND.

Sons of Norway shares your heritage and goals, including your desire to protect and secure your loved ones. Our life insurance products can help you plan and prepare for almost every stage of life—with trusted advisors and flexible options to best meet your needs.



TERM LIFE AND WHOLE LIFE INSURANCE

Insurance for every stage of life.

Term Life Insurance

Designed to meet individual needs for a specific period of time, our term policies provide maximum coverage for minimum cost.

Best for

Young couples, parents, businesses and others who want affordability and flexibility from their insurance.

Whole Life Insurance

Designed to provide individuals financial security for their entire lives. Single premium payment or monthly payments available.

Best for


Those who want the assurance of a guaranteed premium, cash values and a guaranteed death benefit.

To make an appointment for a free financial review with a Financial Benefits Counselor, call 800-945-8851 or email peaceofmind@sonsofnorway.com.



Sons of Norway, 1425 West Lake Street Minneapolis, MN, offers financial products. Products are not available in all states. Products issued by Sons of Norway are available to applicants who meet underwriting, insurability and residency requirements. © 11/2019






CHRONIC ILLNESS RIDER

With a Chronic Illness Rider from Sons of Norway, you can add a crucial benefit to your life insurance policy. This low-cost addition helps you manage unexpected long-term expenses.


As you live a longer life, your potential for developing an ongoing chronic illness goes up. The same is true of your potential to face costly healthcare expenses. But with this Chronic Illness Rider added to your life insurance policy, you can receive regular monthly payments to help you manage medically prescribed long-term care.



Advantages

- Covers at-home care or a nursing home stay
- Portions of death benefit paid each month
- Available from ages 18-85
- Any unused benefit is payable to your beneficiary


OUR HEALTH MAY BE UNCERTAIN.
OUR COVERAGE SHOULDN'T BE.



CHRONIC ILLNESS RIDER

YOUR HEALTH MAY BE UNCERTAIN.
YOUR COVERAGE SHOULDN'T BE.

With a Chronic Illness Rider from Sons of Norway, you can add a crucial benefit to your current life insurance policy. This low-cost addition helps you manage unexpected long-term care expenses.



CHRONIC ILLNESS RIDER

Covering costly expenses over time.

As you live a longer life, your potential for developing an ongoing chronic illness goes up. The same is true of your potential to face costly healthcare expenses. But with this Chronic Illness Rider added to your current life insurance policy, you can receive regular monthly payments to help you manage medically prescribed long-term care.

Advantages

- Covers at-home care or a nursing home stay
- Portions of death benefit paid each month
- Available from ages 18-85
- Any unused benefit is payable to your beneficiary

To make an appointment for a free financial review with a Financial Benefits Counselor, call 800-945-8851 or email peaceofmind@sonsofnorway.com.



Sons of Norway, 1425 West Lake Street Minneapolis, MN, offers financial products. Products are not available in all states. Products issued by Sons of Norway are available to applicants who meet underwriting, insurability and residency requirements. © 11/2019



Insurance Services Pledge

In order to sell a life or annuity product, we know that there are many steps that must be taken by our Financial Benefits Counselors. Once the application is submitted to our Insurance Services team we want you to have complete confidence that we will do all we can to facilitate a smooth and supportive process which ultimately results in an issued contract.

Life insurance underwriting, depending upon the product, can have multiple variables which contribute to the ultimate rate class. We take pride in underwriting the individual, not just the medical condition. The underwriters at Sons of Norway commit to providing the best rate class available for the proposed insured regardless of how the product was illustrated. We partner with our Financial Benefits Counselors in making sure we are doing all we can to successfully issue the coverage.

Once the insurance contract is in place, we work diligently within our Customer Service and Claims area to provide timely responsiveness and supportive resources to meet all the needs of our insurance owners.

The Insurance Services team at Sons of Norway desires to provide you with the foundational tools that support your success and your client's satisfaction. We are here to help you!

