



Helping to protect your income has never been easier.

Now with an online application process!



Dear NAIFA Member,

You provide insurance protection to others...why not help protect yourself from serious financial loss?

Kelsey National Corporation and The Hartford¹ have recently teamed up to provide you with a valuable member-exclusive offer – the all new NAIFA Advantage Plus Disability Income Protection Plan.*

Everything you need is included in this package to help you get started...or you could simply go to www.Kelsey.com/NAIFA to begin protecting your income right away! Applying online is an easy 3 step process:

- Step 1 – Select your plan type.
- Step 2 – Choose an elimination period.
- Step 3 – Let the Monthly Rate Calculator show you your rate instantly!

Here is a sample of benefits you can begin enjoying today:

- Competitive group rates: Thanks to your membership in NAIFA!
- Customizable plan: Create a plan that fits your specific needs:
 - ✓ Benefit periods of 2 and 5 years to age 65
 - ✓ Waiting periods of 30, 60, 90, and 180 days
 - ✓ Up to 60% of your currently monthly earnings
 - ✓ Survivor Income Benefit, included at no charge
 - ✓ Spousal coverage
- Convenient payment options: Annual, semi-annual, quarterly, monthly, or auto-pay
- Waiver of premium: After 6 months of paid benefits
- Quality service team: The Hartford and Kelsey National

We know you care about your family's well-being and security. As your partners, we want to encourage you to take the steps toward helping to protect your family that you would advise your clients to take. Don't wait another day to help protect one of your most valuable assets...your income.

Sincerely,

Teri Shaw

Mark Kelsey
CA Lic#: 0630421

¹ The Hartford® is The Hartford Financial Services Group, Inc., and its subsidiaries, including issuing company Hartford Life and Accident Insurance Company.

* Please read the enclosed brochure for more information (including costs, exclusions, limitations and terms of coverage) on this plan.

Underwritten By Hartford Life and Accident Insurance Company, Simsbury, CT 06089

GBD 1000A (AGP-5825)
NGI1009

Monthly Benefits

The Total Disability benefit will begin to accrue on the day after the Elimination Period ends. The Total Disability benefit will be paid in the amount elected and approved, reduced by other income benefits as described below.

Limited Monthly Benefits

If you are Totally Disabled due to mental illness, alcoholism or substance abuse, the maximum payment period will be reduced to 2 years during your lifetime, unless you are confined in a hospital or other institution.

Limited Monthly Benefits for Pre-existing Conditions

The policy will not pay an increased Benefit for any loss or period of Total Disability which: 1) begins during the first 24 months following the date you make a change in coverage that increases your benefits; and 2) is a result of a Pre-existing Condition, unless such Total Disability begins after you have been free of medical care for the condition for a 12 month period ending any time on or after your effective date of increase.

Integration

Your monthly income benefit is reduced by any benefits available from any government plans (i.e. Social Security benefits, Workers' Compensation, etc.). Then, if any benefits are available from other group disability and retirement plans, or any other income from employment, the benefit is reduced so that the total income from such sources does not exceed 70% of your Pre-Disability Earnings.

Successive Periods of Disability

Successive periods of disability will be considered one period of disability if the periods of disability are due to the same or related medical causes; and separated by less than 6 months during which You are Actively at Work.

Concurrent Disability: Benefits during any Period of Disability as the result of:

1. more than one Sickness; or
2. more than one Injury; or
3. both Sickness and Injury;

will be considered the same as if the disability resulted from only one cause.

Exclusions

No monthly benefit will be paid for disability due to: intentionally self-inflicted injury, suicide or attempted suicide, while sane or insane; pregnancy or childbirth, except complications of pregnancy; war or act of war, whether declared or not; and your commission or attempted commission of a felony.

Termination

Your coverage and your spouse's coverage will end on the earliest of: 1) the date the policy terminates; 2) the date the policyholder withdraws its sponsorship of, or cancels, the policy; 3) the premium due date on or next following the date you or your spouse attain the policy age limit; 4) the date you or your spouse cease to be Actively at Work, except due to disability covered by the policy; 5) the premium due date any required contribution is not made, subject to the individual grace period; or 6) with respect to your spouse's coverage, the premium due date he or she is legally separated or divorced from you.

Eligibility

All active, dues paying members of NAIFA and their spouses who:

1. Are under age 60;
2. Reside in the United States;
3. Are actively at work on a full-time basis (at least 30 hours per week); and
4. Have been working full-time for at least 30 days before his or her effective date.

