

Effective Oct. 28, applications/contracts based on state of residence

Effective Oct. 28, 2019, annuity and insurance product applications should be written based on the applicant's state of residence.

For applications written outside the applicant's primary state of residence, use the application for the primary state of residence. The application must accurately indicate the state where it was signed. Assuming the applicant is insurable and the sale is suitable, a contract will be issued based on the applicant's primary state of residence.

You and anyone receiving split compensation must be licensed:

- In the applicant's state of residence.
- Where the application is taken.
- Where the contract is delivered.

Example: A Wisconsin resident meets with a financial professional in Illinois to complete a life insurance application. A Wisconsin application should be completed and signed, and a Wisconsin contract will be issued. The application should accurately reflect that it was signed in Illinois. The contract will be mailed to the applicant's primary address in Wisconsin. The financial professional(s) must be licensed in both Wisconsin and Illinois.

What to do if there are multiple applicants

If multiple applicants who reside in different states complete an application or an application is written in a state other than any applicant's primary state of residence, use an application approved in the primary state of residence of the first applicant named in the application (or approved in the secondary state, if applicable, based on the information below.)

You and anyone receiving split compensation must be licensed in the state where an application is taken **and** in each applicant's primary state of residence.

What to do if the applicant has a second residence or works in another state

If an applicant maintains a second residence or is employed and physically working in another state and you take an application in that state, you can complete an application from either the state of primary residence or from the state where the application is

signed. Note that if you choose to use an application from the secondary state, the application must be taken and the policy issued **and** delivered in the secondary state.

You and anyone receiving split compensation must be licensed in the state of residence **and** the secondary state.

Example: A New York resident employed in New Jersey meets with a financial professional in New Jersey. A New Jersey application can be taken, and a New Jersey contract will be issued. The contract must also be delivered in New Jersey. The financial professional must be licensed in both New York and New Jersey.

What to do if the applicant is on vacation, traveling, on business, etc. for an extended period

If you cannot take the application, get the policy issued **and** deliver the policy during the time the applicant is in the secondary state, use an application based on the applicant's primary state of residence.

How this affects Thrivent's process

Thrivent must determine the validity of an application if the application used is different than the one for the applicant's state of residence. In this situation, inform Thrivent before the contract is issued why the product was sold outside the applicant's state of residence. You will also need to affirm that the sale was solicited in, the application was signed in and the contract will be delivered in the state where the activity took place.

If you don't submit this information with the application, the New Business area will request this information from you via email.

Failure to respond may result in processing delays or the application being cancelled.

