

Term Product Overview									
Carrier	Product	RapidApp	Policy Fee / Commissionable	Conversion/ Guidelines	Accelerated Underwriting/ Simplified Issue	Issue Age	Minimum Face Amount/ Decreases	Age Last or Age Nearest	Advance Premium Payment
<div>AIG</div> <div>As of 4/2022</div>	<div>Select-A-Term 10, 15-30, 35</div> <div>AG Ultra One</div>	<div>Yes</div> <div>(Fully underwritten process only)</div>	<div>Band One - \$74 commissionable</div> <div>Band Two - \$64/non-commissionable</div> <div>Non commissionable</div>	<div>Yes</div> <div>Term Conversion Resources</div> <div>Conversion Product updates</div> <div>(Effective 9/25/21)</div>	<div>Yes/ No</div> <div>No/No</div>	<div>Select-A-Term</div> <div>ART: 20-85</div> <div>10-Year: 20-80</div> <div>15-Year: 20-75</div> <div>20-Year: 20-70</div> <div>30-Year: 20-55</div> <div>35-Year: 20-45</div>	<div>\$100,000</div> <div>Decreases:</div> <div><i>(Current practice not contractual)</i></div> <div>Year 4: 25%</div> <div>Year 5: 50%</div> <div>Year 6: 75%</div>	<div>Age Nearest</div>	<div>Only available guaranteed period.</div>
<div>American National</div> <div>As of 1/2022</div> <div>(No response to follow up)</div>	<div>Signature Term 10, 15, 20, 30-year</div> <div>Annual Renewable Term (ART)</div>	<div>Yes</div>	<div>\$60 non-commissionable</div>	<div>Yes</div> <div>Term Conversion Guide</div>	<div>Yes / No</div>	<div>ART: 18-65</div> <div>10-Year: 18-70</div> <div>15-Year: 18-65</div> <div>20-Year: 18-60</div> <div>30-Year: 18-50</div>	<div>\$100,000</div> <div>Decreases:</div> <div><i>Allowed on Level Term after Year 1.</i></div> <div>Not allowed on ART.</div>	<div>Age Nearest</div>	<div>Not allowed</div>
<div>Bestow</div> <div>As of 4/2022</div>	<div>10,15,20,25 & 30-Year Term</div>	<div>No</div>	<div>No Policy Fee</div>	<div>N/A</div>	<div>Yes</div>	<div>18-60: 10-year</div> <div>18-55: 15-year</div> <div>18-50: 20-year</div> <div>18-45: 25-year (NT)</div> <div>18-38: 25-year (F/T)</div> <div>18-37: 25-year (M/T)</div> <div>18-40: 30-year (F/NT)</div> <div>18-39: 30-year (M/NT)</div> <div>18-31: 30-year (F/T)</div> <div>18-30: 30-year (M/T)</div>	<div>\$50,000 to \$1,500,000</div>	<div>Age Nearest</div>	<div>Not allowed</div>
<div>Brighthouse</div> <div>As of 4/2022</div>	<div>One Year Term</div>	<div>No</div>	<div>Non - commissionable</div>	<div>N/A</div>	<div>No</div>	<div>ART: 18-85</div>	<div>\$1,000,000</div> <div>Decreases are processed on an extra contractual basis</div>	<div>Age Nearest</div>	<div>Not allowed</div>
<div>Global Atlantic</div> <div>As of 4/2022</div>	<div>No Term Product available for New Business as of 1/1/2020. External Term Conversion Program</div>								

