



# TERM CONVERSION ENHANCEMENTS

## QUICK FACTS

**The term conversion privilege on Transamerica Life Insurance Company term products provides clients a great way to get lifetime insurance protection, while giving you another way to maximize the sales potential of your book of business.**

Transamerica is pleased to announce **enhancements to our conversion program** that include additional product options when term conversion occurs within the **first five policy years**, and the ability to convert qualifying policies from Transamerica-affiliated companies to permanent life insurance policies.\* A brief overview of these enhancements is below, and complete details can be found in the *Term Conversion Guide to Doing Business*, which can be accessed at [agentnetinfo.com](http://agentnetinfo.com).

### CONVERSION OPTIONS AVAILABLE AT ANY TIME (within the contractual conversion period)

Fully Underwritten Policies May Convert to	Non-Med Policies May Convert to
TransACE® CV	Guaranteed Whole Life (GWL)
Accumulation UL	

**NOTE:** Fully underwritten policies are those policies that have included medical or paramed in the underwriting process. Non-med policies are fluidless and do not include a paramed exam.

### SPECIAL OPTIONS IF CONVERSION OCCURS WITHIN THE FIRST FIVE POLICY YEARS

Fully Underwritten Policies May Convert to	Non-Med Policies May Convert to
TransACE® CV	Guaranteed Whole Life
TransNavigator®**	
Accumulation UL	
Guaranteed Whole Life	

**NOTES:**

- Fully underwritten policies are those policies that have included medical or paramed in the underwriting process. Non-med policies are fluidless and do not include a paramed exam.
- For Simplified Issue, Jet Issue, Guaranteed Issue policies or policies issued with the Standard Express risk class, only GWL is available.
- Current options for products to convert to do not include the chronic or critical illness benefits.

\*Affiliated companies that may be eligible for enhanced conversion options include: Transamerica Premier Life Insurance Company and Stonebridge Life Insurance Company.

\*\*Select Rate Class not available

Term products may be converted to the above products **in the first five policy years** if the new premium is greater than the level term premium and provided the current term policy:

- Is within five years of issue when all conversion paperwork is received in good order;
- Was NOT issued under the TOP program;
- Is rated no higher than Table D;
- Has a face amount of \$1,000,000 or less, and
- Covers an insured who has not yet reached the earlier of the end of the initial level premium period or their 70th birthday (75th birthday for Preferred Plus).

Term policies issued with a substandard table rating are not eligible for 8-year flat extra substitutions when converting.

### Risk Class Comparison

The new policy will be issued with the same underwriting risk class and rating as the original term policy, or issued with the most similar underwriting risk class if risk classes are categorized differently on the new policy. In order to achieve the most similar risk class, the converted face amount may be increased by \$1 to meet the minimum requirements.

TERM POLICY		PERMANENT POLICIES			
Trendsetter® LB Trendsetter® Express		Trendsetter® Super			
Preferred Plus	Preferred Plus	▶	TransACE® CV	TransNavigator®	Accumulation UL*
Preferred Choice	Preferred Nonsmoker	▶	Preferred Plus	Preferred Nonsmoker	Preferred Plus
Preferred Nonsmoker	Preferred Nonsmoker	▶	Preferred Nonsmoker	Preferred Nonsmoker	Preferred
Standard Plus	Standard Plus	▶	Preferred Nonsmoker	Preferred Nonsmoker	Preferred
Standard Nonsmoker	Standard Nonsmoker	▶	Standard Plus	Standard Nonsmoker	Nontobacco
Preferred Smoker	Preferred Smoker	▶	Standard Nonsmoker	Standard Nonsmoker	Nontobacco
Standard Smoker	Standard Smoker	▶	Preferred Smoker	Preferred Smoker	Preferred Tobacco
Standard Express Nonsmoker		▶	Standard Smoker	Standard Smoker	Tobacco
Standard Express Smoker		▶	N/A	N/A	N/A
		▶	N/A	N/A	N/A

*\*Product availability is limited, and may not be available in all jurisdictions.*

**NOTE:** Standard Express risk classes are available to convert to Guaranteed Whole Life policies. All Guaranteed Whole Life policies are issued at the Standard risk class.