When a husband and wife are both eligible members, coverage may not be duplicated by applying as dependents of each other.

Effective Date:

When You or Your Spouse give Us a satisfactory application and pay the required premium for coverage, then You or Your Spouse will become covered under The Policy on the later of:

1. The Policy Effective Date;
2. the first day of the month on or next following the date We receive the request; or
3. if evidence of insurability is required, the first day of the month on or next following the date:
 - a) we determine that You or Your Spouse are insurable;
 - b) with respect to the Guaranteed Issue Plan, the date We determine that You or Your Spouse are insurable only under such plan;

subject to the Deferred Effective Date provision. However, Your Spouse's, coverage will not become effective prior to the date Your coverage becomes effective.

Deferred Effective Date:

If on the date You or Your Spouse are to become covered:

4. under The Policy;
5. for increased benefits; or
6. for a new benefit;

and You or Your Spouse are not Actively at Work on that date, coverage will not begin until the first day of the month on or next following the date You or he or she are Actively at Work for 1 month(s).

Evidence of Insurability

A medical application with MIB authorization is required for all monthly benefit amounts and benefit periods; lab work may be required in some cases.

Actively at Work Requirement

You and your spouse, if applying, must be actively at work on the date insurance is to take effect. If you and he or she is not, insurance will not take effect until the date the member resumes such work.

Definitions

Total Disability or **Totally Disabled** means disability which:

1. During the Elimination Period and the first 24 months during which the total disability benefits are payable, wholly and continuously prevents you or your spouse from performing the essential duties of your or your spouse's occupation; and
2. After that, wholly and continuously prevents you or your spouse from engaging in any occupation.

Elimination Period means the number of consecutive days at the beginning of any one period of total disability which must elapse before benefits are payable.

Pre-existing Condition means any disability, diagnosed or undiagnosed, for which medical care is received by you: 1) within the 12 month period prior to the date your insurance starts; or 2) with respect to limitation for any increase in coverage, within the 12 month period prior to the effective date of your increase in coverage.

Pre-disability Earnings means, if You or Your Spouse are not self-employed, Your or Your Spouse's regular monthly rate of pay, includes Commissions, but not bonuses, tips and tokens, overtime pay or any other fringe benefits or extra compensation, in effect on the date immediately prior to the last day You or Your Spouse were Actively at Work before You or Your Spouse became Disabled.

Actively at Work means you or your spouse are performing the essential duties of your occupation for wage or profit on a full-time basis (at least 30 hours per week).

NOTICE OF INSURANCE INFORMATION PRACTICES

To properly underwrite and administer your application for insurance coverage, we must collect certain information concerning your insurability. You are our most important source of information, but we may also contact other sources such as medical professionals and institutions, employers and other insurance companies. While all information regarding your insurability will be treated as confidential, in some situations, and in compliance with applicable law, we may disclose necessary items of information to third parties without your specific authorization.

INVESTIGATIVE CONSUMER REPORTS

As part of our procedure for processing your application, an investigative consumer report may be prepared by an outside insurance reporting organization. Personal information may be collected from others regarding your general reputation and lifestyle. If an interview is conducted with someone other than you, we will inform you of your right to be interviewed in connection with the preparation of the investigative consumer report. You have the right to send a written request within a reasonable period of time to receive additional detailed information about the nature and scope of this investigation.

PERSONAL HISTORY INTERVIEW

To provide you, our client, with the best possible service, we may also conduct what we call a personal history interview. This is a phone call placed from our underwriting office. Its purpose is to make sure that the application information is complete. Our interviewers are trained to conduct their calls in a friendly, professional manner. The nature of the information discussed is always treated as personal and confidential and will only be used to assess your eligibility for insurance.

