



America's Foremost Insurance Brokerage Network

Term Face Decrease Guidelines

| CARRIER | GUIDELINES |
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| <p>Accordia Life As of 2/2016</p> | <p>Term face reductions are not allowed.</p> |
| <p>AIG As of 2/2016</p> | <p>Term face reductions are not contractual, but they are currently allowing face reductions according to the following schedule: In Year 4: 25%; Year 5: 50%; Year 6: 75%; Year 7 down to product minimum \$100,000.</p> |
| <p>Fidelity Life As of 2/2016</p> | <p>Term face reduction can be requested after 2 years; restricted to every 2 years after any prior reduction.</p> |
| <p>John Hancock As of 2/2016</p> | <p>Policy years 1-3: No face reductions are allowed during the first three policy years. Policy years 4-6: Reductions are allowed up to 50% of the initial Face Amount, as long as the remaining Face Amount is at least equal to the Minimum Face Amount. Policy Years 7+: Beginning in policy year 7, any amount of reduction is allowed as long as the remaining Face Amount is at least equal to the minimum Face Amount.</p> <p>Note that decreases are processed only at the policy owner's request, and are not applicable to partial conversions.</p> |
| <p>Legal & General America Updated 2/2016</p> | <p>One term face reduction is allowed after the 1st Policy Anniversary and the amount remaining must be at least the minimum face amount of that product. Face amount reductions are not contractually guaranteed; it is a current company practice.</p> |

This information is for general comparative purposes only. If you have a specific case or question for a specific carrier, you are encouraged to contact the carrier or TMA's Support Desk for confirmation.

This information is believed to be accurate as of the date listed. Carriers can make changes without notifying TMA or other distribution.

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| <p>Lincoln National As of 2/2016</p> | <p>Face amount decreases are permitted once per year after the 3rd policy year on LifeElements Level Term (2014) product. If the remaining amount is in a different band, rates will be based on the new band. You may not reduce below the minimum face amount limit which is \$250K.</p> |
| <p>MetLife Updated 2/2016</p> | <p>MLI USA (GLT) term product – Face decreases are processed on an extra contractual basis. There are no specific rules stating a limit on the number of times a face reduction will be allowed. The decrease is allowed after the first year. Appropriate banding will apply to the reduced face amount. If the reduced face amount is less than \$250,000 and the original rating was Elite Plus, Elite or Preferred Plus, the reduced policy will be rated Preferred N/S. A decreased in face amount may require a decrease in amounts provided by any riders made a part of the policy. If a rider is not available at the new face amount, we will consider your request for a decrease in face amount as a request in writing to terminate that rider. If you have an increasing term rider on your policy, the face amount of that rider will be decreased first.</p> |
| <p>Minnesota Life As of 2/2016</p> | <p>No limits on frequency of term face reductions; must maintain product minimum.</p> |
| <p>North American As of 2/2016</p> | <p>Term face decreases are not allowed unless it is due to a partial conversion.</p> |
| <p>Protective Life As of 2/2016</p> | <p>One term face decrease is allowed after the 3rd policy year. This is by company practice only and is subject to change. No contractual right for face reductions.</p> |
| <p>Prudential Updated 2/2016</p> | <p>Face amount reductions are not contractually guaranteed; it is a current company practice. There are no restrictions on how many times the face amount can be decreased. Face amount minimums must be maintained.</p> |

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| <p>SBLI As of 2/2016</p> | <p>Term face decreases are allowed. No limit on the number of reductions that can be made; must maintain product minimum.</p> |
| <p>Symetra Updated 2/2016</p> | <p>Face amount decreases are allowed after the first policy year, up to 50% of the original face amount. The same per \$1,000 rate would apply plus the \$65 policy fee. It can be done multiple times (at policy anniversary) but can't exceed 50% of the original face amount. The minimum reduction amount is \$1,000.</p> |
| <p>Transamerica Updated 2/2016</p> | <p>Term face decreases are allowed by current company practice. One term face decreases allowed each month. The face amount must be at least the minimum allowed for the product.</p> |
| <p>United of Omaha As of 2/2016</p> | <p>One term face decrease is allowed during the life of the policy.</p> |

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