

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name Product	AIG Select-A-Term	AIG AG Ultra One	Bighthouse Financial One Year Term	Equitable Term 160 10, 15, 20	Equitable Term 160 ART	Foresters Financial Your Term
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	The end of the initial term period less five (5) years, and the certificate anniversary on which the insured is age 65
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 Extend® (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. Currently the only option is Conversion Whole Life.	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
Convertible to survivor product?	No	N/A	No	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	None as long as minimum face amount are satisfied
Waiver of Premium convertible?	No	N/A	N/A	Yes	Yes	Yes
Waiver of Premium convertible if on waiver?	No	N/A	N/A	Yes	Yes	Yes
Minimum Waiting Period for Conversions	None	None	Varies by Product	None	None	N/A
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	Yes
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	No

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name Product	Foresters Financial Strong Foundation	Global Atlantic Term	Global Atlantic Annual Renewable Term	John Hancock Protection Term	John Hancock Vitality Term	Lincoln Financial LifeElements Level Term
Conversion Period	The end of the initial term period less five (5) years, and the certificate anniversary on which the insured is age 65	N/A	N/A	Up to the earlier of the end of the level term period or the policy anniversary nearest the life insured attaining age 70.	Up to the earlier of the end of the level term period or the policy anniversary nearest the life insured attaining age 70.	Up to the earlier of the end of the initial level term period or before attained age 70
Products available for conversion	Any permanent product offered at the time of conversion	N/A	N/A	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. • Face Amount of new SUL can be up	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, Bronze or new SUL on each annual processing dates; a single-life permanent plan John Hancock makes available for conversions	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.
Convertible to survivor product?	N/A	N/A	N/A	Yes, but underwriting is required on the remaining amount of the term contract subject to available retention limits	Yes, but underwriting is required on the remaining amount of the term contract subject to available retention limits	Yes - if both insureds have a term policy to convert - must be same face as coverage being applied for
Maximum number of conversions	None as long as minimum face amount are satisfied	N/A	N/A	None - as long as face mins are met	None- as long as face mins are met	None as long as minimum face amounts are satisfied
Waiver of Premium convertible?	Yes	N/A	N/A	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.	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.	Yes - only to Waiver of Monthly Deduction rider
Waiver of Premium convertible if on waiver?	Yes	N/A	N/A	No	No	Yes, will waive the cost of insurance until insured comes off disability
Minimum Waiting Period for Conversions	N/A	N/A	N/A	After 90 Days	After 90 Days	None
Partial Conversions Permitted?	Yes	N/A	N/A	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, 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
Term Conversion Credits?	No	N/A	N/A	No	No	N/A

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name Product	Lincoln Financial LifeElements One-Year Term	Lincoln Financial TermAccel	Mutual of Omaha Term Life Express	Mutual of Omaha Term Life Answers	Nationwide YourLife	New York Life Level Convertible Term
Conversion Period	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	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 ages 65 and younger; over age 65 conversion privilege will vary, unless Extension of Conversion Privilege rider is selected
Products available for conversion	N/A	Any permanent product offered at the time of conversion for the purposes of conversion from this product 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.	GUL Express IUL Express Living Promise WL	Any permanent product available 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
Convertible to survivor product?	N/A	Yes - if both insureds have a term policy to convert - must be same face as coverage being applied for	No	No	No	None
Maximum number of conversions	N/A	None as long as minimum face amounts are satisfied	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.	Contact Field Director
Waiver of Premium convertible?	N/A	Yes - only to Waiver of Monthly Deduction rider	No	No	Yes	Yes
Waiver of Premium convertible if on waiver?	N/A	Yes, will waive the cost of insurance until insured comes off disability	No	No	No	None
Minimum Waiting Period for Conversions	None	None	After 30 Days	After 30 Days	None	None
Partial Conversions Permitted?	N/A	Yes	Yes	Yes	Yes	Contact Field Director
Term Conversion Credits?	N/A	N/A	No	No	Yes but offered on unapplied premium only	Yes