MEDICAL INFORMATION BUREAU (MIB) PRE-NOTICE

Information regarding your insurability will be treated as confidential. Hartford Life Insurance Company or Hartford Life and Accident Insurance Company or its reinsurer(s) may, however, make a brief report thereon to the MIB, Inc., formerly known as Medical Information Bureau, a not-for-profit membership organization of insurance companies, which operates an information exchange on behalf of its members. If you apply to another MIB member company for life or health insurance coverage, or a claim for benefits is submitted to such a company, MIB, upon request, will supply such company, with the information about you in its file. Upon receipt of a request from you, MIB will arrange disclosure of any information in your file. Please contact MIB at (866) 692-6901 (TTY (866) 346-3642). If you question the accuracy of the information in MIB's file, you may contact MIB and seek a correction in accordance with the procedures set forth in the Federal Fair Credit Reporting Act. The address of MIB's information office is 50 Braintree Hill Park, Suite 400, Braintree, Massachusetts 02184-8734. Hartford Life Insurance Company, Hartford Life and Accident Insurance Company, or their reinsurers, may also release information from their files to other insurance companies to whom you may apply for life or health insurance, or to whom a claim for benefits may be submitted. Information for consumers about MIB may be obtained on its website at www.mib.com.

ACCESS, CORRECTION AND DISCLOSURE

You can obtain access to personal information about you contained in our policy files by sending us a written request. You may also request any necessary corrections, amendments or deletion of any information in our files which you believe to be inaccurate or irrelevant. Hartford Life Insurance Company or Hartford Life and Accident Insurance Company or its reinsurer(s) may release information in their files to other life insurance companies to whom you may apply for life or health insurance, or to whom a claim for benefits may be submitted. Also, please be advised that personal and confidential information collected by us may, in certain circumstances, be disclosed to third parties without authorization. A notice providing further description of the circumstances under which information about you may be disclosed and the types of persons and organizations to whom it may be disclosed will be sent to you upon your written request. If you desire further information or access to your personal information, please send your written request to: Hartford Life Insurance Company or Hartford Life and Accident Insurance Company, 200 Hopmeadow St., Simsbury, CT 06089.

The Hartford® is The Hartford Financial Services Group, Inc., and its subsidiaries, including issuing company Hartford Life and Accident Insurance Company. PA-9369

CA Offset Disclaimer:

This example is for purposes of illustrating the effect of the benefit reductions and is not intended to reflect the situation of a particular claimant under the policy:

Insured's monthly predisability earnings	\$3,000
Long term disability benefits percentage	x 60%
Unreduced maximum benefit	\$1,800
Less Social Security disability benefit per month	-\$900
Less state disability income benefit per month	-\$300
Total amount of long term disability benefit per month	\$600

Acceptance into this plan is subject to medical evidence of insurability as determined by The Hartford. Depending on your age, the amount of coverage you request, and your answers on the application, a medical examination, medical test(s), or other evidence of good health may be required. Any exams/tests requested by the company will be conducted at your convenience and at no expense to you.

This brochure explains the general purpose of the insurance described, but in no way changes or affects the policy as actually issued. In the event of a discrepancy between this brochure and the policy, the terms of the policy apply. All benefits are subject to the terms and conditions of the policy. Policies underwritten by Hartford Life and Accident Insurance Company detail exclusions, limitations, reduction of benefits and terms under which the policies may be continued in full or discontinued. Complete details are in the Certificate of Insurance issued to each insured individual and the Master Policy issued to the policyholder. This program may vary and may not be available to residents of all states.

Disability benefits received from coverage paid for by the insured are normally TAX-FREE.
Consult your tax advisor for specific details

Application for Disability Income Insurance

Underwritten by:

Hartford Life and Accident Insurance Company
Simsbury, Connecticut 06089

Administered by:

Kelsey National Corporation
3030 S. Bundy Dr., Los Angeles, CA 90066
(800) 566.3636, option 3



Please Print. Use Dark Ink. Do Not Erase. Initial All Changes.

For Office Use: h w

APPLICANT INFORMATION

The Association Trust		Policy No. AGP-5825	Certificate No. (Leave Blank)	
Name (First, Middle Initial, Last)		<input type="checkbox"/> Male <input type="checkbox"/> Female	Height: _____ ft. _____ in.	Weight: _____ lbs.
Address: Street				
City:	State:	Zip:	Email:	
Phone Number: (Day Time)	Date of Birth:	Age Last Birthday:	Place of Birth: (City/State/Country)	
Occupation:			Business Telephone:	
Duties:			Monthly Earnings/Basic Monthly Pay:	
Business Address: (Street)				
City:			State:	Zip Code:

SPOUSE INFORMATION (If Spouse Coverage is desired, please complete the following:)

