

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	AIG	AIG	AXA	AXA	Briarthouse Financial	Briarthouse Financial
Product	Select A Term	AG Ultra One	BrightLife Term	BrightLife ART	Guaranteed Level Term	One Year Term
Conversion Period	Earlier of level term period or age 70.	Not convertible	Earlier of the Policy Anniversary nearest Insured's 70th birthday or the end of the level premium period	Policy Anniversary nearest Insured's 70th birthday	For issue age < 65: Initial term period or attained age 70 For issue age 65+: within the first 5 policy years	Not convertible unless Convertible & Renewable Option rider on policy - can convert years 2 - 5
Products available for conversion	AG Select-a-Term policies may be converted to any universal life insurance policy issued by American General Life Insurance Company or The United States Life Insurance Company in the City of New York up to: The 96th month (prior to the eighth policy anniversary) on 10 Year term contracts The 120th month (prior to the tenth policy anniversary) for term contracts with Term Periods greater than 10 years, subject to the age limitations of the term policy's conversion provision. Products available for term conversions after those term periods are AG Extend IULSM (minimum face amount of \$50,000) or American Elite Whole Life®.	N/A	All permanent products (except Corporate Owned Incentive Life) currently available for sale	All permanent products (except Corporate Owned Incentive Life) currently available for sale	Any permanent product offered at the time of conversion	Any permanent product offered at the time of conversion
Convertible to survivor product?	No	N/A	Yes	Yes	Yes	Yes
Maximum number of conversions	1	N/A	1	1	No limit; must retain the minimum face required	No limit; must retain the minimum face required
Waiver of Premium convertible?	No	N/A	Yes	Yes	Yes, must have the convertible Disability Waiver of Premium rider	N/A
Waiver of Premium convertible if on waiver?	No	N/A	Yes	Yes	Yes - must be converted to whole life	N/A
Partial Conversions Permitted?	Yes - remaining term must be at or above the required minimum to remain in force	N/A	Yes	Yes	Not contractual; company practice	Not contractual; company practice
Term Conversion Credits?	No	N/A	Yes - 25% increase if converted in first 5 years	Yes - 25% increase if converted in first 5 years	No	N/A

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	Fidelity Life	Fidelity Life	Foresters	Global Atlantic	Global Atlantic
Product	Rapid Decision Express	Rapid Decision Senior Life Term	Your Term	Term	Annual Renewable Term
Conversion Period	Not convertible	Not convertible	The end of the initial term period less five (5) years, and the certificate anniversary on which the insured is age 65	Up to age 75	Within the first 10 years
Products available for conversion	N/A	N/A	Any permanent product offered at the time of conversion	Any permanent product offered at the time of conversion	Any permanent product offered at the time of conversion
Convertible to survivor product?	N/A	N/A	N/A	Yes, if both insureds have a term policy that can be converted	Yes, if both insureds have a term policy that can be converted
Maximum number of conversions	N/A	N/A	None as long as minimum face amount are satisfied	No limit; must retain the minimum face required	No limit; must retain the minimum face required
Waiver of Premium convertible?	N/A	N/A	Yes	Yes	Yes
Waiver of Premium convertible if on waiver?	N/A	N/A	Yes	Only with the Wavier of Premium Plus rider	Only with the Wavier of Premium Plus rider
Partial Conversions Permitted?	N/A	N/A	No	Yes but must meet both products minimum face amounts	Yes but must meet both products minimum face amounts
Term Conversion Credits?	N/A	N/A	No	Yes	Yes

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CARRIER TERM CONVERSION PRIVILEGES

