

# Submitting Business with American National and American National of Texas

## Life Paper Applications:

When submitting paper applications, it is very important to check if everything has been filled out correctly. It is even more important to check if you have filled out all required forms and supplemental forms that may be required due to client circumstances. Too often I get communications from agents confused that they did not get the 1 form that is being requested by ANTEX/ANICO after submission. 90% of the time it is a supplemental form that is needed due to a specific question in the application. The blood pressure questionnaire is an example. This form is not part of the base application but if the client takes blood pressure medication this form must be filled out. It explains this in the application but it is often looked over.

With all this being said, I strongly suggest using the E-app which I will cover later.

If you do decide to use a paper application, DO NOT SEND IT TO THE CARRIER. The most efficient way to get business processed quickly is to email/fax the policy to Marta Warren. ([MartaW@MoodyGroup.com](mailto:MartaW@MoodyGroup.com) or 409-763-4002)

## Life Electronic Applications:

ANTEX and ANICO both offer electronic applications. For ANTEX it is currently the Signature Term and the Strategy Whole Life. The Living Guaranteed Option UL will be arriving soon. ALL life products with American National are available. I highly recommend that you always use the Electronic App. Using the E-app eliminates so many potential problems that arise with Paper Applications. There is no handwriting issues, there is no scan issues, there is NO chance of missing a form because the way the system is designed. If you answer a question that would require a supplemental form, it will automatically add that to the application.

You can access the E-apps for both companies by visiting the [Moody Resource Center](#) on our website.

It is also possible to initiate an E-App when using ExpertIllustrator.

[This is a video going over ExpertApp](#) (For ANICO use only)

[This is a video going over ExpertIllustrator](#) (FOR ANICO use only)

[This is a video going over E-App for ANTEX](#)

## Annuity Applications:

There is no Electronic Application for annuities. Due to the amount of money being exchanged with annuities, ANICO needs an original copy of the application. You can submit these in one of two ways. One is using ExpertScan and the other is physically mailing in the original. You need to do one or the other, do not do both. This will lead to issues due to multiple submissions. I would also make sure to send a copy of it to Marta Warren as well so we can assist you if something happens with the application or if ANICO ask any questions. ExpertScan has failed several times in my personal experience. This is why I recommend physically mailing it. You can access ExpertScan from the [Moody Resource Center](#).

Mailing Address:

**Annuity Services**  
**PO Box 10427**  
**Springfield, MO 65808-0427**

For Overnight Mailing:

**Annuity Services**  
**1949 E. Sunshine Street**  
**Springfield, MO 65899**

Paul Harrington  
Moody Insurance Group, Inc.  
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