

CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	ANICO	Banner Life	Brighthouse Financial	Corebridge Financial	Corebridge Financial
Product	Signature Term Life Insurance	OPTerm	One Year Term	Select-A-Term	Ultra One
Conversion Period	<p>ART - earliest of the tenth policy anniversary or the anniversary on which the insured reaches attained age sixty-five. In no case will the conversion expiry date be prior to the fifth policy anniversary (applies to issue ages greater than 60).</p> <p>Level Term - earliest of the policy anniversary at the end of the level premium period or the anniversary on which the insured reaches attained age sixty-five. In no case with the conversion expiry date be prior to the fifth policy anniversary (applies to issue ages greater than 60).</p>	<p>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 five policy years.</p>	<p>Not convertible unless Convertible & Renewable Option rider on policy - can convert years 2 - 5</p>	<p>Earlier of level term period or age 70</p>	<p>Not convertible</p>
Products available for conversion	<p>Any permanent product offered at the time of conversion</p>	<p>LifeStep UL</p>	<p>To the permanent product offered for conversion at the time of your request. Currently the only option is Conversion Whole Life.</p>	<p>Select-a-Term policies may be converted to any universal life insurance policy issued by American General Life Insurance Company or The United States Life Insurance Company in the City of New York up to: The 96th month (prior to the eighth policy anniversary) on 10 Year term contracts The 120th month (prior to the tenth policy anniversary) for term contracts with Term Periods greater than 10 years, subject to the age limitations of the term policy's conversion provision. Products available for term conversions after those term periods are Protection Extende (minimum face amount of \$50,000) or American Elite Whole Life®.</p>	<p>N/A</p>
Convertible to survivor product?	<p>No</p>	<p>NA</p>	<p>No</p>	<p>No</p>	<p>N/A</p>
Death Benefit Options Available for Conversion	<p>Depends on product selected</p>	<p>NA</p>	<p>N/A</p>	<p>Level Increasing</p>	<p>Level Increasing</p>
Maximum number of conversions	<p>None</p>	<p>No limit as long as product minimums are kept.</p>	<p>No limit on partial conversions up to the current death benefit of the term, must retain the minimum face amount required on the original</p>	<p>1</p>	<p>N/A</p>
Waiver of Premium convertible?	<p>Yes</p>	<p>No</p>	<p>N/A</p>	<p>No</p>	<p>N/A</p>
Waiver of Premium convertible if on waiver?	<p>No</p>	<p>No</p>	<p>N/A</p>	<p>No</p>	<p>N/A</p>
Minimum Waiting Period for Conversions	<p>None</p>	<p>No minimum</p>	<p>Varies by Product</p>	<p>None</p>	<p>None</p>
Partial Conversions Permitted?	<p>Yes, not on ART to Level.</p>	<p>Yes as long as product minimums are kept.</p>	<p>Not contractual; company practice</p>	<p>Yes - remaining term must be at or above the required minimum to remain in force</p>	<p>N/A</p>
Term Conversion Credits?	<p>Term conversion credit of 100% of the initial annual premium for conversions that occur during the first five policy years (prorated in the first policy year).</p> <p>- Not available with ART conversions to term.</p>	<p>No</p>	<p>N/A</p>	<p>No</p>	<p>N/A</p>

