

Frequently Asked Questions related to 2017 CSO Table change

What has changed from the 2001 CSO to 2017 CSO?

Generally speaking, mortality rates under the 2017 CSO Table are lower. A number of factors go into this but better experience with preferred risk mortality, more accelerated underwriting and more older-age experience to name a few.

What products will be impacted by this change?

All life products will be impacted since they will either need to be repriced on the new 2017 CSO Table before January 1, 2020 or they will no longer be available for new sales. The products that will no longer be available for new sales beginning January 1, 2020 and must be issued by 12/31/2019 are:

- Lifetime Builder ELITE IUL
- Benefit Builder IUL (COLI)
- Survivorship Builder SIUL
- Lifetime Provider IUL
- Lifetime Assure UL
- Term (ART, 10, 20, 30 year Term)

What are the transition guidelines for products that will be going away December 31, 2019?

Lifetime Builder ELITE Applications (Current Version)

The following criteria must be met for an application to be received and processed as a current Lifetime Builder ELITE product that must be issued by 12/31/2019.

- Applications – electronically and or paper submitted.
- Must be received by end of business day on Friday 12/6/2019.
- Applications must be **In Good Order** at the time received on Friday 12/6/2019.

If the above criteria is **NOT** met

- Our intentions are to process and issue each application received. However we cannot guarantee that we will be able to issue all applications 12/31/2019.
- In those cases where the application cannot be issued by 12/31/2019 another available product can be selected or the application will be withdrawn with no coverage issued.
- If the application cannot be issued by 12/31/19, the application may be amended with a new product.

Lifetime Provider and Lifetime Assure Applications

The following criteria must be met for an application to be received and processed as a current Lifetime Provider or Lifetime Assure product that must be issued by 12/31/2019.

- Applications – electronically and or paper submitted.
- Must be received by end of business day on Friday 12/6/2019.
- Applications must be **In Good Order** at the time received on Friday 12/6/2019.

If the above criteria is **NOT** met

- Our intentions are to process and issue each application received. However we cannot guarantee that we will be able to issue all applications by 12/31/2019.
- In those cases where the application cannot be issued by 12/31/2019 another available product can be selected or the application will be withdrawn with no coverage issued.
- If the application cannot be issued by 12/31/2019, the application may be amended with a new product.

Survivorship Builder and Term Product Applications

The following criteria must be met for an application to be received and processed as a Survivorship Builder or Term product that must be issued by 12/31/2019.

- Applications – electronically and or paper submitted.
- Must be received by end of business day on Friday 12/6/2019.
- Applications must be in **In Good Order** at the time received on Friday 12/6/2019.

If the above criteria is **NOT** met

- Our intentions are to process and issue each application received. However we cannot guarantee that we will be able to issue all applications by 12/31/2019.
- In those cases where the application cannot be issued by 12/31/2019 another available product can be selected or the application will be withdrawn with no coverage issued.
- If the application cannot be issued by 12/31/2019, any term application may be amended with a new product. However, Survivorship Builder applications will require a new application

What products will be available for sale and when will those products be available?

Lifetime Foundation ELITE IUL is compliant with the 2017 CSO Table. Lifetime Foundation ELITE IUL is currently available for sale and will continue to be available as we end 2019 and begin 2020. New IUL products, including the 2017 CSO version of Lifetime Builder ELITE IUL, are being developed. Application information for Lifetime Builder ELITE (New Version) is below.

Lifetime Builder ELITE (New Version) Applications

1. Illustrations will be turned on early to mid-November 2019.
2. Earliest Application Sign Date and policy issue dates will be communicated in the coming weeks.

What products will be available for term conversions beginning 1/1/2020?

Lifetime Foundation ELITE IUL will continue to be available for term conversions for Global Atlantic term policies sold prior to 12/31/2019. We expect future Global Atlantic single life permanent products, including the 2017 CSO compliance version of Lifetime Builder ELITE, to be available for these term conversions. Term conversion availability will be detailed with each product launch communication.

How will PBR impact our life products?

Lifetime Foundation ELITE is a death benefit guarantee focused product. Lifetime Foundation ELITE is already on the 2017 CSO Table which uses the PBR method of reserving so no change is expected.

Additional Product Transition Rules

Lifetime Builder ELITE Applications (Current Product)

The following criteria must be met for an application to be received and processed as a current Lifetime Builder ELITE product that must be issued by 12/31/2019.

1. Applications – electronically and or paper submitted.
 - Must be received by end of business day on Friday 12/6/2019.
 - Applications must be **In Good Order** at the time received on Friday 12/6/2019.