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John Hancock As of 4/2022 (For Protection and Vitality Term, applications with face amounts less than \$750K should be submitted through iPipeline or iGO)	Protection Term 10, 15, 20, 30-Year	Yes	Band One - Three - \$70 non-commissionable	Yes	Yes / No	Protection / Vitality 10-Year: 18-80 / 20-80 15-Year: 18-75 / 20-75 20-Year: 18-65 / 20-65 30-Year: 18-55 / 20-55	\$250K	Age Nearest	Not allowed
	Vitality Term 10, 15, 20, 30-Year	Yes	Band One - Three - \$70 non-commissionable	Term Conversion Guidelines	Yes / No		\$250K		
	One-Year Term	No	No	No	No	Minimum Issue Age: 25	Decreases: Years 1-3: N/A Years 4-6: 50% or less Years 7+: any amount		
Legal & General America As of 4/2022	OPTerm 10, 15, 20, 25, 30, 35 & 40-year	Yes	\$60 non-commissionable	Yes The conversion rules/privileges are the same for Banner and Penn. Term policies are convertible for the level term period, up to age 70 (whichever comes first). Policies issued age 66 and above are convertible for 5 years. Only product we currently have is the Life Step UL (GUL)	Yes / No	10-year: 20-75 15-year: 20-75 20-year: 20-70 NT 20-year: 20-65 T 25-year: 20-60 NT 25-year: 20-55 T 30-year: 20-55 NT 30-year: 20-50 T 35-year: 20-50 NT 35-year: 20-45 T 40-year: 20-45 NT 40-year: 20-40 T	\$100,000 Decreases: One face reduction allowed after 1 st policy anniversary. For cases issued since November 2018 the contract does not allow for face reductions.	Age Nearest	Not allowed
Lincoln Financial As of 4/2022 (Life Elements Level Term (2019) for NY is suspended after 08/13/2021)	Life Elements Level Term 10, 15, 20, 30 -Year TermAccel 10, 15, 20, 30-Year Electronic submission only Life Elements One Year Term	No	Life Elements \$90 non-commissionable TermAccel \$100K - \$249,999 - \$80 Non-commissionable \$250K - \$1 Million - \$90 Non-commissionable Life Elements OYT \$250 non-commissionable \$0 – If using rates for Split-Dollar calculations	Yes Term Conversion Guidelines	Yes / No	ART: NT/T: 18-75 / 75 LifeElements: NT / T 10-year: 18-80 / 80 15-year: 18-75 / 70 20-year: 18-70 / 65 30-year: 18-55 / 50 TermAccel: 10-year: 18-60 15-year: 18-60 20-year: 18-60 30-year: 18-55 NT 18-50 T	\$250,000 \$100,000 for TermAccel Decreases: Allowed once per year after 3 rd policy year on LifeElements Level Term and TermAccel	Age Nearest	Allowed for up to 10 years

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Nationwide As of 11/2021 (No response to follow-up)	Guaranteed Level Term 10, 15, 20 & 30	No	\$75 non-commissionable	Yes. Guaranteed convertibility to all available products. Conversion is allowed for the term duration or to age 65 years, whichever is less. Term to Perm Program Overview	Yes/No	10-year policies: Ages 18 to 70 years (NFN only: 18 to 65 for coverage less than \$100,000) 15- and 20-year policies: Ages 18 to 65 30-year policies: Males: Ages 18 to 50 Females: Ages 18 to 55 (MT: 18 to 50)	\$100,000 minimum (for NFN, Hantz Group and Waddell & Reed: \$25,000 minimum)	Age Nearest	Not allowed
North American As of 4/2022	ADDvantage Term 10, 15, 20, 30 (Terminal, Chronic & Critical Illness benefits available at no add'l cost – subject to state availability).	Yes	\$65 non-commissionable	Yes Term Conversion Guidelines	Yes	10-Year: 18-75 15-Year: 18-70 20-Year: 18-65 30-Year: 18-55 (NS) 30-Year: 18-50 (S)	\$100,000 Decreases: any time after the 30-day free look period, but no lower than the minimum face amount of \$100k.	Age Nearest	Not allowed
Pacific Life As of 4/2022 COVID Update as of 6.30.21 – Age 70 and below: returning to pre- pandemic underwriting guidelines. Age 71-80 Allowance up to and including Table 6	Promise Term 10, 15, 20, 25, 30	Yes	\$60 non-commissionable	Conversion allowed within the level premium period and prior to attained age 70 Conversion UL Guide	Yes – Accelerated Underwriting if it is a drop ticket with certain criteria. No – Simplified Issue	NT / T 10-Year:18-80 / 79 15-Year:18-75 / 70 20-Year:18-65 / 65 25-Year:18-60 / 55 30-Year:18-55 / 55	\$50,000 Decreases: Allowed once annually. Must maintain policy minimum.	Age Nearest	Not allowed