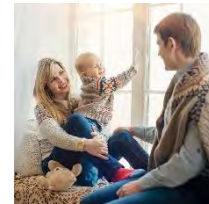


Sons of Norway's Underwriting Edge

Each proposed insured is viewed as a **unique individual** and we assess their medical history based on the specifics of their case by underwriting the individual not just the medical condition

The underwriters at Sons of Norway **commit** to providing the best rate class available for the proposed insured regardless of how the product was illustrated

We partner with our **FBC's** in making sure we are doing all we can to successfully issue the coverage applied for



Competitive Super Select and Select build guidelines with an additional **5 pound** allowance if all other preferred criteria have been met

Your Sons of Norway underwriters will provide **coaching and guidance** to help you place sub-standard cases

With cigar use of no more than one per week and a negative nicotine screen, the client may be eligible for as good as **Super Select** rates if they otherwise qualify

For ages **60+** our Select build guidelines incorporate an additional **10 pounds** in the maximum weight limit

Competitive blood pressure and cholesterol limits

Family history is excluded from the preferred criteria for proposed insureds **age 60** and older



Treated blood pressure and cholesterol can be considered for **Select** rates

Fully Underwritten Products

Underwriting class codes and definitions

Sons of Norway uses 5 different underwriting classes. The list below outlines the class code and name:

Underwriting Classes	Class
Super Select Non-Tobacco	Z
Select Non-Tobacco	X
Standard Non-Tobacco	P
Tobacco	S
Juvenile (ages 0-17)	S

Non Tobacco Rate Requirements

Super Select – No tobacco use within past **3 years**

Select – No tobacco use for **2 years**

Standard – No tobacco use for **1 year**

Substandard Underwriting Options

E-mail the underwriter prior to completing an application if you suspect the applicant's medical history may warrant a rating. Applicants for life insurance who do not meet regular underwriting standards may be offered coverage on one or more of the following substandard basis:

- Class ratings - extra percentage of the base premium.
- Flat extra - additional amount per 1,000 of insurance.
- Temporary flat extra - additional amount per 1,000 of insurance which expires after a designated time period.

Super Select & Select Criteria

Family History:

- No parent or sibling deceased before the age of **60** due to cardiovascular disease or cancer
- Only applies for applicants age **59** or younger.

Alcohol/Drug use:

- Super Select: No history of alcohol or drug abuse, addiction or treatment within **10 years**.
- Select: No history of alcohol or drug abuse, addiction or treatment within **7 years**.

Blood Pressure:

- Super Select: Untreated blood pressure cannot exceed **135/85**
- Select: Untreated/Treated blood pressure cannot exceed **140/90**

Cholesterol & Cholesterol/HDL Ratio:

- Super Select: No total cholesterol **>230** or cholesterol/HDL ratio **>5.0** (treatment disqualifies)
- Select: No total cholesterol **>250** or cholesterol/HDL ratio **>6.0** (treatment allowed)

Tobacco Use:

- Occasional cigar use (**one per week** or less) with a negative nicotine screen and no history of other tobacco use may be considered for either Super Select or Select rate.

Aviation:

- No Private Aviation
- Commercial Pilots are allowed for either rate class

Driving History:

Super Select - No reckless driving or DUI violation within **7 years**.

Select - No reckless driving or DUI violation within **5 years**

Both require no more than **3 violations in past 3 years**

Avocations

No hazardous avocations or ratable occupations

Height and Weight Requirements

Height	Select			
	Super Select Max Weight	Age 59 and below Max Weight	Age 60 and above Max Weight	Standard Build Guidelines*
5'0"	144	160	170	95-186
5'1"	148	165	175	98-193
5'2"	152	170	180	102-199
5'3"	156	175	185	105-206
5'4"	161	180	190	108-212
5'5"	166	185	195	112-219
5'6"	172	190	200	115-226
5'7"	177	195	205	119-233
5'8"	181	200	210	122-240
5'9"	185	206	216	126-247
5'10"	191	212	222	129-254
5'11"	199	218	228	133-261
6'0"	203	224	234	137-269
6'1"	207	230	240	141-276
6'2"	212	236	246	145-284
6'3"	218	242	252	149-292
6'4"	224	248	258	152-299
6'5"	230	254	264	157-307
6'6"	235	260	270	161-315
6'7"	240	266	276	165-323
6'8"	245	272	282	169-332

