

**SYMETRA**

# External Term Conversion Program

Policyholders who have purchased a fully underwritten single life term insurance policy from our select group of carriers within the last five years may be eligible to convert that external term policy to a permanent **Symetra Classic Universal Life Insurance** policy. This program will be effective August 12, 2013.

## Program Guidelines

The following guidelines will apply to external term conversion cases:

- Available products: Symetra Classic Universal Life Insurance (may also include Lapse Protection Benefit Rider).
- Minimum face amount is \$100,000.
- Maximum face amount is \$1,000,000.

## Underwriting Guidelines

- Minimum age for new policy is 18.
- Maximum issue age for new policy is 65.
- New policy is limited to the Level Death Benefit option.
- Underwriting of the original term policy must have occurred within the last five years based on the issue date and the risk must be classified as standard or better.
- New policy will be issued at either a preferred or standard rate class.<sup>1</sup>
- Nicotine status for the new policy will be the same nicotine status as the original policy.

## Eligibility Requirements

- The term policy must be in force with the original insurance carrier prior to the effective date of this program.
- Symetra will accept and convert only single life term insurance policies.
- Policies with flat extra premiums or ratings are not eligible.
- Policies with premiums being waived due to disability are not eligible.
- Policy ownership must remain the same as the original term policy.
- The policyowner and the insured must be residents of the United States.
- Face amount of the new policy must be less than or equal to the original face amount.
- Policies must have been fully underwritten by our select group of insurance carriers.
- Policies must provide a conversion privilege and currently be within the allowable conversion period.
- Existing term riders for the primary insured and/or his or her spouse may be eligible for conversion along with the base term policy conversion. Rules for the base policy conversion also apply to any term rider conversion.
- Certain riders on the original term policy may not be available on the new policy.
- The term policy must be fully assigned to Symetra and will be surrendered. If the policyowner decides to return the policy during the free look period, he or she may not be able to reinstate the prior coverage.
- Policies that are currently assigned are not eligible.

## Eligible Carriers

American General Life Insurance Company

Aviva Life and Annuity Company

AXA Equitable Life Insurance

Banner Life Insurance Company (Legal and General America)

Genworth Life Insurance Company

The Guardian Life Insurance Company of America

Hartford Life and Annuity Insurance Company

John Hancock Life Insurance Company

Liberty Life Insurance Company

Lincoln Benefit Life Company

Lincoln National Life Insurance Company

Massachusetts Mutual Life Insurance Company

Metropolitan Life Insurance Company

Midland National Life Insurance Company

Minnesota Life Insurance Company

Nationwide Life and Annuity Insurance Company

New York Life Insurance Company

North American Company for Life and Health Insurance

Northwestern Mutual Life Insurance Company

Ohio National Life Insurance Company

Pacific Life Insurance Company

Penn Mutual Life Insurance Company

Principal Life Insurance Company

Protective Life Insurance Company

Provident Mutual Life Insurance Company

Pruco Life Insurance Company

Reliastar Life Insurance Company (ING Life Companies)

State Farm Life Insurance Company

Transamerica Life Insurance Company

Union Central Life Insurance Company

West Coast Life Insurance Company

Western Reserve Life Assurance Company

This list reflects carriers as of August 12, 2013 but is subject to change. Please contact us if your carrier is not listed above. The companies listed above are not affiliated with Symetra Life Insurance Company.

## Submission Checklist:

- Completed Symetra Life Part I Application
- The original term policy contract or a duplicate copy issued by the prior company (must include the policy data page)
- Payment of first modal premium
- Copy of the application and medical exam used to underwrite the original term policy (if not already attached to the original term policy contract)
- Completed original Absolute Assignment Form
- State replacement forms, if applicable
- Signed Symetra Classic Universal Life illustration
- Cover letter indicating that this is a conversion
- Submit via overnight or regular mail (fax or email with PDF attachment may be accepted on an exception only basis)

## Contact Us

### Symetra Life Sales Desk

1-877-737-3611

Weekdays 8 a.m. to 6 p.m. (ET)



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Symetra Classic Universal Life Insurance is a flexible premium universal life insurance policy issued by Symetra Life Insurance Company, 777 108th Avenue NE, Suite 1200, Bellevue, WA 98004. Policy form number is ICC11\_LC5 in most states and is not available in all U.S. states or any U.S. territory.

Guarantees and benefits are subject to the claims-paying ability of Symetra Life Insurance Company.

The Symetra External Term Conversion Program may not be available in all states, and terms and conditions may vary by states in which it is available.

This program is not available in New York.

It is the producer's responsibility to ensure that any recommendation to replace a policy is in the best interest of their client, based on the costs and benefits of the proposed transaction. Please consider that this program does not provide certain advantages that might apply to a term conversion with the original issuing company. Items of consideration include premium credits as well as contestability and suicide exclusion periods based on the original policy's date of issue.

<sup>1</sup> All "preferred" rate classes will be issued as Preferred, and all "standard" rate classes will be issued as Standard with Symetra.