

## Guaranteed Term Exchange Program

Few things are certain these days, and life insurance usually is not one of them. But now, with the Guaranteed Term Exchange program, your clients can get valuable, permanent life insurance protection with NO UNDERWRITING.

Through the guaranteed term exchange program individuals have the option to convert their Term policies issued by an eligible carrier to any of Accordia Life's current individually insured indexed universal life and universal life products.

### Rules of the Road

- Term policy must be with an **eligible company**
- Exchange must occur within 36 months of the term policy issue date
- Original term policy must have been fully underwritten
- Term policy must have been issued at standard or better rates
- Term policy must be fully surrendered and assigned to Accordia Life
- New, Permanent policy guidelines:
  - *\$100,000\* minimum face; \$1 million maximum face*
  - *Minimum issue age 18; Maximum issue age 65*
  - *Same owner and insured as on term policy*
  - *Same rating will apply (standard-to-standard, preferred-to-preferred)*
- Term Riders on permanent plans are NOT eligible
- Non-Term Riders require full underwriting
- NO partial conversions are allowed
- NO term blends are allowed on the permanent policy

Permanent policy options from Accordia Life include:

- Lifetime Builder
- Accordia Life Lifetime Foundation
- Accordia Life Provider
- Accordia Life Assure

For additional details, please see the following materials:

- Guaranteed Term Exchange Brochure
- Guaranteed Term Exchange Checklist
- Absolute Assignment Form

### Helpful Hints

To help expedite processing, follow these helpful hints:

- For equal face amounts, we only need Questions 1-10 (Part 1) of the application completed; however...
- Send ALL pages of the application for faster processing
- Obtain all proper signatures
- For increased face amounts or additional benefits, full underwriting IS required, and the entire application must be completed

Plus, there are a few other items that we MUST receive in order to issue the new, permanent policy:

- State-specific replacement form where required
- Completed assignment form with original signatures
- The original term policy, including the policy data page (lost policy forms or affidavits are not accepted)
- Sufficient premium
- A full, compliant illustration

### A Term Conversion Credit

Need another reason to talk to your term customers? How about a term conversion credit of 12 MONTHS of the term premium? This is the amount that Accordia Life will credit to the new, permanent policy (not including policy fee).

The only thing Accordia Life will ask is that the new, permanent policyowner pay at least one additional modal premium (or the balance for the annual premium). Unused term conversion credits, if applicable, will NOT be refunded in cash.

Term conversion credits are non-commissionable.

### NEED HELP?

For questions regarding the Guaranteed Term Exchange Program, please contact **Sales Support** at **855-887-4487, option 3.**

\* May vary by company

Policy forms ICC13-IULB-E14, IULB-E14, IULB-E14-CRT, ICC13-IULA-E14, IULA-E14, IULA-E14-CRT, ICC13-JLA-E14, JLA-E14, JLA-E14-CRT, ICC14-IULC-C15, IULC-C15, and IULC-C15-CRT, ICC13-ULA-E14, ULA-E14, ULA-E14-CRT.

Products issued by and all policy benefits are the responsibility of Accordia Life and Annuity Company, and not that of any other insurer or company.

## ELIGIBLE COMPANIES (AS OF AUGUST 2015)

AIG Life Assurance Company of New York  
AIG Life Insurance Company  
Allianz Life Insurance Company of North America  
Allstate Life Insurance Company  
Allstate Life Insurance Company of NY  
American General Life and Accident Insurance Company  
American General Life Insurance Company  
American General Assurance Company  
American Mayflower Life Insurance Company  
American Mayflower Life Insurance Company of NY  
American National<sup>1</sup>  
American United Life  
Ameritas Life Insurance Company  
Assurity Life  
Axa Financial  
Axa Equitable Life Insurance Company  
Banner Life Insurance Company  
Berkshire Life  
Canada Life insurance Company  
Canada Life insurance Company of New York  
Clarica  
Cincinnati Life  
Connecticut General Life Insurance Company  
Connecticut Mutual Life Insurance Company  
Farmers New World Life Insurance Company  
Fidelity and Guaranty Life Insurance Company  
Fidelity and Guaranty Life Insurance Company of New York  
First Colony Life Insurance Company  
First Fortis Life Insurance Company  
First Great-West Life & Annuity Insurance Company  
First Penn Pacific Life Insurance Company  
Fortis Life Insurance Company  
Franklin Life Insurance Company  
GE Capital Life Insurance Company  
GE Capital Life Assurance Company of New York  
General American Life Insurance Company  
Genworth Life Insurance Company  
Genworth Life Insurance Company of NY  
Great West Life & Annuity Insurance Company  
Guardian Life Insurance Company  
The Hartford  
John Hancock Life Insurance Company  
Kansas City Life  
Lafayette Life Insurance Company  
Liberty Life Insurance Company  
Life Investors Financial Group, Inc.  
Lincoln Benefit Life Insurance Company  
Lincoln Life and Annuity Company of NY  
Lincoln National Life Insurance Company  
Lutheran Brotherhood  
Massachusetts Mutual Life Insurance Company  
Metropolitan Life Insurance Company  
Merrill Lynch Life Insurance Company of New York  
Merrill Lynch Life Insurance Company

Midland National Life  
Minnesota Life  
Monumental Life Insurance Company  
MONY Life Insurance Company  
National Life of Vermont  
National Life Insurance Company  
New England Life Insurance Company  
New York Life Insurance Company  
No. American Co. for Life and Health Insurance  
No. American Co. for Life and Health Insurance of NY  
Northwestern Mutual Life Insurance Company  
Ohio National  
Old Line Life Insurance Company  
Pacific Life Insurance Company  
Pacific Life and Annuity Company  
Penn Mutual Life Insurance Company  
Principal Financial Group  
Principal Life Insurance Company  
Protective Life Insurance Company  
Protective Life & Annuity Insurance Company  
Provident Mutual Life Insurance Company  
Provident Life and Casualty Company  
Prudential Insurance Company of America  
Reliastar  
Reliastar Life Insurance Company of NY  
Security Connecticut Life Insurance Company  
State Farm Life Insurance Company  
State Farm Life and Accident Assurance Company  
Savings Bank Life Insurance - MA  
Stonebridge Casualty Insurance Company  
Stonebridge Life Insurance Company  
Sun Life of Canada  
Sun Life Insurance & Annuity of NY  
Transamerica Life Insurance Company  
Transamerica Financial Life Insurance Company  
Union Central Life Insurance Company  
United States Life Insurance Company  
USAA Life Insurance Company  
Voya Financial  
West Coast Life Insurance Company  
Western Reserve Life Assurance Company  
William Penn Life Insurance Company of New York  
Woodmen of the World  
Zurich Kemper Life Insurance Company  
Zurich Life Insurance Company of New York

Eligible companies and/or program may be modified or cancelled at any time.

<sup>1</sup>Death Benefit amounts over \$250,000 only.

Products issued by  
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