**In some situations, the maximum standard weight limit may be exceeded with favorable underwriting factors, ie. blood pressure and lipids. Please use this as a guide only and call Sons of Norway Headquarters for any questions.*

Completing the Application

- Use the correct Application/State Forms for the state in which you are licensed
 - Application must be taken in person to **verify photo ID** and health
 - Write legibly if completing a paper Application
 - Answer all questions. If a question does not apply state "NA"
 - Include **DOB** and **SSN** for Proposed Insured, Owner and Beneficiaries
- Obtain all appropriate signatures:
 - Insured (**age 16 or older**)
 - Parent (**if child is under age 16**); guardian can sign in place of a parent, but must include court-appointed guardianship papers
 - Owner (if other than proposed Insured)
- Complete separate AWP form. If submitting a voided check, indicate "see voided check" on form and remember to include it
 - If payment was taken include receipt for conditional insurance
- **Sign form &** Leave Privacy notice (page 11) with client

Completing medical history for fully underwritten applications

Ask each medical question individually and record the answer

For all yes answers include the following:

- Medical condition
- Date of Diagnosis
- Type of treatment if any
- Date medical condition resolved or of last symptoms
- Name and address of treating physician and/or medical facility
- Date of last consultation with the physician and/or medical facility

Following is contact information for our paramedical examiners

APPS/Portamedic

Phone: (877) 826-9794

Website: www.appslive.com

Exam One

Phone: (877) 933-9261

Website: www.examone.com

EMSI

Phone: Go to web address and select state to retrieve current phone number to call

Website: www.emsinet.com

Underwriting Requirements

- Headquarters orders inspection reports, Scriptcheck, MVR and APS
- FBC arranges for para-med, labs and EKG's

We recommend:

- **ExamOne**
- APPS/Portamedic
- EMSI
- Refer to the Underwriting Requirements for Life Insurance Coverage Chart
- Contact the paramedical examiner from the list provided
- Order the requirements

Complete the form "I have arranged for the following" page 10 of the application

Sons of Norway

Requirements for Fully Underwritten Life Insurance

AMOUNT	AGE 0-17	18-35	36-45	46-50	51-55	56-60	61-70	71-85
\$50,001-\$99,999 For Term only: \$50,000-\$99,999	N	N	B&BP HOS	B&BP HOS	P HOS	P HOS	P HOS BLD	P HOS BLD EKG
\$100,000-\$250,000	N	B&BP HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD EKG
\$250,001-\$500,000	N	P HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD EKG	P HOS BLD EKG
\$500,001-\$750,000	HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD EKG	P HOS BLD EKG
\$750,001-\$1,000,000	<i>Call Sons of Norway Head- Quarters</i>	P HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD	P HOS BLD EKG	P HOS BLD EKG
\$1,000,001-\$2,000,000	<i>Call Sons of Norway Head- Quarters</i>	P HOS BLD	P HOS BLD EKG	P HOS BLD EKG	P HOS BLD EKG	P HOS BLD EKG	P HOS BLD EKG	P HOS BLD EKG
OVER \$2,000,000	<i>Call Sons of Norway Headquarters</i>							

KEY:

B&BP Build & Blood Pressure	HOS Home Office Specimen
BLD Blood Profile	N Non-Medical
EKG Resting Electrocardiogram	P Paramedical Exam

Headquarters Will Order:

Inspection Report greater than \$500,000 face amount
 Motor Vehicle Report \$250,000 and over face amount

Descriptions

Paramedical Exam (P) – Insurance physical done by a professional. Includes height, weight, blood pressure, pulse and health history.

Home Office Specimens (HOS) – Urine sample to be analyzed by a laboratory.

Blood Profiles (BLD) – used to screen for diabetes, liver disease, kidney disease, HIV virus, elevated cholesterol and other abnormalities.

Electrocardiogram (EKG) – Records electrical pulses generated by the heart to help screen for heart disease. Normally performed by the paramedical examiner.