Name (First, Middle Initial, Last)		<input type="checkbox"/> Male <input type="checkbox"/> Female	Height: _____ ft. _____ in.	Weight: _____ lbs.
Address: Street				
City:			State:	Zip Code:
Phone Number: (Day Time)	Date of Birth:	Age Last Birthday:	Place of Birth: (City/State/Country)	
Occupation:			Business Telephone:	
Duties:			Monthly Earnings/Basic Monthly Pay:	
Business Address: (Street)				
City:			State:	Zip Code:

QUESTIONNAIRE:

Has anyone proposed for coverage been actively engaged in the full-time duties of his or her occupation (at least 30 hours per week) immediately before the date of this application? You: Yes No Spouse: Yes No

Does anyone proposed for coverage have any Disability Income Insurance in force or pending in this or any other company?
 Yes No If yes, give details:

Name	Company	Monthly Benefit	Benefit Period	Waiting Period	To Be Replaced?	
					Yes	No

Coverage Requested: New Coverage Change in Coverage

Monthly Benefit Amount: Applicant:	Spouse:	Payment Period Option:	Waiting Period Option:
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Beneficiary (Print Full Name & Relationship):

Is the Monthly Benefit Amount herein applied for equal to or less than [60%] of your Basic Monthly Pay minus any Other Income Benefits?
You: Yes No Spouse: Yes No

PLEASE ANSWER THE FOLLOWING AND GIVE DETAILS OF ALL "YES" ANSWERS BELOW:	Yes	No
1. In the past 10 years has anyone proposed for coverage ever been diagnosed or treated by a member of the medical profession for: A. A heart murmur, high blood pressure, stroke, or any disease or disorder of the heart, blood or circulatory system? B. Asthma, shortness of breath, tuberculosis or any disease or disorder of the lungs or respiratory system? C. Colitis, ulcer, kidney disease, or any disease or disorder of the digestive, urinary or reproductive system? D. Alcoholism, drug abuse, severe headaches, epilepsy, dizziness or any disease or disorder of the brain or nervous system including mental or emotional disorders? E. Cancer, tumor, diabetes, blood or sugar in urine, or any disease or disorder of the glands? F. Arthritis, impaired sight or hearing, or any disease or disorder of the skin, bones, or joints, including neck or back disorders? G. Acquired Immune Deficiency Syndrome (AIDS) or AIDS Related Complex (ARC) or any other immune deficiency disorder?		
2. During the past 5 years has anyone proposed for coverage consulted any physician, surgeon, psychologist, psychiatrist or other practitioner for any reason not previously noted on this application; or been confined or treated in any hospital, sanatorium or similar institution?		
3. Is anyone proposed for coverage now pregnant? If yes, Name: _____ When is the baby due? _____ Are there any medical complications?		

If you answered "Yes" to any of the above medical questions, please explain the details on the following page.

MEDICAL QUESTIONS DETAILS:		
Question Number and Condition	Name of Family Member	For any question answered "yes" please provide your physician's name, full address and phone number (Required for processing)

(Attach sheet of paper if additional space is needed).

AUTHORIZATION:

I hereby certify that I have read or have had read to me all statements and answers in this application, and in any other application or medical form required by the Company, and that they are full, complete, and true to the best of my knowledge and belief. I also understand that any misrepresentation contained herein or relied on by the Company may be used to reduce or deny a claim or void the contract within the contestable period if such misrepresentation materially affects the acceptance of the risk. I understand that any intent to defraud or knowingly facilitate a fraud against the Company, by submitting an application or filing a claim containing a false or deceptive statement is insurance fraud. I also agree that a copy of this application shall be attached to and form a part of any certificate issued. I also understand that the Company may request whatever additional evidence of insurability it needs.

Subject to the deferred effective date provision I understand that coverage will not become effective until the Company grants its underwriting approval. I do not receive temporary or conditional insurance coverage just because I submit an application and pay the first premium.

I authorize any: doctor or counselor; health practitioner; hospital, clinic or medical facility; insurer or reinsurer; consumer reporting agency; Medical Information Bureau, Inc.; or employer; to give Hartford Life and Accident Insurance Company or its legal representative information about my physical or mental health, (including history, condition, diagnosis and treatment), drug or alcohol use history, other insurance coverage or employment status.

Hartford Life and Accident Insurance Company will use the information to decide if and to what extent I am eligible for insurance coverage or benefits under the policy. This information will be treated as confidential. I understand the Medical Information Bureau, Inc. will release records or information only to the Hartford Life and Accident Insurance Company.

