TABLE RATING COP

Hi, this is Tom calling from State Farm. I'm just reaching out today because we have received an offer for you from our life company. They would like to re-rate your life insurance policy. The way that we go about this is: we have you take a short physical exam (it's a $500 value, which State Farm is happy to pay on your behalf).

Based on your results, if we can improve your situation we keep moving forward but if we do not improve your situation, we will not touch what you already have in place.

I just have to get a couple of questions answered to get that going.

- Height / Weight
- Were you born in Texas?
- What do you do for work (exclusions)?
- Verify beneficiaries (Name, Relationship)
- No major health issues since the last time we did this?
- Have you been diagnosed with anything?
- Any medication to manage a condition?
- Have you been recently hospitalized?
- What/where it's being treated / Who (Dr. / office)?

****Submit as non-tobacco****

INSTANT ANSWER — ADDED PROTECTION (to WL)

Hi _________, Emaly Riojas State Farm Agency asked me to reach out today because we have received an offer from our Life Company for _________________.

They would like to provide an additional $50,000 in life protection that is locked in to age 50. There's no medical exam required, and it's just _____ cents a day. Seems like a no-brainer to me, but I wanted to get your okay to put that in place today. How does that sound?

- Height / Weight
- Were you born in Texas?
- What do you do for work (exclusions)?
- Verify beneficiaries (Name, Relationship)
- No major health issues since the last time we did this?