In Good Order is defined by including the following:

- Application
 - Must be signed and dated by the insured and policy owner, if other than the insured.
 - The plan/product must be included, with the face amount.
 - HIPAA Form
 - Must be signed and dated by the insured.
 - Page 1 must be completed with the insured's correct date of birth.
 - HIPAA form (#18769) must be used.
 - Agent Appointment
 - Agents must be appointed prior to solicitation in OR and PA.
 - Agents in all states with current AML and E&O must be appointed prior to application submission.
 - Non-Resident Review
 - Applications from the following states: AR, MN, MA, and UT must be signed within those states.
 - Michigan Application
 - Signed illustration is required prior to data entry, and the application must be dated within 15 days of the illustration.
2. Application(s) must be Underwriter Approved by Monday 12/23/2019.
 3. Final Issue Instructions must be given by Friday 12/27/2019.

If the above criteria is **NOT** met

- Our intentions are to process and issue each application received. However, applications received past these deadlines does not guarantee that the policy will be able to be issued by 12/31/2019.
- In those cases where the application cannot be issued by 12/31/2019 another available product can be selected or the application will be withdrawn with no coverage issued.
- If the application cannot be issued by 12/31/2019 the application may be amended with a new product.

Lifetime Provider and Lifetime Assure Applications

The following criteria must be met for an application to be received and processed as a current Lifetime Provider and or Lifetime Assure products that must be issued by 12/31/2019.

1. Applications – electronically and or paper submitted.
 - Must be received by end of business day on Friday 12/6/2019.
 - Applications must be **In Good Order** at the time received on Friday 12/6/2019.

 - **In Good Order** is defined by including the following:
 - Application
 - Must be signed and dated by the insured and policy owner, if other than the insured.
 - The plan/product must be included, with the face amount.
 - HIPAA Form
 - Must be signed and dated by the insured.
 - Page 1 must be completed with the insured's correct date of birth.
 - HIPAA form (#18769) must be used.
 - Agent Appointment
 - Agents must be appointed prior to solicitation in OR and PA.
 - Agents in all states with current AML and E&O must be appointed prior to application submission.
 - Non-Resident Review
 - Applications from the following states: AR, MN, MA, and UT must be signed within those states.
 - Michigan Application
 - Signed illustration is required prior to data entry, and the application must be dated within 15 days of the illustration.
2. Application(s) must be Underwriter Approved by Monday 12/23/2019.
3. Final Issue Instructions must be given by Friday 12/27/2019.

If the above criteria is **NOT** met

- Our intentions are to process and issue each application received. However, applications received past these deadlines does not guarantee that the policy will be able to be issued by 12/31/2019.
- In those cases where the application cannot be issued by 12/31/2019 another available product can be selected or the application will be withdrawn with no coverage issued.
- If the application cannot be issued by 12/31/2019 the application may be amended with a new product.

Survivorship Builder and Term Product Applications

The following criteria must be met for an application to be received and processed as a Survivorship Builder and or Term products that must be issued by 12/31/2019.

1. Applications – electronically and or paper submitted.
 - Must be received by end of business day on Friday 12/6/2019.
 - Applications must be in **In Good Order** at the time received on Friday 12/6/2019.

 - **In Good Order** is defined by including the following:
 - Application
 - Must be signed and dated by the insured(s) and policy owner, if other than the insured(s).
 - The plan/product must be included, with the face amount.
 - HIPAA Form
 - Must be signed and dated by the insured(s).
 - Page 1 must be completed with the insured's correct date of birth.
 - HIPAA form (#18769) must be used.
 - Agent Appointment
 - Agents must be appointed prior to solicitation in OR and PA.
 - Agents in all states with current AML and E&O must be appointed prior to application submission.
 - Non-Resident Review
 - Applications from the following states: AR, MN, MA, and UT must be signed within those states.
 - Michigan Application
 - Signed illustration is required prior to data entry, and the application must be dated within 15 days of the illustration.
2. Application(s) must be Underwriter Approved by Monday 12/23/2019.
3. Final Issue Instructions must be given by Friday 12/27/2019.

If the above criteria is **NOT** met

- Our intentions are to process and issue each application received. However, applications received past these deadlines does not guarantee that the policy will be able to be issued by 12/31/2019.
- In those cases where the application cannot be issued by 12/31/2019 another available product can be selected or the application will be withdrawn with no coverage issued.
- If the application cannot be issued by 12/31/2019 any term application may be amended with a new product. However, Survivorship Builder applications will require a new application.

Lifetime Builder ELITE 2020 Applications

3. Illustrations will be turned on early to mid-November 2019.
4. Earliest Application Sign Date and policy issue dates will be communicated in the coming weeks.

Products not available in all states.

Global Atlantic Financial Group (Global Atlantic) is the marketing name for Global Atlantic Financial Group Limited and its subsidiaries, including Accordia Life and Annuity Company and Forethought Life Insurance Company. Each subsidiary is responsible for its own financial and contractual obligations. These subsidiaries are not authorized to do business in New York.