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	North American	Principal Financial	Protective Life	Protective Life	Protective Life	Prudential
Product	ADDvantage Term	Principal Term	Classic Choice Term	Custom Choice UL	One Year Term	Term Essential
Conversion Period	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.	Custom Choice UL conversion rights expire earlier of 20th policy anniversary or the anniversary nearest the insured's 70th birthday, whichever comes first.	Coverage is not renewable, convertible or commissionable	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.
Products available for conversion	All currently available individual permanent life products. Also convertible to an increase in an existing product.	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 Strategic Objectives VUL Protective Lifetime Assurance UL After year 5: Protective ProClassic Legacy UL Protective Non-Par Whole Life	Protective Advantage Choice UL Protective ProClassic Legacy UL Protective ProClassic II UL Protective Indexed Choice UL Protective Non-Par Whole Life Protective Strategic Objectives II VUL Protective Lifetime Assurance UL	N/A	All permanent products offered at the time of conversion
Convertible to survivor product?	No	No	No	No	No	Yes
Maximum number of conversions	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	No limit after 3rd policy year, but cannot fall below product minimum	N/A	Unlimited within the convertible period
Waiver of Premium convertible?	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.	With new underwriting	With new underwriting	N/A	Yes
Waiver of Premium convertible if on waiver?	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.	With new underwriting	With new underwriting	N/A	Yes
Minimum Waiting Period for Conversions	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	None	After 12 Months	After 12 Months	None
Partial Conversions Permitted?	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	No limit after 3rd policy year, but cannot fall below product minimum	N/A	Yes
Term Conversion Credits?	No	No	No	No	N/A	No

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name Product	Prudential Term Elite	Prudential PruTerm One	Sagicor Sage Term	Securian Financial Advantage Elite Term	Securian Financial Convertible ART	Symetra Term Life
Conversion Period	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	Policy may be converted, without evidence of insurance, to any permanent life insurance policy currently being issued by the company for conversion. Conversion may occur at any time prior to the policy anniversary following the insured's 70th birthday. Term Conversion credits are available in years 2 through 5 and allows the owner to apply 100% of their prior 12 months' premium towards the cost of any eligible permanent life insurance policy. Conversion credits apply to full and partial policy conversions.	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
Products available for conversion	All permanent products offered at the time of conversion	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	Any permanent product offered at the time of conversion
Convertible to survivor product?	Yes	Yes - not contractual but is current company practice and is subject to actuarial review and profitability study	Years 1-5: Sage IUL & Sage WL Years 6+: Sage WL	Yes	Yes	No
Maximum number of conversions	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	1
Waiver of Premium convertible?	Yes	N/A	As long as new policy offers Waiver of Premium within approved age limits	Yes	Yes	Yes, but not available on all products
Waiver of Premium convertible if on waiver?	Yes	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)	No
Minimum Waiting Period for Conversions	None	None	None	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
Partial Conversions Permitted?	Yes	Yes	Yes	Yes	Yes	Yes within product minimum
Term Conversion Credits?	Available within the first 5 years	No	Yes	Yes if conversion occurs in first 2 years (equal to first year annual premium)	No	Available on 2002 and 2005 products only

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	Transamerica	Transamerica	Transamerica	Zurich
Product	Trendsetter Super & YRT - NY	Trendsetter Super & YRT	Trendsetter LB	Zurich Term 10, 15, 20
Conversion Period	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)	Up to the earlier of the end of the initial level premium period or the insured's 70th birthday (75 for Preferred Plus)	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 lessor 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	Lifetime Whole Life (Transamerica Financial Foundation IUL may be available if the original term policy is converted within it's first five policy years).	Lifetime Whole Life (Transamerica Financial Foundation IUL may be available if the original term policy is converted within it's first five policy years).	Lifetime Whole Life (Transamerica Financial Foundation IUL may be available if the original term policy is converted within it's first five policy years).	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	N/A	N/A	Yes
Maximum number of conversions	None	None	None	
Waiver of Premium convertible?	Yes	No	No	N/A
Waiver of Premium convertible if on waiver?	Available for some older policies prior to 1997 - call Transamerica to verify eligibility	No	No	N/A
Minimum Waiting Period for Conversions	None	None	None	None
Partial Conversions Permitted?	Yes	Yes	Yes	Yes - Minimum Face Amount Requirements of Term Product Must be Maintained
Term Conversion Credits?	No	No	No	No