

PRENEED SELLER CHECKLIST QUESTIONS

The questions you will encounter during the filing process, called the "Checklist" in the system, are set forth below for your convenience. The numbering system on the checklist will be different. A response to each question is required.

1. Do you wish to renew your Preneed Seller license?

NOTE: If your answer is YES, your license will be renewed for another license term. If NO, your license will expire on April 30.

2. Identify the number of contracts sold from January 1 to December 31 of last year.

NOTE: This response needs to be a number, such as 12, rather than a word(s), such as twelve. Also, enter it carefully. This question will determine the filing fee for the annual report.

3. Were any of the contracts on this report funded at less than 100%?

NOTE: Contracts may be funded at less than 100% in the event of a guaranteed purchase agreement. However, if so, there must be a fidelity bond or similar insurance in the amount of not less than fifty thousand dollars to protect against the loss of purchaser payments not placed in trust. If your answer is YES, you will be prompted to enter the NAIC number of the insurance company that issued the fidelity bond (a list of these numbers can be found on the website), the amount of coverage, and the expiration date of the fidelity bond. You will also be required to upload a copy of the fidelity bond under "Additional Files Submission" as "Fidelity Bond Documents".

4. Do you have a surety bond in place as an alternative to trust funding?

NOTE: If your answer is YES, you will be prompted to enter the NAIC number of the insurance company that issued the surety bond (a list of these numbers can be found on the website), the amount of the surety bond, and the expiration date of the surety bond. You will also be required to upload a copy of the surety bond under "Additional Files Submission" as "Surety Bond Documents".

5. List all branch locations.

NOTE: Complete addresses are not necessary and short descriptions are acceptable. In some cases, the name of the town would be adequate. In other cases, location names that are unique would be adequate.

6. List all branch locations where preneed contracts are stored.

NOTE: This question is related to our compliance examination program and asks where any physical customer files and original documents are located.

7. List all Sales Agents (full name & license #) that were active at anytime from January 1 to December 31 of last year.

8. Do you sell cemetery merchandise?

NOTE: "Cemetery merchandise" has a specific meaning in Iowa Code Chapter 523A and means foundations, grave markers, tombstones, ornamental merchandise, memorials and monuments. These items are subject to the requirements of Chapter 523A unless the purchase agreement requires installation within twelve months of the purchase and general business practices and procedures are consistent with the contract language.

9. Is all, or a portion of burial trust funds deposited in a master trust account? If yes, upload the master trust agreement(s) under "Additional Files Submission" as "Optional Supporting Documents".

You will have the ability to provide explanatory notes and comments.