

# FAQ: First SunAmerica merger into US Life

First SunAmerica Life Insurance Company is merging into its sister company  
The United States Life Insurance Company in the City of New York (US Life)

December XX, 2011

## Dear Agent:

We are pleased to inform you that First SunAmerica Life Insurance Company (FSA), the New York-domiciled life insurance company that issues our fixed annuities, will be merging into its SunAmerica Financial Group sister company, The United States Life Insurance Company in the City of New York, effective December 31, 2011. The following provides answers to a number of frequently asked questions, which we hope you find helpful:

## Questions and Answers

### 1. Why is the company making this change?

Combining these two companies simplifies our corporate structure and creates a larger, stronger entity for issuing business in New York. Based on a hypothetical combination of our balance sheets at June 30, 2011, the merged entity would have nearly \$23 billion in assets and over \$1.9 billion in capital and surplus.

We are also using this opportunity to extend the rich history of the Western National name to our New York clients. We hope to convey that rich history and strong commitment through all of our products and services, while continuing to build on our branding of Western National through our New York marketing materials and correspondence. The Western National\* name has been a standard of strength and stability across the country for more than 60 years, and we believe this is an appropriate time to introduce the Western National name to our partners and contract holders in New York, creating a national presence for all whom we serve.

After December 31, 2011, in New York, the Western National series of annuities will be issued and underwritten by The United States Life Insurance Company in the City of New York.

For more than 150 years, US Life has been dedicated to helping clients live with the peace of mind that comes from having their assets, as well as their families, well protected.

\* The Western National series of annuities is issued and underwritten in New York by The United States Life Insurance Company in the City of New York and in all other states by Western National Life Insurance Company.

Creating a  
larger, stronger  
entity to serve  
our New York  
customers.

For contract holders, it's business as usual — the same high-quality service and products they expect.

**2. Are the agencies' financial strength ratings for US Life the same as for FSA?**

Yes, both companies currently hold the same ratings from the four major rating agencies.

**3. Will agents need new appointments or new agent/agency codes?**

No. New paperwork will not be required for this change. All existing appointments will be updated and will remain in effect. There will be no changes to the agent or agency codes.

**4. Will the existing phone number of locations change?**

No, there are no changes to the contact numbers for any of your First SunAmerica teams. All locations will remain the same.

**5. What does this mean for the contract holders?**

There will be no changes for existing FSA contract holders. All existing contract holders will receive a notification letter informing them of the merger and a copy of the Merger Endorsement. The mailing is scheduled to begin the week of December 19, 2011.

Beginning January 1, 2012, all issued contracts will include the Merger Endorsement until New York has approved the refiled products. Upon approval, we will begin issuing new contract forms under US Life.

**6. Will the existing First SunAmerica website be available after the name change to US Life?**

Yes, the same website will be available after December 31, 2011, and will include information regarding the merger. Beginning on March 1, 2012, the address will change to WesternNational.com to reflect our new marketing brand. There will be no changes to the access of the website or Web-based information.

**7. Will the commission frequency change?**

No, your commission frequency will not change.

**8. How will I receive the updated forms and marketing materials?**

The home office application and administrative forms will be updated upon reprint with the US Life name and logo. Beginning March 1, 2012, we will post the updated and approved forms on our website. Additionally, we will send out a field communication to your back office requesting supply orders for the new materials prior to the launch date.

The marketing materials will be printed with the new name and logo. You may continue to utilize the First SunAmerica branded materials until the updated versions are available.

**9. Is there a "grace period" during which you will accept forms or materials that still reflect First SunAmerica?**

Our goal is to have the majority of our materials rebranded by March 1, 2012, but in the event you are utilizing First SunAmerica materials or forms, we will not reject or place any business as NIGO for this reason.

**10. When does this change take effect?**

We've made the necessary filings regarding the merger with the New York Department of Insurance (DOI). We will begin using the US Life name on January 1, 2012, although many of our marketing materials and other forms may continue to reflect FSA until March 1, 2012, when the transition will be fully complete.

**11. What is next for the introduction of the Western National name in New York?**

We are already developing revised marketing materials, business stationery, signage, websites and all of the required systems and forms to support our Western National brand launch in New York on March 1, 2012.

**12. Where do I go for more information?**

Agents should contact the Internal Wholesaling Department at (888) 237-4210 or you may also access this information on our website at [FSAannuity.com](http://FSAannuity.com).

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wholesaler to make  
an appointment

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