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Protective Life As of 4/2022	Classic Choice 10, 15, 20, 25, 30, 35 & 40-Year Term	Yes	\$65 commissionable	Yes Term Conversion Bulletin For conversion rules for 35 & 40-year Term same rules apply as the 30-year Term.	Yes, for Accelerated Underwriting if it is a drop ticket with certain criteria. No – Simplified Issue	\$100, 000 NT / T 10-Year: 18-80 / 75 15-Year: 18-75 / 68 20-Year: 18-70 / 62 25-Year: 18-60 / 52 30-Year: 18-58 / 43 35-Year: 18-50 / 40 40-Year: 18-45 / 40	Decreases: Once per year allowed after 3 rd policy year. \$100,000	Age Nearest	Allowed
Prudential As of 4/2022	Please refer to Prudential’s website at www.PruXpress.com .								
SBLI As of 4/2022	Level Premium Term 10, 15, 20, 25 & 30-Year	Yes	Band 1, 2 and 3 - \$72 Bands 4 and 5 - \$60 Non-commissionable	Yes This policy may be converted to a whole life or conversion universal life (Conversion UL) on any premium due date prior to the earlier of age 70 or end of the Level Term period. <i>Note: Conversion UL is not available in the state of CA.</i>	Yes / No	NT / T 10-Year: 18-74 / 70 15-Year: 18-65 / 60 20-Year: 18-60 / 55 25-Year: 18-55 / 50 30-Year: 18-50 / 45	Allows for face amount reduction as a policy change request as long as the face amount does not go below the minimum for that product. SBLI does not allow for reductions of the level term period.	Age Nearest	Not allowed

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<div>Securian</div> <div>Financial</div> <div>As of 1/2022</div> <div>(No response to follow up)</div>	<div>Advantage Elite Select (AES)Term 10, 15, 20, 30</div> <div>Convertible ART</div> <div>Convertible ART Second Death</div>	No	<div>Advantage Elite Select Term:</div> <div>Face Amounts \$250K and below</div> <div>Policy Fee = \$50.00</div> <div>Face Amounts over \$250K</div> <div>Policy Fee = \$75.00</div> <div>Non-commissionable</div>	<div>10 and 15-year durations: 5 years</div> <div>20 and 30-year durations: 10 years</div> <div>Riders note: Chronic Illness Conversion Agreement (CICA) available for \$100K - \$5M, must have the Extended Conversion Agreement (ECA)</div> <div>Term Conversion Opportunities</div>	<div>Yes / Yes</div> <div>Simplified Issue (band one only)</div>	<div>10-year: 16-80</div> <div>15-year: 16-70</div> <div>20-year: 16-65</div> <div>30-year: 16-50</div>	<div>\$50,000</div> <div>Decreases:</div> <div>No limits on frequency of face reductions, but must maintain product minimum</div>	Age Nearest	Not allowed

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<div>Symetra</div> <div>As of 4/2022</div>	Term 10, 15, 20, 30	No	\$65 non-commissionable	Yes <u>(Applies to Non-NY only)</u> Policyowners can request to convert their term life insurance policy to a permanent life insurance policy that we offer for conversion in the policyowner's state of residence (IUL, CAUL). Conversions may be requested prior to the end of the 10th policy anniversary or the policy anniversary following the insured's 70th birthday, whichever is earlier. A conversion is not available if an accelerated death benefit was exercised on the policy.	No / No <u>SwiftTerm:</u> Yes / No	NT / T 10-year 20-80 / 80 15-year 20-75 / 75 20-year 20-68 / 65 30-year 20-55 / 50 <u>SwiftTerm</u> 10-year 20-60 15-year 20-60 20-year 20-60 30-year 20-50	\$250,000 Decreases are allowed after 1 st policy year, up to 50% of original face value.	Age Nearest	Not allowed
	SwiftTerm 10, 15, 20, 30		<u>SwiftTerm:</u> \$65 non-commissionable	SwiftTerm: Only converts to CAUL Permanent Exchange UW Program External Term Conversion Program			<u>SwiftTerm:</u> Min - \$100,000 Max - \$2 million Decreases allowable down to 50% of the original face value or \$100,000. Whichever is greater.		<u>SwiftTerm:</u> Credit Card of EFT. Only at time of issue