John Hancock	Carrier Name	John Hancock	John Hancock	Legal & General America	Lincoln Financial
JH Term 2017	Product	JH Term with Vitality	Survivorship Term	OPTerm	LifeElements Level Term
Up to the earlier of the end of the level term period or the policy anniversary nearest the life insured attaining age 70.	Conversion Period	Up to the earlier of the end of the level term period or the policy anniversary nearest the life insured attaining age 70.	The conversion period is the life of the policy to a maximum age 90 of the older life (age 85 of younger life if one or both insureds are substandard).	Earlier of level term period or age 70. Policies issued at age 66 or over are convertible during the first five policy years.	Up to the earlier of the end of the initial level term period or before attained age 70
Convertible in policy years 1 - 4 to any permanent life product available for sale. From years 5 to the end of the level term duration to designated conversion product only.	Products available for conversion	Convertible in policy years 1 - 4 to any permanent life product available for sale. From years 5 to the end of the level term duration to designated conversion product only. Policyholders who have Gold or Platinum status in each of the three processing dates prior to the date of the conversion, can convert to any product for the first term years.	Any permanent survivorship product in the portfolio The conversion options are: • If both insureds are alive, allow conversion to any permanent product in the survivorship portfolio for the full face amount based on attained ages and the original underwriting and smoking classes. • If one insured is deceased, allow conversion of the surviving life to a single-life permanent policy for the full face amount based on attained age and the original underwriting and smoking class.	LifeStep UL	For policies sold after April 2007 and placed in force prior to 9/12/2016: Any permanent product offered at the time of conversion For policies placed in force after 9/12/2016: Policy years 1 – 7: Full conversion to any currently available Lincoln product at time of conversion Policy years 8+: Conversion will be available to a limited product portfolio only. That portfolio has not been defined. Convertibility Rider: Client may purchase this rider to gain ability to convert to any currently available policy for the entire level period/duration of conversion rights based on client age.
Yes, but: • Face Amount of new SUL can be up to the Face Amount of the term contract subject to available retention limits • Underwriting is required on the life being added	Convertible to survivor product?	Yes, but: • Face Amount of new SUL can be up to the Face Amount of the term contract subject to available retention limits • Underwriting is required on the life being added	Yes, see above	N/A	Yes - if both insureds have a term policy to convert - must be same face as coverage being applied for
None - as long as face mins are met	Maximum number of conversions	None- as long as face mins are met	No max conversions - as long as the min face amount is met.	No limit; must retain the minimum face required	None as long as minimum face amounts are satisfied
Clients whose Term premiums are being waived under the Total Disability Waiver may convert their policy to a permanent plan; however, they cannot purchase the TDW Rider on the permanent policy.	Waiver of Premium convertible?	Clients whose Term premiums are being waived under the Total Disability Waiver may convert their policy to a permanent plan; however, they cannot purchase the TDW Rider on the permanent policy.	No	No	Yes - only to Waiver of Monthly Deduction rider
No	Waiver of Premium convertible if on waiver?	No	No	Yes, but not until the last conversion opportunity	Yes, will waive the cost of insurance until insured comes off disability
Yes, however partial conversions to Permanent policies will need to meet the minimum face amount required on the Permanent product, AND product minimums must be maintained in the remaining Term policy.	Partial Conversions Permitted?	Yes, however partial conversions to Permanent policies will need to meet the minimum face amount required on the Permanent product, AND product minimums must be maintained in the remaining Term policy.	Yes	Yes, as long as the amount kept in force meets minimum face amount requirements.	Yes
No	Term Conversion Credits?	No	No	No	None as long as minimum face amounts are satisfied

Lincoln Financial LifeElements One-Year Term	Lincoln Financial TermAccel	Carrier Name Product	Mutual of Omaha Term Life Express	Mutual of Omaha Term Life Answers	Nationwide
Coverage is not renewable, convertible or commissionable	Up to the earlier of the end of the initial level term period or before attained age 70	Conversion Period	After policy year 2 through the lesser of the end of level term period or the policy anniversary following insured's 70th birthday	10yr: up to age 75 or within first 2 yrs. whichever is later 15 & 20yr: up to age 75 30yr: within first 20 years only	Before Age 65: 10 Year Term – First 10 policy years 15 year Term – First 15 policy years 20 year Term – First 20 policy years 30 year Term – First 20 policy years
N/A	Any permanent product offered at the time of conversion for the purposes of conversion from this product	Products available for conversion	GUL Express or Living Promise WL	Any permanent product offered at the time of conversion	Any permanent product offered at the time of conversion
N/A	Yes - if both insureds have a term policy to convert - must be same face as coverage being applied for	Convertible to survivor product?	No	No	No
N/A	None as long as minimum face amounts are satisfied	Maximum number of conversions	1	1	No Maximum – can do multiple conversions as long as the policy is within the conversion period and within the minimum face amount as well.
N/A	Yes - only to Waiver of Monthly Deduction rider	Waiver of Premium convertible?	No	No	Yes
N/A	Yes, will waive the cost of insurance until insured comes off disability	Waiver of Premium convertible if on waiver?	No	No	No
N/A	Yes	Partial Conversions Permitted?	Yes	Yes	Yes
N/A	N/A	Term Conversion Credits?	No	No	Yes but offered on unapplied premium only.