Inspection Report

Inspection Reports are needed:

- When amounts applied for and inforce exceed **\$500,000**
- Underwriting requests on a case by case basis

Attending Physicians Statement (**APS**)

- At discretion of underwriter
- Based on age, amount and medical history

Motor Vehicle Report (**MVR**)

- Will be requested for amounts over **\$250,000** or more for ages **18-40** and age **66 and above**
- MVR's on face amounts **\$500,000** or more ages **41-65**

ScriptCheck

- ScriptCheck profiles include the results of a five-year history search with detailed drug information, along with treating physicians
- Non-intrusive underwriting tool that provides us important information for underwriting the best offer
- We obtain ScriptChecks by the HIPPA authorization the client signs providing us authorization to get drug use history
- Scriptcheck will be requested for amounts of **\$100,000** or more through age **50**
- Scriptcheck requested on all face amounts of **\$50,000** or more for ages **51** and above
- Scriptcheck requested on all Simplified Issue products

Merits of Field Underwriting

- Build & maintain strong client relationships
- Improved accuracy of illustrations
- Better time and expense management
- Improved contract placement

Please refer to our FBC toolkit online for additional tools to support you including:

- *Webinars*
- *Questionnaires with sample questions to ask your client*
- *Case studies*
- *Product Profiles*

Sample of Questions to ask

For Diabetes

- How long ago was your diabetes diagnosed?
- What medications are you taking?
- Has your dosage been increased or decreased in the last year?
- What was your last hemoglobin **A1C** reading?
- Have you had any issues related to eyes, kidneys or circulation?



Guaranteed Issue Whole Life

No Medical Questions asked and **no** medical exam needed

- Issue Ages 0 to age 85
- Face Amounts: \$5,000 - \$25,000
- Underwriting class:
- Single class for both male and female

There are no underwriting requirements, simply submit:

- Application
- Premium for desired coverage
- Clients membership application and dues

Simplified Issue Whole Life

Easy to answer Medical Questions and **no** medical exam needed

- Issue ages: 0 to age 85
- Face Amounts:
 - Issue Ages 0 - 59 \$25,000 - \$50,000
 - Issue Ages 60 - 85 \$10,000 - \$50,000

Underwriting classes:

- Standard Non-Tobacco
- Tobacco
- Juvenile (issue ages 0-17)

Optional Riders:

- Children's Insurance Rider
- Guaranteed Purchase Option

Simplified Issue Guidelines

Once an application is received databases are checked for :

- Medical information Bureau (MIB)
- Motor Vehicle Record (MVR)
- Script Check (Prescription Database check)

Personal History Interview **(PHI)** will be completed

- A telephone interview will be done with the proposed insured to review the answers given in the application.
- An outside vendor will do the interviews.

Remember – Headquarters will order all requirements for the Simplified Issue Whole Life

FBC will Prepare the client for the personal history interview



Prepare your Client

Help your client prepare for their Personal History Interview

- Exam One representative conducts interview on behalf of Sons of Norway.
- Client provides date of birth and the last four digits of their social security number to verify identity.
- Verifies details on application regarding the client's medical history
- Speed up process by having physician and medication information available
- If the client is not available at the time of the initial call, instructions will be provided for a callback process.
- Please set expectations that this interview may take up to 20 minutes.



Annuity Application Guidelines

• Section One:

- Fill in all information
- Email address is preferred but not required

Section Two:

- Joint ownership is only allowed for Non-Qualified SPIA
 - Must be the spouse of annuitant
- Qualified fund can only be in the name of the person who owns the funds

Section Three:

- Age 16 and under must have an owner
- Family trust can be owner only for Non-Qualified funds
- Owner may be changed after issue with Application for Transfer of Ownership

Section Four:

- More than one beneficiary can be in this section.
- If you want to prevent an amendment, adding the wording "In equal shares to the survivor or survivors" Or "per stirpes" per direction of the Annuitant
- If there are multiple beneficiaries and you want to use a separate piece of paper, make sure to have the Annuitant sign and date the additional page
- If the social security number for the beneficiary is not available at the time of application
 - It will not delay the process
 - Will be required at the time of claim so if it is available please include it on the Application

Section Five:

- List Annuity type
- If deferred annuity, note if single or flexible

- Monthly deposits must be \$75 or greater
- Remember to list tax status

Section Six:

