

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	AIG	AIG	BrightHouse Financial	Equitable	Equitable	Fidelity Life
Product	Select-A-Term	AG Ultra One	One Year Term	Term 160 10, 15, 20	Term 160 ART	Rapid Decision Express
Conversion Period	Earlier of level term period or age 70	Not convertible	Not convertible unless Convertible & Renewable Option rider on policy - can convert years 2 - 5	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	Not convertible
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 Protection Extende (minimum face amount of \$50,000) or American Elite Whole Life®.	N/A	To the permanent product offered for conversion at the time of your request	All permanent products (except Corporate Owned Incentive Life) currently available for sale	All permanent products (except Corporate Owned Incentive Life) currently available for sale	N/A
Convertible to survivor product?	No	N/A	Yes	Yes	Yes	N/A
Maximum number of conversions	1	N/A	No limit on partial conversions up to the current death benefit of the term, must retain the minimum face amount required on the original	1	1	N/A
Waiver of Premium convertible?	No	N/A	N/A	Yes	Yes	N/A
Waiver of Premium convertible if on waiver?	No	N/A	N/A	Yes	Yes	N/A
Minimum Waiting Period for Conversions	None	None	Varies by Product	None	None	
Partial Conversions Permitted?	Yes - remaining term must be at or above the required minimum to remain in force	N/A	Not contractual; company practice	Yes	Yes	N/A
Term Conversion Credits?	No	N/A	N/A	Yes : 25% increase if converted in first 5 years	Yes : 25% increase if converted in first 5 years	N/A

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	Fidelity Life	Foresters Financial	Foresters Financial	Global Atlantic	Global Atlantic	John Hancock
Product	Rapid Decision Senior Life Term	Your Term	Strong Foundation	Term	Annual Renewable Term	Protection Term
Conversion Period	Not convertible	The end of the initial term period less five (5) years, and the certificate anniversary on which the insured is age 65	The end of the initial term period less five (5) years, and the certificate anniversary on which the insured is age 65	During the level term period up to age 75	Within the first 10 years	Up to the earlier of the end of the level term period or the policy anniversary nearest the life insured attaining age 70.
Products available for conversion	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	Any permanent product offered at the time of 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.
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	Yes, but: <ul style="list-style-type: none"> • 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
Maximum number of conversions	N/A	None as long as minimum face amount are satisfied	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	None - as long as face mins are met
Waiver of Premium convertible?	N/A	Yes	Yes	Yes	Yes	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 if on waiver?	N/A	Yes	Yes	Only with the Wavier of Premium Plus rider	Only with the Wavier of Premium Plus rider	No
Minimum Waiting Period for Conversions		N/A	N/A	After 60 Days	After 60 Days	After 90 Days
Partial Conversions Permitted?	N/A	Yes	Yes	Yes but must meet both products minimum face amounts	Yes but must meet both products minimum face amounts	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.
Term Conversion Credits?	N/A	No	No	Yes	Yes	No

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	John Hancock	Legal & General America	Lincoln Financial	Lincoln Financial	Lincoln Financial	Mutual of Omaha
Product	Vitality Term	OPTerm	LifeElements Level Term	LifeElements One-Year Term	TermAccel	Term Life Express
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.	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	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	After policy year 2 through the lesser of the end of level term period or the policy anniversary following insured's 70th birthday
Products available for conversion	The available conversion period is the lesser of end of the term period or attainment age 70. Term is convertible in the first 4 policy year to any single life permanent product offered for sale by John Hancock at the time of conversion. In policy year 5-10, the conversion options are dependent on the Vitality Status achieved by the life insured as follows: Gold or Platinum on each of the 3 annual processing dates; any John Hancock single-life permanent plan of life insurance offered for sale Silver or Bronze on any of the 3 annual processing dates; a single-life permanent plan John Hancock makes available for conversions	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.	N/A	Any permanent product offered at the time of conversion for the purposes of conversion from this product	GUL Express or Living Promise WL
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	N/A	Yes - if both insureds have a term policy to convert - must be same face as coverage being applied for	N/A	Yes - if both insureds have a term policy to convert - must be same face as coverage being applied for	No
Maximum number of conversions	None- as long as face mins are met	No limit: must retain the minimum face required	None as long as minimum face amounts are satisfied	N/A	None as long as minimum face amounts are satisfied	1
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	Yes - only to Waiver of Monthly Deduction rider	N/A	Yes - only to Waiver of Monthly Deduction rider	No
Waiver of Premium convertible if on waiver?	No	Yes, but not until the last conversion opportunity	Yes, will waive the cost of insurance until insured comes off disability	N/A	Yes, will waive the cost of insurance until insured comes off disability	No
Minimum Waiting Period for Conversions	After 90 Days		None	None	None	After 30 Days
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, as long as the amount kept in force meets minimum face amount requirements.	Yes	N/A	Yes	Yes
Term Conversion Credits?	No	No	None as long as minimum face amounts are satisfied	N/A	N/A	No

