

Announcements

Arkansas Replacement Change

Arkansas has passed legislation that will affect how possible internal or external replacement of life or annuity business must be handled. This legislation not only requires new forms, but also puts in place a process of how those forms are to be used in the field.

American National's policy on replacement is very clear and is spelled out in the New Business Section of the Field Reference Manual, under "Replacements." That policy states, in part: "Agents should not advise, suggest, or recommend that an existing life insurance policy or annuity contract be replaced unless it is in the interest of the customer."

You can read American National's full Replacement Statement by going to the IMG Web site at www.img.anicoweb.com, and clicking on the Field Reference Manual link under the Compliance section of the Home Page. The Replacement Statement is on page 1-3 of the manual.

To comply with the new Arkansas legislation, which is effective January 1, 2010, American National has developed new forms, and the process for the use of these forms is as follows:

If, when completing the application for life insurance or an annuity, the applicant indicates there are existing policies or contracts you must:

1. Present and read Form 10269, Appendix A, to the applicant
2. Complete and obtain signatures on Form 10269, Appendix A

If Question #1 or #2 on Form 10269, Appendix A, is answered "Yes", the policy or contracts to be replaced must be listed, and Form 10270, Appendix D, must also be completed and signed.

A copy of the completed and signed Appendix A and D must be left with the applicant. The originals of the completed and signed Appendix A and D must be submitted with the life or annuity application to American National's Processing Center.

Forms 10269 and 10270 will be available from Virtual Forms on the IMG Web site by the end of December 2009. These new forms and the procedure detailed above must be used for any new life or annuity application dated January 1, 2010, and thereafter in Arkansas.



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If Question #1 or #2 on Form 10269, Appendix A, is answered "Yes", the policy or contracts to be replaced must be listed, and Form 10270, Appendix D, must also be completed and signed.

A copy of the completed and signed Appendix A and D must be left with the applicant. The originals of the completed and signed Appendix A and D must be submitted with the life or annuity application to American National's Processing Center.

Forms 10269 and 10270 will be available from Virtual Forms on the IMG Web site by the end of December 2009. These new forms and the procedure detailed above must be used for any new life or annuity application dated January 1, 2010, and thereafter in Arkansas.

If you have questions regarding any of the topics or information discussed in this Announcements section, please contact the Field Support Center at 1-888-501-4043, option 1.