## Transamerica-Affiliated Company Term Products

Products from Transamerica-affiliated issuing companies are eligible to be converted to other affiliated issuing companies' products. Please note that if the policy is converted to a different issuing company's product, the owner will need to complete the Conversion Application available for cross-stat company conversions in addition to the standard conversion paperwork for the new company. All paperwork must be received in good order within five years of issue to qualify for the enhanced conversion program options.

Products issued by Transamerica Life Insurance Company (TLIC) are eligible to convert across affiliated issuing companies, subject to jurisdictional rules.

The existing affiliated company term policy may be converted in the first five policy years if the new premium is greater than the level term premium and provided the client's current term policy:

- Is within five years of issue when all conversion paperwork is received in good order;
- Was NOT issued under the TOP or similar program;
- Is rated no higher than Table D;
- Has a face amount of \$1,000,000 or less;
- Covers an insured who has not yet reached the earlier of the end of the initial level premium period or their policy anniversary at age 70, and
- Is accompanied by the Conversion Application (CONREQ 2014) available for cross-stat company conversions that has been signed, completed and included along with all other required paperwork and received in good order.

Term policies issued with a substandard table rating are not eligible for 8-year flat extra substitutions when converting.

## Required Forms for Submitting Business

Be sure to complete all of the applicable paperwork, with appropriate signatures, and submit it to Transamerica New Business.

**General Forms:** Applicable forms are typically dependent on the Signature State. The Signature State is the state where the owner physically signs the application.

**Required Forms:** Must be completed entirely and signed by policy owner and licensed producer or agent.

1. Completed and signed Conversion Application
  - *Licensed producer or agent information must be present on application. Include name, producer or agent number, and profile number.*
2. Completed and signed illustration
  - *Licensed producer or agent information must be present on illustration. Include producer or agent name, and address.*
3. Completed and signed Accelerated Death Benefit Disclosure and/or State Replacement form (if applicable)
4. Completed and signed Beneficiary/Additional Insured Information supplemental form (DMF 2014).

Forms can be found at [agentnetinfo.com](http://agentnetinfo.com). For help converting a term policy to a permanent policy, please contact your Sales Desk today.

**The rules of the programs found in this guide are not contractual or guaranteed, and programs and product availability can be discontinued in the future.**

## CONVERSION CHECKLIST

Existing Term policy number: \_\_\_\_\_

New WL, IUL, or UL policy number: \_\_\_\_\_

Insured's name: \_\_\_\_\_

Owner's name: \_\_\_\_\_

### Required Forms

Must be completed entirely and signed by policy owner and licensed producer or agent.

1. Completed and signed Change of Plan Option/ Conversion Application
  - Licensed producer or agent information must be present on application. Include Name, Office ID, and Producer or Agent number.
2. Completed and signed illustration
  - Licensed producer or agent information must be present on illustration. Include Name, Office ID, and Producer or Agent number and address.
3. Completed and signed Accelerated Death Benefit disclosure form (if applicable; see the State Specific Application Guide for details).
4. Completed and signed Beneficiary/Additional Insured Information supplemental form (DMF 2014) is required with all change/conversion applications for individual life insurance.

### Application Completion Reminders

Include the following information to help prevent the need for an amendment or other requirements:

- Policy
- Face amount
- Kind code/ rate class
- Planned Periodic Premium
- Required Premium (if applicable)
- Mode of payment (must match the mode specified on illustration)

### Ownership

Is the ownership between the existing and new policies the same?

- New policy must have the same owner as the existing term coverage unless an ownership change is to be processed on the existing policy prior to submittal of conversion application.

Is existing policy owned by a trust or business entity?

- If so, new policy must also be owned by the same trust or corporation.
- If the conversion is **not** same for same (e.g., the new policy will have a lower face amount than the existing term policy), we will require an updated Verification of Trust Agreement form for trusts or corporate resolution for business entities.