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CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	Equitable	Equitable	Foresters Financial	Foresters Financial	Global Atlantic
Product	Term 160 10, 15, 20	Term 160 ART	Your Term	Strong Foundation	Term
Conversion Period	Convertible until earlier of attained age 70 and policy anniversary 5, 7, or 10, respectively.	Policy Anniversary nearest Insured's 70th birthday and/or policy year 5	The end of the initial term period less five (5) years, and the certificate anniversary on which the insured is age 65	The end of the initial term period less five (5) years, and the certificate anniversary on which the insured is age 65	N/A
Products available for conversion	All permanent products (except Corporate Owned Incentive Life) currently available for sale	All permanent products (except Corporate Owned Incentive Life) currently available for sale	Any permanent product offered at the time of conversion	Any permanent product offered at the time of conversion	N/A
Convertible to survivor product?	Yes	Yes	N/A	N/A	N/A
Death Benefit Options Available for Conversion	Level Increasing	Level Increasing	Level Increasing (Standard or better)	Level Increasing (Standard or better)	Level
Maximum number of conversions	1	1	None as long as minimum face amount are satisfied	None as long as minimum face amount are satisfied	N/A
Waiver of Premium convertible?	Yes	Yes	Yes	Yes	N/A
Waiver of Premium convertible if on waiver?	Yes	Yes	Yes	Yes	N/A
Minimum Waiting Period for Conversions	None	None	N/A	N/A	N/A
Partial Conversions Permitted?	Yes - remaining term must be at or above the required minimum to remain in force	Yes	Yes	Yes	N/A
Term Conversion Credits?	Yes : 25% increase if converted in first 5 years	Yes : 25% increase if converted in first 5 years	No	No	N/A

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CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	Global Atlantic	John Hancock	John Hancock	Lincoln Financial	Lincoln Financial
Product	Annual Renewable Term	Protection Term	Vitality Term	LifeElements Level Term	LifeElements One-Year Term
Conversion Period	N/A	Up to the earlier of the end of the level term period or the policy anniversary nearest the life insured attaining age 70.	Up to the earlier of the end of the level term period or the policy anniversary nearest the life insured attaining age 70.	Up to the earlier of the end of the initial level term period or before attained age 70	Coverage is not renewable, convertible or commissionable
Products available for conversion	N/A	Convertible in policy years 1 - 4 to any permanent life product available for sale. From years 5 to the end of the level term duration to designated conversion product only.	The available conversion period is the lesser of end of the term period or attainment age 70. Term is convertible in the first 4 policy year to any single life permanent product offered for sale by John Hancock at the time of conversion. In policy year 5 - 10, the conversion options are dependent on the Vitality Status achieved by the life insured as follows: Gold or Platinum on each of the 3 annual processing dates: any John Hancock single-life permanent plan of life insurance offered for sale Silver or Bronze on any of the 3 annual processing dates: a single-life permanent plan John Hancock makes available for conversions	For policies sold after April 2007 and placed in force prior to 9/12/2016: Any permanent product offered at the time of conversion For policies placed in force after 9/12/2016: Policy years 1 – 7: Full conversion to any currently available Lincoln product at time of conversion Policy years 8+: Conversion will be available to a limited product portfolio only. That portfolio has not been defined.	N/A
Convertible to survivor product?	N/A	Yes, but: • Face Amount of new SUL can be up to the Face Amount of the term contract subject to available retention limits • Underwriting is required on the life being added	Yes, but: • Face Amount of new SUL can be up to the Face Amount of the term contract subject to available retention limits • Underwriting is required on the life being added	Yes - if both insureds have a term policy to convert - must be same face as coverage being applied for	N/A
Death Benefit Options Available for Conversion	Level	Level Increasing	Level Increasing	Level Increasing	Level Increasing
Maximum number of conversions	N/A	None - as long as face mins are met	None- as long as face mins are met	None as long as minimum face amounts are satisfied	N/A
Waiver of Premium convertible?	N/A	Clients whose Term premiums are being waived under the Total Disability Waiver may convert their policy to a permanent plan; however, they cannot purchase the TDW Rider on the permanent policy.	Clients whose Term premiums are being waived under the Total Disability Waiver may convert their policy to a permanent plan; however, they cannot purchase the TDW Rider on the permanent policy.	Yes - only to Waiver of Monthly Deduction rider	N/A
Waiver of Premium convertible if on waiver?	N/A	No	No	Yes, will waive the cost of insurance until insured comes off disability	N/A
Minimum Waiting Period for Conversions	N/A	After 90 Days	After 90 Days	None	None
Partial Conversions Permitted?	N/A	Yes, however partial conversions to Permanent policies will need to meet the minimum face amount required on the Permanent product, AND product minimums must be maintained in the remaining Term policy.	Yes, however partial conversions to Permanent policies will need to meet the minimum face amount required on the Permanent product, AND product minimums must be maintained in the remaining Term policy.	Yes	N/A
Term Conversion Credits?	N/A	No	No	N/A	N/A