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<div>Transamerica</div> <div>As of 4/2022</div>	<div>Trendsetter Super 10, 15, 20, 25, 30</div> <div>Trendsetter LB 10, 15, 20, 25, 30</div>	No	<div>\$60 commissionable for face amounts of \$25k to \$99,999.</div> <div>\$30 commissionable for face amounts of \$100k or more.</div> <div>\$70 commissionable for YRT (NY only)</div> <div>Band One - \$60 commissionable Bands 2, 3, and 4 - \$30 commissionable.</div> <div>Band One - \$60 commissionable Band 2, 3, and 4 - \$30 commissionable</div>	<div>Yes</div> <div>Conversion rules for All states including New York states: "no later than the insured's 70th birthday or the insured's 75th birthday for Preferred Plus Rate Class".</div> <div>Term Conversion Guidelines</div>	Yes / Yes	<div>Trendsetter Super Term</div> <div>(for applications under \$100K – see product guide for over 100K)</div> <div>NT / T</div> <div>10-year: 18-80 / 80</div> <div>15-year: 18-75 / 70</div> <div>20-year: 18-65 / 65</div> <div>25-year: 18-60 / 55</div> <div>30-year: 18-50 / 45</div> <div>Trendsetter LB</div> <div>- See product guide page 16 (Banded)</div> <div>- Effective Oct 2, minimum issue age for Trendsetter LB Band 1 (\$25K-\$99,999K) is 23.</div>	<div>\$25,000</div> <div>Decreases are allowed once per month and must at least be the product minimum.</div>	Age Last	Allowed

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<div>United of Omaha</div> <div>As of 4/2022</div>	<div>Term Life Express 10, 15, 20, 30</div> <div>Term Life Answer 10, 15, 20, 30</div>	No	<div>\$60 commissionable</div> <div>\$62.50 commissionable for amounts under \$250k.</div>	<div>Yes</div> <div>Term Conversion Guidelines</div>	Yes / Yes	<div> <i>NT = Nontobacco</i> <i>T = Tobacco</i> </div> <div> Term Life Express 10-Year: 18-70 w/o ROP ROP Not available 15-Year: 18-70 w/o ROP ROP Not available 20-Year: 18-60 w/o ROP ROP Not available 30-Year: 18-50 w/o ROP 18-50 w/ ROP NT 18-50 w/ ROP T </div> <div> Term Life Answers 10-Year: 18-80 (NT) 10-Year: 18-75 (T) 15-Year: 18-74 (NT) 15-Year: 18-70 (T) 20-Year: 18-68 (NT) 20-Year: 18-65 (T) 30-Year: 18-55 (NT) 30-Year: 18-50 (T) <i>(For MD & WA – See product guide)</i> </div>	<div> Term Life Express: <i>Ages 18-50:</i> \$25,000 - \$300,000 <i>Ages 51-60</i> \$25,000 - \$250,000 <i>Ages 61-70</i> \$25,000 - \$150,000 </div> <div> Term Life Answers: \$100,000 - \$1,000,000+ </div> <div> Decreases: One allowed during the life of the policy. </div>	Age Last	Allowed for up to 9 months

Please Note: If a carrier is not listed, they do not currently offer Term Life.

This information is for general comparative purposes only. If you have a specific case or question for a specific carrier, you are encouraged to contact the carrier or IP Brokerage’s Support Desk for confirmation.

This information is believed to be accurate as of the date listed. Carriers can make changes without notifying IP Brokerage or other distribution.
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Last Update: 4/2022 / Last Carrier Review: 4/2022

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