

Advice on replacement business

(A separate form is to be completed for each existing contract/policy/plan to be replaced).

The original of this form should be held by the Policy Owner, and a copy sent to the Company issuing the new contract, policy or plan.

Details of new contract/policy/plan		
Name(s) of Policy Owner(s)		
Type of contract/policy/plan		Annual Premium or Contribution \$
Is initial commission being received in relation to the new contract?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Is renewal commission being taken as an alternative form?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Details of contract/policy/plan being replaced		
Name(s) of Policy Owner(s)		
Name of Insurer		
Type of contract/policy/plan No.(s)		Annual Premium or Contribution \$
Details of replacement - statement by adviser/intermediary		
(a) The specific reasons for the replacement of this existing contract/policy/plan are		
(b) The policy to be replaced cannot adequately fulfil the owner's objectives because		
(c) The following death/disability risks/medical costs or procedures (delete those not applicable) are NOT covered by the new contract/policy/plan which WERE covered by the old contract/policy/plan		
Name of adviser/intermediary		
Address of adviser/intermediary		
Sovereign adviser code		Telephone ()
Adviser's signature		Date / /

Advice to Policy Owner(s)

You might find this advice helpful in deciding whether to replace an existing contract/policy/plan. This includes all situations where a new contract/policy/plan is being issued within a period of six months after an existing one has been discontinued, or six months before an existing contract/policy/plan is planned to be discontinued; and

1. The Lives Assured (or one of the Lives Assured) is the same, or
2. The Policy Owner (or one of the Policy Owners) is known to be the same, or
3. The Premium Payer (or one of the Premium Payers) is known to be the same.

Advice on replacement business (continued)

I/We acknowledge there may be advantages and disadvantages involved in replacing an existing contract/policy/plan such as:

1. There are sometimes establishment costs in setting up a contract/policy/plan. Replacing it with a new contract/policy/plan may involve further establishment costs;
2. If the policy which is being replaced was purchased on the Life to be Assured at a younger age, the same or similar benefits in the new policy may now cost more;
3. A change in health, pastimes or occupation of the Life to be Assured may affect insurability and the new policy may contain restriction limitations, and/or be more costly;
4. In a new policy the Suicide Exclusion Clause may recommence;
5. Conditions or benefits may be more (or less) favourable under the contract/policy/plan which is being replaced, for example, the contract duration, wording and/or benefit definitions may differ;
6. If the purchase of the new contract/policy/plan involved using or borrowing against cash values of any existing policy(ies) or plan(s), these monies may be beyond the Policy Owner(s) future ability or intention to repay. This may mean a loss or reduction of the benefits under the policy(ies) or plan(s).

I/We also acknowledge that this information was provided and explained before I/we signed this Application for the new contract policy/plan.

I am/We are aware I/we may cancel this Application, in writing, within the "free look" period of 15 days from the date the new contract/policy/plan is received. In this event Sovereign Assurance Company Limited will refund any premium, deposit or other payment made in respect of the new contract/policy/plan.

Name(s) of Policy Owner(s)
(please print)

Signature(s) of Policy Owner(s)

Date



4032-02/05