



## Second Policy Sales of the Same Product Type

Sales Representatives are authorized to sell a second cancer, intensive care, accident, or heart policy to existing policy owner who owns an earlier series of the same product type. This will allow customers to obtain higher levels of coverage if they so desire.

- 1) The second policy must be an additional policy within the same product type; not a replacement. Lapses will be monitored and Sales Representatives who experience lapses of the original policies will have commissions adjusted and may lose the privilege of selling second policies.
- 2) An acknowledgment form (see attached) must be completed, signed and submitted with the application for the second policy. You can download this form from the "Agent Forms" section of the Family Heritage website.
- 3) This practice applies to cancer, intensive care, accident, and heart policies, however, in no cases can a second policy be sold that causes the below limits to be exceeded. If the benefit limit for any of the below benefits is exceeded, the second policy cannot be issued. Second hospital indemnity policies may not be sold.

Benefit	Limit
AD&D	\$ 90,000
Emergency Treatment	\$ 700
Heart Transplant	\$ 310,000
Hospitalization by Policy Type	\$ 1,250
ICU	\$ 3,000
Rad/Chemo	\$ 780

- 4) To be eligible for a second Cancer, Heart or Accident policy, any existing policy of the same product type must have been owned for at least 6 months. The second policy must be Series 6 (Prior series products cannot be added as a second policy).



## SECOND POLICY DISCLOSURE

I currently own a Family Heritage cancer, ICU, accident or heart policy or rider. I intend to purchase a second Family Heritage cancer, ICU, accident or heart policy or rider.

- There are differences in coverages between the two policies. For instance, my existing insurance policy may pay certain benefits that the new policy does not. Also, the amount of benefits payable may be greater in one policy or the other.
- If I decide to terminate my existing policy, I might lose progress toward a maturity benefit (cash value or return of premium) in my existing policy.
- My new coverage may have time limits during which coverage may be limited such as waiting periods, preexisting condition limits and time limits for defenses. Such time limits may be satisfied under my existing coverage.

PROPOSED INSURED ACKNOWLEDGEMENT: I acknowledge that I fully understand the above and that I make my decision to keep or terminate my existing coverage with complete knowledge (or the ability to obtain complete knowledge) of the consequences and further acknowledge that a second policy is appropriate in consideration of my insurance needs and my personal and financial situation.

\_\_\_\_\_  
**Proposed Insured Signature**

\_\_\_\_\_  
**Printed**

\_\_\_\_\_  
**Date**

AGENT ACKNOWLEDGEMENT: I acknowledge that I have discussed the above factors with the Proposed Insured and further acknowledge that a second policy is appropriate in consideration of the Proposed Insured's insurance needs and the Proposed Insured's personal and financial situation.

\_\_\_\_\_  
**Agent Signature**

\_\_\_\_\_  
**Printed**

\_\_\_\_\_  
**Agent Number**

\_\_\_\_\_  
**Date**