- Automatic Withdrawal – Be sure to use revised form
- Section Seven:
- Requirements to issue the certificate
- Make sure to ALWAYS have the city, state and date.
- Signature of Annuitant
- AGENT STATEMENT must ALWAYS be answered. If this question is marked yes, details must be provided in the space available
- Make sure to print your name, add your State License Number and your signature

Annuity Application Effective Date

- Effective date is date we receive money
- Signed illustration is always needed in order to pay commission
- If money received is 25% or greater than amount illustrated, new illustration is required and will need to be signed
- If applicant is applying for a SPIA and wants interest placed in bank account please provide a voided check

Be sure to complete your annuity suitability training which can be found on our FBC section of the website.

Annuity Suitability Form

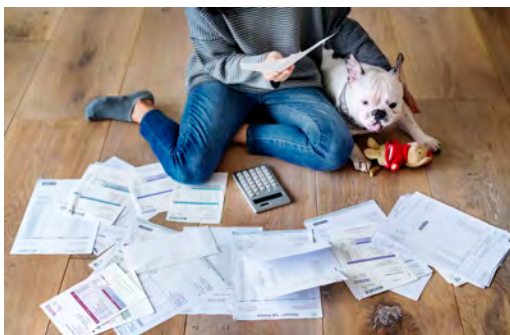
- Make sure you have the correct form for your state
- Liquid assets should be more than 10% of the total assets after purchase
- Be sure your client understands surrender charges may apply if they withdraw money
- Witness Acknowledgement: Required if owner is age 75 or older. This can never be signed by the FBC
- Consumer acknowledgement: If Sons of Norway will be holding more than 60% of the net worth the Annuity Suitability Supplement Authorization Form needs to be signed

Pending Application Status

- You will be notified by email if there is missing information
- Pending Report (Tuesday and Friday each week)
 - Tracks information needed by new business
 - Lists by date specific requests
 - Helps keep application on track to issue

Issue Procedures

- Must have illustration for any cash value building product before we can pay commissions
- Make sure illustration is accurate and reflects all riders



1035 Tax Free Exchanges

Section 1035 of the Internal Revenue Code provides that certain exchanges of insurance certificates can receive favorable treatment. If the exchange qualifies as a tax-free exchange, the cost basis of the original certificate would be carried over to the new certificate, thereby postponing the recognition of any gain.

Acceptable Exchanges

The following are non-taxable exchanges allowed under 1035 guidelines:

Life insurance to:

- Life Insurance
- Endowment
- Annuity

Endowment to:

- Endowment
- Annuity

Annuity to:

- Annuity

1035 Guidelines

To ensure that clients are protected from taxable situations, follow these rules in making exchanges:

- The new certificate must have the same insured, annuitant, and owner as the old certificate.
- To defer the entire gain, the entire cash surrender value of existing certificates must be applied to the new certificate. Any cash received by the client or loans outstanding at the time of exchange may be subject to taxation in the year of receipt.
- Certificate owners must not actually or constructively receive cash values from exchanged certificates. The existing certificate must be assigned to Sons of Norway.

Transactions Ineligible for 1035 Exchanges

The following are not allowable under 1035 guidelines:

- Cash surrender proceeds of an existing certificate cannot be used to increase face amounts on an existing universal life certificate.
- Cash surrender proceeds of an existing certificate cannot be placed into another existing certificate. Rollover of funds into an existing Sons of Norway certificate will not qualify as a 1035 exchange. The assignment must be made in conjunction with a new application for insurance.

Tax Statements

When a 1035 Exchange occurs, the certificate owner and the IRS will receive a 1099R form indicating an exchange has been made. A "6" will appear under the "category of distribution" section, indicating the 1035 Exchange is a non-taxable event and requires no reporting of income.

1035 Exchange of a Non-Sons of Norway Certificate for a Sons of Norway Certificate

This can only be done on those that qualify for 1035 Tax Free Exchanges.

- Submit completed 1035 Exchange Form (refer to website), including signatures from the proper owners.
- Providing a recent account statement for the policy being exchanged will improve the processing time.
- Submit appropriate replacement forms as required in your jurisdiction.
- Submit with the application at least two month's premium to put the new certificate in force.
- If the new certificate is approved other than as applied for, written acceptance by the insured will be required before initiating the 1035 Exchange.