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	Mutual of Omaha	Nationwide	New York Life	North American	Principal Financial	Protective Life
Product	Term Life Answers	YourLife	Level Convertible Term	ADDvantage Term	Principal Term	Classic Choice Term
Conversion Period	10yr: Issue Ages 18-72: Earlier of 10 years or age 75 Issue Ages 73+: First 2 years only 15yr: Earlier of 15 years or age 75 20yr: Earlier of 20 years or age 75 30yr: During 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	Level Premium Term - First 10 policy years, unless Extension of Conversion Privilege rider is selected	During the level term period or up to age 75 (age 70 for 30 year); never less than 5 years	Standard Conversion option: Earlier of age 70 or: 10 Year Term: First 7 policy years; 15 Year Term: First 12 policy years; 20 Year Term: First 15 policy years; 30 Year Term: 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.	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.
Products available for conversion	A form of permanent insurance that is made available for conversions at the time of conversion. Product Availability may be limited due to minimum face amount requirements. Please contact Mutual of Omaha for details	Any permanent product offered at the time of conversion	During the first 5 years, GUL and Whole Life are both available for conversions. After that, only Whole Life is available	All currently available individual permanent life products	All permanent products are currently available for conversion provided requirements for those products are satisfied.	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
Convertible to survivor product?	No	No	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.	No
Maximum number of conversions	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.	Contact Field Director	No limit; must retain the minimum face required	No limit as long as minimum face amount is satisfied.	No limit after 3rd policy year, but cannot fall below product minimum
Waiver of Premium convertible?	No	Yes	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.	N/A
Waiver of Premium convertible if on waiver?	No	No	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.	N/A
Minimum Waiting Period for Conversions	After 30 Days	None	None	The policy can be converted as of the next monthly anniversary after issue. It has to be in force for at least one month.	After 30 Days	After 12 Months
Partial Conversions Permitted?	Yes	Yes	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.	No limit after 3rd policy year, but cannot fall below product minimum
Term Conversion Credits?	No	Yes but offered on unapplied premium only.	Yes	No	No	No

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name Product	Protective Life Custom Choice UL	Protective Life One Year Term	Protective Life Survivorship Term	Prudential Term Essential	Prudential Term Elite	Prudential PruTerm One
Conversion Period	20 years or age 70, whichever comes first	Coverage is not renewable, convertible or commissionable	Joint age 75 or individual attained age 85	Convertible to the lesser of the level-premium period or to the first policy anniversary on or after the insured's 65th birthday, but at least five years. Partial conversions are permitted.	Convertible to the lesser of the level-premium period or to the first policy anniversary on or after the insured's 65th birthday, but at least five years. Partial conversions are permitted.	Through 5th policy anniversary
Products available for conversion	Can exchange to: Advantage Choice UL Indexed Choice UL Pro Classic II UL Non-Par Whole Life Strategic Objectives VUL Investors Choice VUL	N/A	Survivor UL	All permanent products offered at the time of conversion	All permanent products offered at the time of conversion	All permanent products offered at the time of conversion
Convertible to survivor product?	No	No	Yes	Yes	Yes	Yes - not contractual but is current company practice and is subject to actuarial review and profitability study
Maximum number of conversions	No limit after 3rd policy year, but cannot fall below product minimum	N/A	No maximum within product minimum (\$250k)	Unlimited within the convertible period	Unlimited within the convertible period	Unlimited within the convertible period
Waiver of Premium convertible?	N/A	N/A	N/A	Yes	Yes	N/A
Waiver of Premium convertible if on waiver?	N/A	N/A	N/A	Yes	Yes	N/A
Minimum Waiting Period for Conversions	After 12 Months	After 12 Months	After 12 Months	None	None	None
Partial Conversions Permitted?	No limit after 3rd policy year, but cannot fall below product minimum	N/A	Yes within product minimum (\$250k)	Yes	Yes	Yes
Term Conversion Credits?	No	N/A	No maximum within product minimum (\$250k)	No	Available within the first 5 years	No

