

Documents Needed by Policy Type

Prefer Harbor Life to gather documents? Send them this link: [Harbor Life Brokerage Application](#)

Term Policies

NON-CONVERTIBLE TERM POLICES

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| <ul style="list-style-type: none">■ Premium schedule to maturity | <ul style="list-style-type: none">■ Additional documents:<ul style="list-style-type: none">□ Verification of Coverage□ Annual Statement□ Premium history report□ Copy of the policy |
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CONVERTIBLE TERM POLICES

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| <ul style="list-style-type: none">■ Universal life conversion illustration with the following parameters:<ul style="list-style-type: none">□ Minimum premium needed to maintain a level death benefit to age 105□ Minimum cash value at age 105□ Lapse at age 106■ If the policy is convertible to an Indexed or Variable life policy, illustration with the following parameters:<ul style="list-style-type: none">□ Minimum premium needed to maintain a level death benefit to age 105□ Minimum cash value at age 105□ Lapse at age 106□ Default interest rate on Indexed policies or an interest rate not to exceed 6% on Variable policies■ If an age change will occur within 90 days, please send conversion illustrations for the current age and the next age. | <ul style="list-style-type: none">■ Additional documents:<ul style="list-style-type: none">□ Verification of Coverage□ Annual Statement□ Premium history report□ Copy of the policy |
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GUARANTEED UNIVERSAL LIFE (policies with No-Lapse Guarantee features)

- **Illustration 1 with the following parameters:**
 - Minimum premium needed to maintain a level death benefit to age 105
 - Minimum cash value at age 105
 - Lapse at age 106
- **Illustration 2 with the following parameters:**
 - No premium payments until the policy is about to lapse, followed by the minimum premium required to maintain the policy to age 105
 - Minimum cash value at age 105
 - Lapse at age 106

- **Additional documents:**
 - Policy summary listing
 - The policy's cost basis and current values
 - Annual Statement
 - Premium history report
 - Copy of the policy

STANDARD OR CURRENT ASSUMPTION UNIVERSAL LIFE

- **Illustration with the following parameters:**
 - Minimum premium needed to maintain a level death benefit to age 105
 - Minimum cash value at age 105
 - Lapse at age 106

- **Additional documents:**
 - Policy summary listing
 - The policy's cost basis and current values
 - Annual Statement
 - Premium history report
 - Copy of the policy

ANY UNIVERSAL LIFE POLICY WITH AN OUTSTANDING LOAN

- **Illustration 1 with the following parameters:**
 - Annualized loan interest repaid in cash while maintaining a level loan balance
 - Minimum premium needed to maintain a level death benefit to age 105
 - Minimum cash value at age 105
 - Lapse at age 106
- **Illustration 2 with the following parameters:**
 - Immediate loan payoff
 - Minimum premium needed to maintain a level death benefit to age 105
 - Minimum cash value at age 105
 - Lapse at age 106

- **Additional documents:**
 - Policy summary listing
 - The policy's cost basis and current values
 - Annual Statement
 - Premium history report
 - Copy of the policy

VARIABLE LIFE POLICIES

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| <ul style="list-style-type: none">■ Illustration with the following parameters:<ul style="list-style-type: none">□ Minimum premium needed to maintain a level death benefit to age 105□ Minimum cash value at age 105□ Lapse at age 106□ Interest rate not to exceed 6% | <ul style="list-style-type: none">■ Additional documents:<ul style="list-style-type: none">□ Policy summary listing<ul style="list-style-type: none">● The policy's cost basis and current values□ Annual Statement□ Premium history report□ Copy of the policy |
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INDEXED POLICIES

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| <ul style="list-style-type: none">■ Illustration 1 with the following parameters:<ul style="list-style-type: none">□ Minimum premium needed to maintain a level death benefit to age 105□ Minimum cash value at age 105□ Lapse at age 106□ Default interest rate or fixed premium allocation■ Illustration 2 with the following parameters:<ul style="list-style-type: none">□ Maximum funding as quickly as possible with an increasing death benefit without becoming a MEC (Modified Endowment Contract)□ Immediate loan payoff (if the policy has an outstanding loan)■ Illustration 3 with the following parameters:<ul style="list-style-type: none">□ Maximum funding as quickly as possible and then level death benefit without becoming a MEC (Modified Endowment Contract)□ Immediate loan payoff (if the policy has an outstanding loan)■ Illustration 4 with the following parameters:<ul style="list-style-type: none">□ 'As is' illustration listing the current planned premium□ Immediate loan payoff (if the policy has an outstanding loan) | <ul style="list-style-type: none">■ Additional documents:<ul style="list-style-type: none">□ Policy summary listing<ul style="list-style-type: none">● The policy's cost basis and current values□ Annual Statement□ Premium history report□ Copy of the policy |
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PAID-UP WHOLE LIFE POLICIES

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| <ul style="list-style-type: none">■ Illustration with the following parameters:<ul style="list-style-type: none">□ If the policy contains a loan, all loans paid off with out-of-pocket funds not policy cash value□ All dividends used to purchase paid-up additions | <ul style="list-style-type: none">■ Additional documents:<ul style="list-style-type: none">□ Policy summary listing:<ul style="list-style-type: none">● Cost basis● Current cash value● Current death benefit● Current outstanding loan balance |
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NON-PAID-UP WHOLE LIFE POLICIES

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| <ul style="list-style-type: none">■ Illustration 1 (Full Pay) with the following parameters:<ul style="list-style-type: none">□ If the policy contains a loan, all loans paid off with out-of-pocket funds not policy cash value□ Continuing to pay all premiums as scheduled on an annual premium mode with out-of-pocket funds (do not illustrate premium offset or anything similar)□ All dividends used to purchase paid-up additions■ Illustration 2 (RPU) with the following parameters:<ul style="list-style-type: none">□ All loans paid off with out-of-pocket funds not policy cash value□ Change the death benefit to a reduced paid-up policy□ No future premiums paid (do not illustrate premium offset or anything similar)□ Future dividends used to purchase paid-up additions■ Illustration 3 (As-Is) with the following parameters:<ul style="list-style-type: none">□ Continuing to pay all premiums as scheduled on an annual premium mode with out-of-pocket funds | <ul style="list-style-type: none">■ Additional documents:<ul style="list-style-type: none">□ Policy summary listing:<ul style="list-style-type: none">● Cost basis● Current cash value● Current death benefit● Current outstanding loan balance |
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Premium Financed Policies

DOCUMENTS/INFORMATION NEEDED

- Premium Finance loan agreement
- Current loan payoff amount
- Daily per diem amount
- Pre-payment penalties, if applicable