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CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	Lincoln Financial	MassMutual	MassMutual	Mutual of Omaha	Mutual of Omaha
Product	TermAccel	Base Term Products	Extended Conversion Period Products	Term Life Express	Term Life Answers
Conversion Period	Up to the earlier of the end of the initial level term period or before attained age 70	Earlier of 10 Years or age 65 with a minimum of 2 years for base products.	Extended Conversion Period versions to the earlier of the end of the level period, 20 years or Age 65.	After policy year 2 through the lesser of the end of level term period or the policy anniversary following insured's 70th birthday	10yr: Issue Ages 18-72: Earlier of 10 years or age 75 Issue Ages 73+: First 2 years only 15yr: Earlier of 15 years or age 75 20yr: Earlier of 20 years or age 75 30yr: During first 20 years only
Products available for conversion	Any permanent product offered at the time of conversion for the purposes of conversion from this product Policy years 1 – 7: Full conversion to any currently available Lincoln product at time of conversion Policy years 8+: Conversion will be available to a limited product portfolio only. That portfolio has not been defined.	All except CareChoice products	All except CareChoice products	IUL Express Living Promise WL	Any permanent product available at the time of conversion. Product Availability may be limited due to minimum face amount requirements. Please contact Mutual of Omaha for details
Convertible to survivor product?	Yes - if both insureds have a term policy to convert - must be same face as coverage being applied for	Yes with limitation	Yes with limitation	No	No
Death Benefit Options Available for Conversion	Level Increasing	All	All	Level Increasing	Level Increasing
Maximum number of conversions	None as long as minimum face amounts are satisfied	N/A	N/A	1	No Maximum - can do multiple conversions as long as the policy is within the conversion period and within the minimum face amount as well.
Waiver of Premium convertible?	Yes - only to Waiver of Monthly Deduction rider	Yes	Yes	No	No
Waiver of Premium convertible if on waiver?	Yes, will waive the cost of insurance until insured comes off disability	Yes	Yes	No	No
Minimum Waiting Period for Conversions	None	N/A	N/A	After 30 Days	After 30 Days
Partial Conversions Permitted?	Yes	Yes	Yes	Yes	Yes
Term Conversion Credits?	N/A	On some older term policies (generally issued before 2018) when conversion to Whole Life 100	On some older term policies (generally issued before 2018) when conversion to Whole Life 100	No	No

