

IGO APPLICATION INITIAL PREMIUM PROCEDURES

BY PRODUCT TYPE

Payment of the initial premium is required before a policy can be placed in force. This chart identifies the initial premium options, timing of the initial premium draft and availability of conditional coverage based on the type of product submitted through iGO.

| | INITIAL PAYMENT: PREMIUM DRAFT (EFT)* | CONDITIONAL COVERAGE? | INITIAL PAYMENT: CHECK | CONDITIONAL COVERAGE? | INITIAL PAYMENT: CREDIT CARD | CONDITIONAL COVERAGE? | TO DRAFT INITIAL PAYMENT AFTER ORIGINAL APPLICATION SUBMISSION** | CONDITIONAL COVERAGE? |
|--|---|--------------------------|------------------------------|--------------------------|------------------------------------|--------------------------|--|--------------------------|
| Trendsetter® Term Series | On application submission | Y | Y | Y | Y | Y | Submit form PAC10609T | N |
| Transamerica Financial Foundation IUL® | On application submission | Y | NA | NA | NA | NA | Submit form COM 0110 | N |
| Dynamax, LP95, Cancer Check, etc. | On placement of policy | Y | Y | Y | NA | NA | On placement of policy | Y |
| Medicare Supplement Insurance | On application approval/ policy print. | NA | Paper Application Only | NA | N | NA | On application approval/policy print | NA |

* This column provides guidelines as to when the initial premium is drafted if the response is YES to the iGO question, "Are you collecting money with the application?" and Electronic Bank Draft is selected as the payment method.

** This column provides guidelines on how to request a draft for the initial premium when it's not indicated on the original submission of the application.

DRAFT OF INITIAL PAYMENT AFTER ORIGINAL APPLICATION SUBMITTED: BEST PRACTICES

- Get the paper version of the EFT form signed at the time of sale
 - o Trendsetter® Term Series applications, use form PAC10609T
 - o Transamerica Financial Foundation IUL® applications, use form COM0110
- Fax the EFT form to 866-834-0437 with the policy number clearly indicated
 - o Premium will be drafted on placement of the policy if the form is received after the application is submitted
 - o Conditional coverage is not available for this application

Medicare Supplement Insurance Applications Only:

- Missouri: The application fee is drafted at approval/policy printing and the premium is drafted at placement
- California: One month of premium and the application fee at approval/policy print and any remaining premium will be drafted upon policy delivery if mode is other than monthly.

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