



BORDEN HAMMAN

Term Conversion Overview

A Side-By-Side Comparison of the AimcoR Carriers Term Conversion Options

For Advisor Use Only

Company	Term Product	Conversion Availability Period	Conversion Credit	Credit Amount	NLG Product Available? Offered for Conversion?	SUL NLG Product Available? Offered for Conversion?	Current Product(s) Available to Convert to (Subject to change)
American General	Select-a-Term and ROP Select-a-Term	Convertible to the earlier of the anniversary following age 70 or the end of the level term period.	None	N/A	Yes and Yes, but 5 years max.	Yes and Yes	AG Extend IUL or American Elite Whole Life (2007) - Conversion Product Only
Banner (Legal & General America)	OPTerm (10, 15, 20 and 30)	Convertible for the duration of the guaranteed level-premium period or up to attained age 70, whichever comes first. Policies issued at age 66 or over are convertible during the first 5 policy years.	None	N/A	No, however, the conversion product currently available offers a coverage guarantee to age 121 provided the policy is funded to maturity.	No SUL Product Available	Life Choice UL (first 5 policy years) / Life Step UL thereafter to end of conversion period
Genworth	Colony Term	Conversion period is the lesser of the level period or attained age 75. Policies issued at age 75+ offer a 1-year conversion period.	None	N/A	No, however, the conversion product currently available offers a coverage guarantee to age 121 provided the policy is funded on a guaranteed basis.	No SUL NLG Product Offered	Life Ready UL II - Conversion
Global Atlantic / Accordia *	10, 20, 30 yr term	Conversion period is the lesser of the level term period or attained age 75.	Yes	Dependent on contract and applicable provisions. (Compensation restrictions may apply on credited premiums)	Possibly, the contract may be converted to any new cash value life insurance policy permitted under the company's rules in effect at the time of the conversion.	Possibly, the contract may be converted to any new cash value life insurance policy permitted under the company's rules in effect at the time of the conversion.	Any permanent cash value plan offered by the company at the time of conversion
John Hancock	Term 10, 15, and 20	Conversion period is the lesser of 10 years or attained age 75. An optional conversion extension rider available on Term 15 and 20 which would extend the conversion to 15 years for 15-year term and 20 years for 20-year term.	None	N/A	Yes and Yes	No SUL NLG Product Offered	Currently can convert to any permanent policy for the lesser of the first 6 policy years or to age 70. In policy year 7 through 10, the policy owner can convert to a product designated for conversion

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Lincoln	TermAccel LifeElements 10, 15, 20, and 30 year Term	<p>The conversion period is equal to the earlier of the level guaranteed premium period or to client's attained age 70. For New York, for all four term periods, the conversion period is the later of the end of the 5th policy year or to attained age 60.</p>	None	N/A	Yes and Yes	Yes and Yes	<p>Policies Inforce before 9/12/16 and converted before 1/1/17 are convertible to any permanent product available</p> <p>Policies Inforce before 9/12/16 and converted after 1/1/17 are convertible to any permanent product available. Reduced compensation guidelines apply</p> <p>Policy years 1-3: compensation (100%/50%/30%)</p> <p>Policy years 4-5: Full compensation</p> <p>Policy years 6-7: compensation (50%)</p> <p>Policy years 8+: No FY compensation</p>
							<p>Term Policies Written After 9/12/2016 are convertible to any product with the first 7 policy years. <u>Policy years 8+ will have limited product availability for conversion</u> OR</p> <p>Conversion to any permanent product <u>if the Lincoln Life Elements w. Conversion Products Enhancement is selected</u></p> <p>Compensation reduced in year 1-3 (100%/50%/25%) full compensation years 4 and beyond</p>