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CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	Nationwide	North American	North American	Principal Financial	Protective Life
Product	YourLife	ADDvantage Term	ADDvantage Term	Principal Term	Classic Choice Term
Conversion Period	Before Age 65: 10 Year Term: First 10 policy years 15 Year Term: First 15 policy years 20 Year Term: First 20 policy years 30 Year Term: First 20 policy years	Conversion option: Earlier of age 70 or: 10 Year Term: First 7 policy years; 15 Year Term: First 12 policy years; 20 Year Term: First 15 policy years; 30 Year Term: First 20 policy years	Conversion option: Earlier of age 70 or: 10 Year Term: First 7 policy years; 15 Year Term: First 12 policy years; 20 Year Term: First 15 policy years; 30 Year Term: First 20 policy years	Standard Conversion option: Earlier of age 70 or: 10 Year Term: First 7 policy years; 15 Year Term: First 12 policy years; 20 Year Term: First 15 policy years; 30 Year Term: First 20 policy years Enhanced Conversion option: Earlier of age 70 or: To the end of the level term period or to age 70, whichever is earlier.	Classic Choice Term conversion rights expire earlier of the level period less two years or the anniversary nearest the insured's 70th birthday, whichever comes first.
Products available for conversion	Any permanent product offered at the time of conversion	All currently available individual permanent life products. Also convertible to an increase in an existing product.	All currently available individual permanent life products. Also convertible to an increase in an existing product.	All permanent products are currently available for conversion provided requirements for those products are satisfied.	Policy convertible years 1-5 to: Protective Advantage Choice UL Protective ProClassic Legacy UL Protective ProClassic II UL Protective Indexed Choice UL Protective Non-Par Whole Life Protective Strategic Objectives VUL Protective Lifetime Assurance UL After year 5: Protective ProClassic Legacy UL Protective Non-Par Whole Life
Convertible to survivor product?	No	No	No	Yes	No
Death Benefit Options Available for Conversion	Level Increasing Return of Premium	Level Increasing Return of Premium	Level Increasing Return of Premium	Level	Level Increasing
Maximum number of conversions	No Maximum - can do multiple conversions as long as the policy is within the conversion period and within the minimum face amount as well.	No limit; must retain the minimum face required	No limit; must retain the minimum face required	No limit as long as minimum face amount is satisfied.	No limit after 3rd policy year, but cannot fall below product minimum
Waiver of Premium convertible?	Yes	No	No	Any riders on the term policy terminate at conversion. Similar riders may be issued with the new policy W/O evidence subject to provisions in the new riders and our rules in effect at the time of conversion.	With new underwriting
Waiver of Premium convertible if on waiver?	No	No	No	If premiums are being waived due to disability then a waiver rider is not available on the new policy. Rather, we keep the insured in the term policy and waive premiums up to the insured's attained age 95 if they qualify per the rider.	With new underwriting
Minimum Waiting Period for Conversions	None	The policy can be converted as of the next monthly anniversary after issue. It has to be in force for at least one month.	The policy can be converted as of the next monthly anniversary after issue. It has to be in force for at least one month.	After 30 Days	None
Partial Conversions Permitted?	Yes	Yes, subject to minimum issue limits	Yes, subject to minimum issue limits	Partial Term conversions are allowed, provided the remaining Term policy and the new policy both meet their respective minimum face amount guidelines.	No limit after 3rd policy year, but cannot fall below product minimum
Term Conversion Credits?	Yes but offered on unapplied premium only.	No	No	No	No

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CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	Protective Life	Protective Life	Prudential	Prudential	Sagicor
Product	Custom Choice UL	One Year Term	Term Essential	PruTerm One	Sage Term
Conversion Period	Custom Choice UL conversion rights expire earlier of 20th policy anniversary or the anniversary nearest the insured's 70th birthday, whichever comes first.	Coverage is not renewable, convertible or commissionable	Convertible to the lesser of the level-premium period or to the first policy anniversary on or after the insured's 65th birthday, but at least five years. Partial conversions are permitted.	Through 5th policy anniversary	Policy may be converted, without evidence of insurance, to any permanent life insurance policy currently being issued by the company for conversion. Conversion may occur at any time prior to the policy anniversary following the insured's 70th birthday. Term Conversion credits are available in years 2 through 5 and allows the owner to apply 100% of their prior 12 months' premium towards the cost of any eligible permanent life insurance policy. Conversion credits apply to full and partial policy conversions.
Products available for conversion	Protective Advantage Choice UL Protective ProClassic Legacy UL Protective ProClassic II UL Protective Indexed Choice UL Protective Non-Par Whole Life Protective Strategic Objectives II VUL Protective Lifetime Assurance UL	N/A	All permanent products offered at the time of conversion	All permanent products offered at the time of conversion	Sage IUL and Sage WL
Convertible to survivor product?	No	No	No	Yes - not contractual but is current company practice and is subject to actuarial review and profitability study	Years 1-5: Sage IUL & Sage WL Years 6+: Sage WL
Death Benefit Options Available for Conversion	Level Increasing	Level Increasing	Level Increasing	Level Increasing	Level
Maximum number of conversions	No limit after 3rd policy year, but cannot fall below product minimum	N/A	Unlimited within the convertible period	Unlimited within the convertible period	None as long as minimum face amount are satisfied
Waiver of Premium convertible?	With new underwriting	N/A	Yes	N/A	As long as new policy offers Waiver of Premium within approved age limits
Waiver of Premium convertible if on waiver?	With new underwriting	N/A	Yes	N/A	No
Minimum Waiting Period for Conversions	After 12 Months	After 12 Months	None	None	None
Partial Conversions Permitted?	No limit after 3rd policy year, but cannot fall below product minimum	N/A	Yes	Yes	Yes
Term Conversion Credits?	No	N/A	No	No	Yes