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	SBLI	Securian Financial	Securian Financial	Symetra	Transamerica	Transamerica
Product	Term Life	Advantage Elite Term	Convertible ART	Term Life	Trendsetter Super & YRT - NY	Trendsetter Super & YRT
Conversion Period	To the end of the level term period or to age 70, whichever is earlier For YRT, conversion privileges vary by policy series	10- and 15- Year Term: 5 years 20- and 30- Year Term: 10 years Extended Conversion Agreement (rider) can be added to policy and allows for conversion during the entire level term period up to Age 75	Up to age 75	Earlier of 10th policy anniversary or policy anniversary following insured's 70th birthday	Up to age 70; 75 for Pref Plus class (older products have different guidelines)	Up to the earlier of the end of the initial level premium period or the insured's 70th birthday (75 for Preferred Plus)
Products available for 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	Any permanent product offered at the time of conversion	ACE CV Only	ACE CV Only
Convertible to survivor product?	N/A	Yes	Yes	No	N/A	N/A
Maximum number of conversions	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	1	None	None
Waiver of Premium convertible?	Yes	Yes	Yes	Yes, but not available on all products	Yes	No
Waiver of Premium convertible if on waiver?	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)	No	Available for some older policies prior to 1997 - call Transamerica to verify eligibility	No
Minimum Waiting Period for Conversions		No waiting period, but advisor's comp will be reduced if converted before 2 years from policy issue date	No waiting period, but advisor's comp will be reduced if converted before 2 years from policy issue date	None	None	None
Partial Conversions Permitted?	Yes, but must meet minimum face amounts for conversion product and also for retained term policy, if any	Yes	Yes	Yes within product minimum	Yes	Yes
Term Conversion Credits?	No	Yes if conversion occurs in first 2 years (equal to first year annual premium)	No	Available on 2002 and 2005 products only	No	No

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name Product	Transamerica Trendsetter LB	Voya Term Smart	Voya ROP Term	Zurich Zurich Term 10, 15, 20
Conversion Period	Up to the earlier of the end of the initial level premium period or the insured's 70th birthday (75 for Preferred Plus)	Earlier of level term period or Age 70	Earlier of level term period or Age 70	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.
Products available for conversion	ACE CV Only	Voya Universal Life (VOYA UL) Voya Universal Life - New York (Voya UL-NY)	Voya Universal Life (VOYA UL) Voya Universal Life - New York (Voya UL-NY)	First 5 Years. Any Permanent Product Zurich Offers INCLUDING Zurich Survivor Index UL - After the 5th policy year convertible to a product Zurich stipulates
Convertible to survivor product?	N/A	No	No	Yes
Maximum number of conversions	None	Unlimited partial conversions are available	1	
Waiver of Premium convertible?	No	Yes	Yes	N/A
Waiver of Premium convertible if on waiver?	No	Policies currently being paid by waiver of premium may not be converted unless the contract states otherwise. Where a conversion is allowed, premiums on the new cash value policy will not be waived unless the contract states otherwise.	Policies currently being paid by waiver of premium may not be converted unless the contract states otherwise. Where a conversion is allowed, premiums on the new cash value policy will not be waived unless the contract states otherwise.	N/A
Minimum Waiting Period for Conversions	None			None
Partial Conversions Permitted?	Yes	Yes. Must meet minimum face amount for conversion product and also for retained term policy.	Yes. Partial conversions are only permitted from a Voya policy with a return of premium feature if the remainder of the original term policy is surrendered	Yes - Minimum Face Amount Requirements of Term Product Must be Maintained
Term Conversion Credits?	No	Yes. Unused premium from the existing term policy may be applied to the new policy.	Yes. Unused premium from the existing term policy may be applied to the new policy.	No