New York Life	North American	Principal Financial	Carrier Name	Protective Life	Protective Life
None	ADvantage Term	Principal Term	Product	Classic Choice Term	Custom Choice UL
Varies by product - contact Field Director for conversion eligibility	During the level term period or up to age 74 (age 69 for 30 year); never less than 5 years	Standard Conversion option: Earlier of age 70 or: 10YT: first seven policy years; 15YT: first 12 policy years; 20YT: first 15 policy years; 30YT: first 20 policy years Enhanced Conversion option: Earlier of age 70 or: To the end of the level term period or to age 70, whichever is earlier.	Conversion Period	Classic Choice Term conversion rights expire earlier of the level period less two years or the anniversary nearest the insured's 70th birthday, whichever comes first.	20 years or age 70, whichever comes first
Any permanent product offered at the time of conversion	All currently available individual permanent life products	All permanent products are currently available for conversion provided requirements for those products are satisfied.	Products available for conversion	Policy convertible years 1-5 to: Protective Advantage Choice UL Protective ProClassic Legacy UL Protective ProClassic II UL Protective Indexed Choice UL Protective Non-Par Whole Life Protective Investors Choice VUL Protective Strategic Objectives VUL After year 5: Protective ProClassic Legacy UL Protective Non-Par Whole Life	Can exchange to: Advantage Choice UL Indexed Choice UL Pro Classic II UL Non-Par Whole Life Strategic Objectives VUL Investors Choice VUL
None	No	Two Term policies can be converted to one Survivorship Universal Life (SUL) policy at 2 times the lesser term amount. One Term policy can be converted to one Survivorship Universal Life (SUL) policy with an underwritten second life. Face amount capped at twice the face amount of the term policy if the second life is insurable, cap is equal to the face amount if second life is uninsurable.	Convertible to survivor product?	No	No
Contact Field Director	No limit; must retain the minimum face required	No limit as long as minimum face amount is satisfied.	Maximum number of conversions	No limit after 3rd policy year, but cannot fall below product minimum	No limit after 3rd policy year, but cannot fall below product minimum
Yes	No	Any riders on the term policy terminate at conversion. Similar riders may be issued with the new policy W/O evidence subject to provisions in the new riders and our rules in effect at the time of conversion.	Waiver of Premium convertible?	N/A	N/A
None	No	If premiums are being waived due to disability then a waiver rider is not available on the new policy. Rather, we keep the insured in the term policy and waive premiums up to the insured's attained age 95 if they qualify per the rider.	Waiver of Premium convertible if on waiver?	N/A	N/A
Contact Field Director	Yes, subject to minimum issue limits	Partial Term conversions are allowed, provided the remaining Term policy and the new policy both meet their respective minimum face amount guidelines.	Partial Conversions Permitted?	No limit after 3rd policy year, but cannot fall below product minimum	No limit after 3rd policy year, but cannot fall below product minimum
Yes	No	No	Term Conversion Credits?	No	No