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CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	Securian Financial	Securian Financial	Symetra	Symetra	Transamerica
Product	Advantage Elite Term	Convertible ART	Term Life	Swift Term	Trendsetter Super, LB & YRT - NY
Conversion Period	10- and 15- Year Term: 5 years 20- and 30- Year Term: 10 years Extended Conversion Agreement (rider) can be added to policy and allows for conversion during the entire level term period up to Age 75	Up to age 75	Earlier of 10th policy anniversary or policy anniversary following insured's 70th birthday	Earlier of 10th policy anniversary or policy anniversary following insured's 70th birthday	Up to age 70; 75 for Pref Plus class Older products have different guidelines
Products available for conversion	Any permanent product offered at the time of conversion	Any permanent product offered at the time of conversion	Any permanent product offered at the time of conversion	Symetra CAUL	Contact Transamerica Sales Desk
Convertible to survivor product?	Yes	Yes	No	No	N/A
Death Benefit Options Available for Conversion	Level Increasing	Level Increasing	Level Increasing	Level Increasing	Contact Transamerica Sales Desk
Maximum number of conversions	No limit; must retain the minimum face required	No limit; must retain the minimum face required	1	1	None
Waiver of Premium convertible?	Yes	Yes	Yes, but not available on all products	Yes, but not available on all products	Yes
Waiver of Premium convertible if on waiver?	No (at age 60 automatic conversion to whole life if they are still on waiver and they continue to waive premiums)	No (at age 60 automatic conversion to whole life if they are still on waiver and they continue to waive premiums)	No	No	Available for some older policies prior to 1997 - call Transamerica to verify eligibility
Minimum Waiting Period for Conversions	No waiting period, but advisor's comp will be reduced if converted before 2 years from policy issue date	No waiting period, but advisor's comp will be reduced if converted before 2 years from policy issue date	None	None	None
Partial Conversions Permitted?	Yes	Yes	Yes within product minimum	Yes within product minimum	Yes
Term Conversion Credits?	Yes if conversion occurs in first 2 years (equal to first year annual premium)	No	Available on 2002 and 2005 products only	Available on 2002 and 2005 products only	No

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CARRIER TERM CONVERSION PRIVILEGES

Carrier Name	Transamerica	William Penn	Zurich
Product	Trendsetter Super, LB & YRT	OPTerm	Zurich Term 10, 15, 20
Conversion Period	Up to the earlier of the end of the initial level premium period or the insured's 70th birthday (75 for Preferred Plus). Older products have different guidelines	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 five policy years.	For ALL issue ages - the ability to convert to the earlier of the end of Policy Year 5 or age 75 to any permanent policy currently being sold including the ability to convert two individual term policies into a single Zurich Survivor Index UL up to two times the lesser specified amount. ADDITIONALLY for issue ages up to 64 the ability to convert in policy year 6 up to age 70 to any permanent life insurance policy Zurich determines eligible for conversion.
Products available for conversion	Lifetime Whole Life (Transamerica Financial Foundation IUL may be available if the original term policy is converted within it's first five policy years). Contact Transamerica Sales Desk for older product guidelines	LifeStep UL	First 5 Years, Any Permanent Product Zurich Offers INCLUDING Zurich Survivor Index UL - After the 5th policy year convertible to a product Zurich stipulates
Convertible to survivor product?	N/A	NA	Yes
Death Benefit Options Available for Conversion	FFIUL - Level & Increasing	NA	Level
Maximum number of conversions	None	No limit as long as product minimums are kept.	None
Waiver of Premium convertible?	No	No	N/A
Waiver of Premium convertible if on waiver?	No	No	N/A
Minimum Waiting Period for Conversions	None	No minimum	None
Partial Conversions Permitted?	Yes	Yes as long as product minimums are kept.	Yes - Minimum Face Amount Requirements of Term Product Must be Maintained
Term Conversion Credits?	No	No	No

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