

# External Term Conversion Program

With the External Term Conversion Program, your clients can get valuable, permanent life insurance protection with **NO UNDERWRITING\***.

Through this program, individuals have the option to convert their term policies issued by an eligible carrier, to any of our current indexed universal life products.

## Rules of the Road

- Term policy must be with an **eligible company**
- Conversion must occur within 36 months of the term policy issue date
- Original term policy must have been fully underwritten
- Term policy must have been issued at standard or better rates
- Term policy must be fully surrendered and assigned to Accordia Life
- New, Permanent policy guidelines:
  - \$100,000 minimum face; \$1 million maximum face
  - Minimum issue age 18; Maximum issue age 65
  - Same owner and insured as on term policy
  - Same rating will apply (standard-to-standard, preferred-to-preferred)
- Term Riders on permanent plans are **not** eligible
- Non-term Riders require full underwriting
- No partial conversions are allowed
- No term blends are allowed on the permanent policy

Permanent policy options include:

- Global Accumulator
- Lifetime Builder ELITE
- Lifetime Foundation ELITE

## \*Additional Considerations

- The purpose of this program is to provide an opportunity for clients who seek permanent life insurance to convert existing term policies, issued by an eligible carrier listed on page 2, with no medical underwriting.
- It is important that you evaluate the client's needs and objectives, and particularly the client's ability to afford the permanent policy's planned premiums, to determine that this conversion is right for them.
- All cases are subject to suitability review

## Helpful Hints

To help expedite processing, follow these helpful hints:

- For equal face amounts, complete the following sections of the application: Information About The Proposed Insured *including annual income, net worth, and occupation*, Information About The Owner, Beneficiary Designation, Policy Information and Premium Information.
- Send **all** pages of the application for faster processing
- Obtain all proper signatures
- For increased face amounts or additional benefits, full underwriting is required, and the entire application must be completed

## Other Requirements

Plus, there are a few other items that we **must** receive in order to issue the new, permanent policy:

- State-specific replacement form where required
- Completed assignment form with original signatures
- The original term policy, including the policy data page (lost policy forms or affidavits are not accepted)
- Sufficient premium to put the new policy in force
- A complete Basic Illustration for the proposed permanent policy.

NEED HELP?

[globalatlanticlife.com](http://globalatlanticlife.com)

(855) 887-4487, option 3

[salesupport@gafg.com](mailto:salesupport@gafg.com)

Products not available in all states.

Products issued by and all policy benefits are the responsibility of Accordia Life and Annuity Company, 215 10th Street, Des Moines, Iowa. Policy forms ICC19-IULF-A20, IULF-A20, ICC19-IULA-L19, IULA-L19, ICC17-IULC-C18, IULC-C18.

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## ELIGIBLE COMPANIES (AS OF JANUARY 2020)

AIG Life Assurance Company of New York  
AIG Life Insurance Company  
Allianz Life Insurance Company of North America  
Allstate Life Insurance Company  
Allstate Life Insurance Company of NY  
American General Life and Accident Insurance Company  
American General Life Insurance Company  
American General Assurance Company  
American Mayflower Life Insurance Company  
American Mayflower Life Insurance Company of NY  
American National<sup>1</sup>  
American United Life  
Americo  
Ameritas Life Insurance Company  
Assurity Life  
Axa Financial  
Axa Equitable Life Insurance Company  
Banner Life Insurance Company  
Berkshire Life  
Canada Life insurance Company  
Canada Life insurance Company of New York  
Clarica  
Cincinnati Life  
Connecticut General Life Insurance Company  
Connecticut Mutual Life Insurance Company  
Farmers New World Life Insurance Company  
Fidelity and Guaranty Life Insurance Company  
Fidelity and Guaranty Life Insurance Company of New York  
First Colony Life Insurance Company  
First Fortis Life Insurance Company  
First Great-West Life & Annuity Insurance Company  
First Penn Pacific Life Insurance Company  
Fortis Life Insurance Company  
Franklin Life Insurance Company  
GE Capital Life Insurance Company  
GE Capital Life Assurance Company of New York  
General American Life Insurance Company  
Genworth Life Insurance Company  
Genworth Life Insurance Company of NY  
Great West Life & Annuity Insurance Company  
Guardian Life Insurance Company  
The Hartford  
John Hancock Life Insurance Company  
Kansas City Life  
Lafayette Life Insurance Company  
Liberty Life Insurance Company  
Life Investors Financial Group, Inc.  
Lincoln Benefit Life Insurance Company  
Lincoln Life and Annuity Company of NY  
Lincoln National Life Insurance Company  
Lutheran Brotherhood  
Massachusetts Mutual Life Insurance Company  
Metropolitan Life Insurance Company  
Merrill Lynch Life Insurance Company of New York  
Merrill Lynch Life Insurance Company  
Midland National Life  
Minnesota Life  
Monumental Life Insurance Company  
MONY Life Insurance Company  
National Life of Vermont  
National Life Insurance Company  
New England Life Insurance Company  
New York Life Insurance Company  
No. American Co. for Life and Health Insurance  
No. American Co. for Life and Health Insurance of NY  
Northwestern Mutual Life Insurance Company  
Ohio National  
Old Line Life Insurance Company  
Pacific Life Insurance Company  
Pacific Life and Annuity Company  
Penn Mutual Life Insurance Company  
Phoenix Life Insurance Company  
Principal Financial Group  
Principal Life Insurance Company  
Protective Life Insurance Company  
Protective Life & Annuity Insurance Company  
Provident Mutual Life Insurance Company  
Provident Life and Casualty Company  
Prudential Insurance Company of America  
Reliastar  
Reliastar Life Insurance Company of NY  
Security Connecticut Life Insurance Company  
State Farm Life Insurance Company  
State Farm Life and Accident Assurance Company  
Savings Bank Life Insurance - MA  
Stonebridge Casualty Insurance Company  
Stonebridge Life Insurance Company  
Sun Life of Canada  
Sun Life Insurance & Annuity of NY  
Transamerica Life Insurance Company  
Transamerica Financial Life Insurance Company  
Union Central Life Insurance Company  
United States Life Insurance Company  
USAA Life Insurance Company  
Voya Financial  
West Coast Life Insurance Company  
Western Reserve Life Assurance Company  
William Penn Life Insurance Company of New York  
Woodmen of the World  
Zurich Kemper Life Insurance Company  
Zurich Life Insurance Company of New York

Eligible companies and/or program may be modified or cancelled at any time.

<sup>1</sup>Death Benefit amounts over \$250,000 only.