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MetLife *	Guaranteed Level Term	Earlier of age 70, or the policy anniversary at the end of the level-premium paying period, with a minimum of 5 years.	None	N/A	No NLG Product Offered	No NLG SUL Product Offered	Currently can convert to any permanent policy.
Minnesota Life	Advantage Elite Select	<p>5, 10, 15 year products have a 5 year conversion option</p> <p>20 & 30 year products have a 10 year conversion option</p> <p>Can add the extended conversion agreement to the policy at time of sale to extend the conversion period for the full length of the term period. The cost for this rider is approximately 3% of base premium</p>	None	N/A	No NLG Product is Offered however the Eclipse Protector Indexed Life product does have a lapse protection rider available	No NLG SUL Product offered	Currently can convert to any permanent policy.
Mutual Of Omaha	Term Life Answers	<p>The 10-year policy may be converted anytime during the level term period up to age 75. Policies issued at age 74 or 75 have a 2-year conversion window</p> <p>The 15 & 20 year policies may be converted anytime during the level term period up to age 75.</p> <p>The 30 years policy can be converted within the first 20 policy years.</p>	None	N/A	Yes and Yes	Yes and Yes	Currently can convert to any permanent policy.
Nationwide *	YourLife Guaranteed Level Term 10, 15, 20, and 30-year level periods	<p>Conversion is allowed before the insured reaches attained age 65.</p> <p>10 year—First 10 years</p> <p>15 year—First 15 years</p> <p>20 year—First 20 years</p> <p>30 year—First 20 years</p>	See Details under Conversion Credit Amount	When permitted by law and by the original term contract, the credit will be calculated as 100% of the lesser of (1) earned term premium paid in the 12 months prior to the conversion, or (2) annual premium required under the term contract	Yes and Yes, on a current basis only. They reserve the right to change.	Yes and Yes, on a current basis only. They reserve the right to change.	Currently can convert to any whole life product offered by Nationwide. Other products may be available subject to approval or specific requirements as outlined in the term policy being converted.



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Principal Life / Principal National	10, 15, 20, and 30 Year Term (All term products are available for conversion)	Earlier of the end of level term premium period OR age 70.	None	N/A	Yes and Yes	Yes and Yes	Currently can convert to any permanent policy.
Protective	Custom Choice UL 10, 15, 20, 25, and 30	Conversion may only occur after the 1st policy year and prior to the earlier of the 20th year and the insured's attained age 70.	None	N/A	No, however, the conversion product currently available offers a coverage guarantee to age 121 provided the policy is funded on a guaranteed basis.	Yes and No	Current term products have a built in continuation option beyond level premium. Other conversion products include the Non-Par WL (for conversions only) and the Protective Proclassic UL 1-11 (view policy specs of current term policy to ensure convertability products)

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Prudential	Term Essential PruLife Return of Premium Term (ROP Term)	Convertible to the earlier of the end of the level-premium paying period and the first policy anniversary on or after the insured's 65th birthday for issue ages 59 and under; for issue ages 60 and above, the 5th policy anniversary. For issue ages 59 and younger the conversion period is (whichever comes first): 1. The end of the level-premium paying period. 2. The 1st policy anniversary on or after the insured's 65th birthday. For issue ages 60 to 75 the conversion period ends on the 5th policy anniversary.	None	N/A	Yes and Yes	Yes and Yes	Currently can convert to any permanent policy during the outlined conversion period.
		Convertible to the first policy anniversary on or after the insured's 65th birthday, or the 5th policy anniversary, whichever is later for issue ages 59 or less and the 5th policy anniversary for insureds 60 and above. For issue ages 59 and younger the conversion period is the 1st policy anniversary on or after the insured's For issue ages 60 to 75 the conversion period ends on the 5th policy anniversary.					



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Transamerica	Trendsetter Super and LB Series and Trendsetter ROP 20 and 30	No later than the earlier of the end of the level-premium period or the insured's 70th birthday (75th birthday for Preferred Plus class).	None	N/A	No, however, the conversion product currently available offers a coverage guarantee to age 121 provided the policy is funded on a guaranteed basis.	No SUL NLG product currently offered.	TransACE CV 2013
Voya	Voya TermSmart, Voya and ROP Endowment (ROP Term)	The earlier of age 70 or the end of the level period.	None	N/A	Yes and Yes. The NLG product currently available is an Indexed UL	No SUL NLG Product Offered	Currently can convert to any permanent policy.