

TOP MISTAKES MADE ON APPLICATIONS

1. Complete address for primary and other insured
2. Place of birth
3. Place of employment/years with current employer
4. Driver's license number and issue state-this is required even if the client has not had a DUI/DWI or speeding ticket.
5. Relationship of beneficiary and %
6. Address or phone number of primary or contingent beneficiary on Shenandoah Life apps.
7. Term period (number of years) missing.
8. Supplemental questionnaires - it is very important that these are turned in with the application or it will get amended. A lot of agents have been leaving the social security numbers off of the child rider supplemental form. The social security numbers are required the only time an exception is made is if the child is less than six months old this goes for Shenandoah Life as well. Shenandoah also requires beneficiary's to be listed for the child rider.
9. Other insured benefits must be filled out on page 3 of 8 on F&G applications.
10. All questions must be answered for all companies if yes is marked an explanation is required.
11. Poor Penmanship - the underwriters must be able to read your writing.
12. Incomplete medical questions - not marked or marked yes but not answered.
13. Beneficiary information incomplete - relationship not listed or no name listed for beneficiary
14. No voided checks for monthly draft information
15. Driver's License number & state of issue missing
16. Mortgage information not completed on question 11 on page 4 - attaching a copy of the lead or mort cert form will not suffice. It must be written on the application.
17. Occupation, income, # of years employed, where employed not completed
18. Face amount and/or # of years of the term is missing.
19. SS# missing
20. Other insured's info - face amount, questions not answered.
21. For the free Accidental Death Benefit Rider on HomeCertain DO NOT bubble the rider in, it will automatically be added to the policy. If rider is bubbled in the client will pay for the rider.

All companies made it very clear that if the question is asked they expect an answer. It is very important that when you fill these applications out you make sure that you have covered everything with the client. One other important note is that neither company will draft a credit card on a monthly basis. If a voided check is not sent in it will not cause an amendment but you will not get paid until this information is received. Postdated checks have become a major issue. If a client postdates a check you are expected to hold this business until it can be turned in. All applications with postdated checks are held in pending. These applications can not be counted toward production until it is submitted to the company.