

Replacement Requirements

Duties of the Agent

- A statement as to whether or not new insurance is replacing old
- A statement as to whether or not the agent knows a replacement is taking place

If Replacement IS involved

- Have applicant sign a Notice of Replacement Regarding Replacement of Life Insurance form. Must be signed by the agent and left with the applicant
- Leave originals copies of all sales material used
- Submit to replacing company (own company) a copy of Notice of Replacement Regarding Replacement of Life Insurance and all sales material