- Advise clients to continue paying premiums on certificates being replaced. Sons of Norway will not make premium payments or apply for automatic premium loans to pay premiums on certificates assigned to them.
- It may take up to 90 days to receive the funds.
- Headquarters will complete routine follow ups until the funds are received.

1035 Exchange of a Non-Sons of Norway Certificate for a Sons of Norway Certificate

The following procedure should be followed at the time the new application is completed:

- Indicate on the application and the Full Surrender Request Form (refer to website) that a 1035 Exchange is desired.
- Submit appropriate replacement forms as required in your jurisdiction.





Secure File Exchange

Welcome to the Sons of Norway Secure File Exchange. You can use this service to send us files or to receive files from us. All transfers are confidential and SSL encrypted.

Secure Upload

Send files to Sons of Norway.

Secure Download

Download files sent to you by Sons of Norway. Please have your download tracking code ready.

File Portal

Browse and download files. A guest account is required.

1. <https://sonsofnorway.leapfile.net>
2. Click Secure Upload
3. Select who you want to send files to
4. Click "Submit"

Select delivery options

☐ Notify me when the files have been downloaded.

Select files to send (Regular Upload)

Select files and folders to send (Enhanced upload)

1. For subject line use customers name
2. Select notify me when files have been downloaded
3. Use first upload option

LeapFile

Sons of Norway Secure Email System

Secure Upload

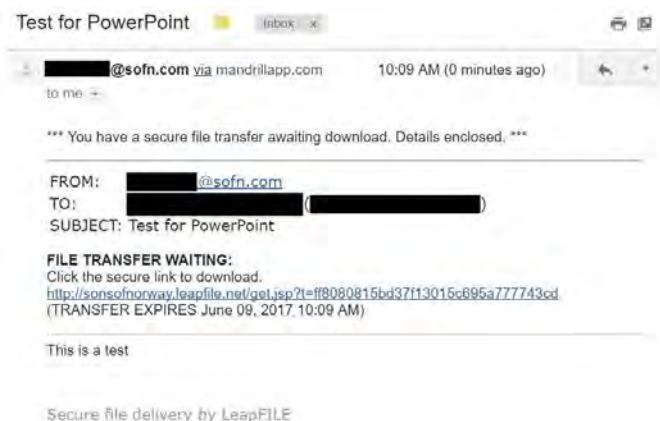
Select files to upload

File #1	<input type="button" value="Browse..."/>	No file selected.
File #2	<input type="button" value="Browse..."/>	No file selected.
File #3	<input type="button" value="Browse..."/>	No file selected.
File #4	<input type="button" value="Browse..."/>	No file selected.
File #5	<input type="button" value="Browse..."/>	No file selected.
File #6	<input type="button" value="Browse..."/>	No file selected.
File #7	<input type="button" value="Browse..."/>	No file selected.
File #8	<input type="button" value="Browse..."/>	No file selected.
File #9	<input type="button" value="Browse..."/>	No file selected.
File #10	<input type="button" value="Browse..."/>	No file selected.

** More files selectors will automatically appear if you run out **

1. Browse for the files by clicking on Browse
2. Repeat as needed
3. Click “Upload and Send”

1. Recipient will get an email link to security question page
2. After answering the question they can access the files





SONS OF NORWAY

Secure Download

Please answer the security question

Security Question: What are the last 4 digits of your social security number?

Answer

☐ Remember me on this computer for 2 weeks

Authenticate



SONS OF NORWAY

Secure Download

Date 6/2/17 10:32:54 AM GMT-05:00
From [REDACTED]
To [REDACTED]
Subject Test for PowerPoint

This is a test

Files

Filename	Size	Action
sofn-logo-2x.png	18.031 KB	DOWNLOAD

Supported only in Internet Explorer and Safari Browsers.
Enhanced Download, support resume download (Required Java 1.5+)

[DOWNLOAD](#)

IMPORTANT: Save the files **first**. Once downloaded, they will be automatically deleted.