I authorize the Hartford Life and Accident Insurance Company to give information about me to: its reinsurer(s), the Medical Information Bureau, Inc., any other insurance company to whom I may apply for Life or Health Insurance, or other persons or organizations handling a claim, underwriting coverage applied for or administering coverage issued as a result of this application or as required by law.

I understand that upon written request I may revoke this authorization except to the extent that action has already been taken in reliance on the authorization. This authorization expires two (2) years from the effective date of my coverage or, if no coverage has been issued one (1) year from the date of this application.

I understand that a photocopy of this form is as valid as the original, and that I have a right to receive a copy of this form upon request.
I certify that I have received the Notice of Insurance Information Practices.

I understand that any injury or sickness, diagnosed or undiagnosed, for which I have received medical advice or treatment in the 12 month period prior to my effective date of coverage will not be covered until I have gone 12 months ending on or after my effective date of coverage without medical advice or treatment for that condition, or until two (2) years after my effective date of coverage, whichever comes first, provided that the condition is not specifically excluded or limited by the policy or by a Health Waiver attached to my certificate. Applications to increase coverage will be subject to a new pre existing conditions limitation.

I further understand that any condition excluded or limited by the policy or by a Health Waiver attached to my certificate will not be covered under this policy at any time.

Signature of Applicant: _____ Date: _____
Signature of Spouse: _____ Date: _____

PLEASE INDICATE YOUR PAYMENT METHOD:

I WISH TO USE AUTO PAY (ADD \$1.00 ADMINISTRATION FEE)
I have enclosed a VOID check and **completed the Authorization below.**
Please bill me: Annually Semi-annually Quarterly Monthly

PLEASE BILL ME DIRECTLY (ADD \$2.00 ADMINISTRATION FEE)
My check is enclosed in the amount of \$ _____, payable to **THE ASSOCIATION TRUST.**
Please bill me: Annually Semi-annually Quarterly Monthly

AUTO PAY AUTHORIZATION FORM:

ATTACH VOIDED CHECK HERE

Name of Account Holder _____
I hereby authorize Kelsey National Corporation, hereinafter called "COMPANY", to initiate monthly debit entries to my checking account at the financial institution (named below), hereinafter called "FINANCIAL INSTITUTION", and to debit the same to such account.

Name of Financial Institution _____ Account Type _____ Account Number _____
Branch City, State, Zip _____ Routing Number _____

This authorization is to remain in full force and effect until COMPANY has received written notification from me of its termination in such time and in such manner as to afford COMPANY and FINANCIAL INSTITUTION a reasonable opportunity to act on it.
I understand that if there are insufficient funds in my account when it is automatically debited, Kelsey National Corporation will convert my account to one that is direct billed to me quarterly.

x _____ Date _____
Authorized Signature

STATE NOTICE:

Any person who includes any false or misleading information on an application or filing a claim for an insurance policy is subject to criminal and civil penalties. It is unlawful to knowingly provide false, incomplete or misleading facts or information to an insurance company for the purpose of defrauding or attempting to defraud the company. In certain states, penalties may include imprisonment, fines, denial of insurance, and civil damages.

Any insurance company or agent of an insurance company who knowingly provides false, incomplete or misleading facts or information to a policyholder or claimant for the purpose of defrauding or attempting to defraud the policyholder or claimant with regard to a settlement or award payable from insurance proceeds shall be reported to the State Insurance Regulatory Agency and/or Division of Insurance. If while in the state of Florida, a person knowingly and with intent to injure, defraud, or deceive any insurer, files a statement of claim or an application containing any false, incomplete or misleading information, the person is guilty of a felony in the third degree. Any person who knowingly and with intent to defraud any insurance company or other person, files an application for insurance or statement of claim containing any materially false, misleading or deceptive information, or conceals for the purpose of misleading, information concerning any fact material thereto, commits a fraudulent insurance act, which is a crime and shall be subject to substantial civil and/or criminal penalty where and to the extent allowed by state.

Application for Disability Income Insurance

Underwritten by:

Hartford Life and Accident Insurance Company
Simsbury, Connecticut 06089

Administered by:

Kelsey National Corporation
3030 S. Bundy Dr., Los Angeles, CA 90066
(800) 566.3636, option 3



MEDICAL QUESTIONS DETAILS: (CONTINUED)

Question Number and Condition	Name of Family Member	For any question answered "yes" please provide your physician's name, full address and phone number (Required for processing)