TERM CONVERSION PRIVILEGES

Protective Life One Year Term	Protective Life Survivorship Term	Prudential Term Essential	Prudential Term Elite	Carrier Name Product	Prudential ROP Term
Coverage is not renewable, convertible or commissionable	Joint age 75 or individual attained age 85	Earlier of the level term period or age 65, never less than 5 years	Earlier of the level term period or age 65, never less than 5 years	Conversion Period	For issue ages 59 and younger, whichever comes first, the end of the level premium paying period or the 1st policy anniversary on or after the insured's 65th birthday. For issue ages 60-65, on the 5th policy anniversary.
N/A	Survivor UL	All permanent products offered at the time of conversion	All permanent products offered at the time of conversion	Products available for conversion	All permanent products offered at the time of conversion
No	Yes	Yes	Yes	Convertible to survivor product?	Yes - not contractual but is current company practice and is subject to actuarial review and profitability study
N/A	No maximum within product minimum (\$250k)	Unlimited within the convertible period	Unlimited within the convertible period	Maximum number of conversions	1
N/A	N/A	Yes	Yes	Waiver of Premium convertible?	N/A
N/A	N/A	Yes	Yes	Waiver of Premium convertible if on waiver?	N/A
N/A	Yes within product minimum (\$250k)	Yes	Yes	Partial Conversions Permitted?	No
N/A	No maximum within product minimum (\$250k)	No	Available within the first 5 years	Term Conversion Credits?	No

CARRIER TERM CONVERSION PRIVILEGES

Prudential WorkLife 65	Prudential PruTerm One	SBLI Term Life	Securian Financial Advantage Elite Term	Securian Financial Convertible ART	Carrier Name Product
First policy anniversary on or after the insured's 65th birthday	Through 5th policy anniversary	To the end of the level term period or to age 70, whichever is earlier For YRT, conversion privileges vary by policy series	5, 10 & 15 year term - 5 years 10 & 20 year term - 10 years	Up to age 75	Conversion Period
Most individual permanent life insurance policies	All permanent products offered at the time of conversion	Any permanent product offered at the time of conversion	Any permanent product offered at the time of conversion	Any permanent product offered at the time of conversion	Products available for conversion
No	Yes - not contractual but is current company practice and is subject to actuarial review and profitability study	N/A	Yes	Yes	Convertible to survivor product?
Unlimited within the convertible period	Unlimited within the convertible period	None as long as minimum face amount are satisfied	No limit; must retain the minimum face required	No limit; must retain the minimum face required	Maximum number of conversions
No	N/A	Yes	Yes	Yes	Waiver of Premium convertible?
No	N/A	No	No (at age 60 automatic conversion to whole life if they are still on waiver and they continue to waive premiums)	No (at age 60 automatic conversion to whole life if they are still on waiver and they continue to waive premiums)	Waiver of Premium convertible if on waiver?
Yes	Yes	Yes, but must meet minimum face amounts for conversion product and also for retained term policy, if any	Yes	Yes	Partial Conversions Permitted?
No	No	No	Available on Advantage Elite 5 (equal to first year annual premium)	No	Term Conversion Credits?

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Symetra	Transamerica	Transamerica	Transamerica	Zurich
Term Life Up to age 75	Trendsetter Super & YRT - NY Up to age 70; 75 for Pref Plus class (older products have different guidelines)	Trendsetter Super & YRT Up to the earlier of the end of the initial level premium period or the insured's 70th birthday (75 for Preferred Plus)	Trendsetter LB Up to the earlier of the end of the initial level premium period or the insured's 70th birthday (75 for Preferred Plus)	Zurich Term 10, 15, 20 For ALL issue ages - the ability to convert to the earlier of the end of Policy Year 5 or age 75 to any permanent policy currently being sold including the ability to convert two individual term policies into a single Zurich Survivor Index UL up to two times the lesser specified amount. ADDITIONALLY for issue ages up to 64 the ability to convert in policy year 6 up to age 70 to any permanent life insurance policy Zurich determines eligible for conversion.
Any permanent product offered at the time of conversion	ACE CV Only	ACE CV Only	ACE CV Only	First 5 Years. Any Permanent Product Zurich Offers INCLUDING Zurich Survivor Index UL - After the 5th policy year convertible to a product Zurich stipulates
No	N/A	N/A	N/A	Yes
1	None	None	None	
Yes, but not available on all products	Yes	No	No	N/A
No	Available for some older policies prior to 1997 - call Transamerica to verify eligibility	No	No	N/A
Yes within product minimum	Yes	Yes	Yes	Yes - Minimum Face Amount Requirements of Term Product Must be Maintained
Available on 2002 and 2005 products only	No	No	No	No