

Beginning November 21, 2020 – Enhanced product features, non-med expansion, improved policy statements and new rates on our Index Universal Life (IUL) products.

The National Association of Insurance Commissioners (NAIC) has recently adopted guidelines that revise AG 49. Changes are referred to as AG 49-A and has an updated implementation date of December 14, 2020.

To comply with AG 49-A, our IUL products will have adjusted cap rates, Account Value Enhancement (persistence bonus) and max illustrated rates. With these changes, our IUL products will continue to offer simple, transparent product designs to provide your clients with death benefits, strong cash value and other valuable features to help safeguard their financial futures.

Applicable products.

- QoL Max Accumulator+ II – *New product!*
- QoL Value+ Protector II – *New product!*

Details of rate changes and product enhancements.

Please refer to the below for a closer look. See the next page for [transition rules](#).

- [QoL Max Accumulator+ II Bulletin 20-093-PG](#)
- [QoL Value+ Protector II Bulletin 20-094-PG](#)

Interest rate/Cap & Participation Rate changes.

In addition, starting November 21, our current IUL products (QoL Max Accumulator+ and QoL Value+ Protector) will have changes to the interest crediting rates and cap/participation rates to reflect the current market environment. Please refer to the [interest rate flyers](#).

Important Dates.

November 20: Application must be received in good order on or before this date to be eligible for current products and illustrate under current AG 49 rules.

November 21: Applications received on or after this date will be considered an application for a new product and illustrate under AG 49-A rules.

(See page 2 for details on transition rules.)

State Availability.

All states, except New York.

More about AG 49-A.

[Bulletin 20-090](#)
[Training](#)

Non-med Expansion.

[Bulletin 20-083-QoL](#)

Interest Rate Updates.

[Interest rate flyers](#) (login required)

New rates and enhanced features on IULs

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Transition Rules

Paper Applications

- New IUL products are effective **November 21, 2020**.
- Applications received on or after **November 21, 2020** will be considered applications for new products and illustrate under AG 49-A rules.
- Starting **4:00 PM CDT on November 20, 2020** only the **new product** will be available in Winflex.
- To be eligible as an old product and illustrate under current AG 49 rules, applications must be received in good order on or before **November 20, 2020**.
- Applications for the old product must be in force and funded by January 29, 2021. Otherwise, an illustration for the new product that reflects the new AG 49-A max illustrated rate will be required.
- Reissue requests will not be honored.

1035 Exchanges

- Funding for 1035 exchanges for applications received before November 20, 2020 must be received from the transferring carrier no later than January 22, 2021. If funds from the transferring carrier are received after January 22, 2021, a new AG 49-A compliant illustration will be required and the policy will be issued with the new product.
- Additional option: Alternatively, the insured may pay the minimum initial out-of-pocket premium by January 22, 2021, to continue toward issuance of the policy with the old product.

Note: If this option is taken, any funds subsequently received from the transferring carrier after January 22, 2021 will be applied to the policy as a lump-sum payment at the time of receipt. Funds received from the transferring carrier in this scenario will not be applied as initial premium.

iGO full eApp

- Per compliance, new AG 49-A rates are applied for this IUL product. Existing Cases prior to November 21, 2020 12:00 AM CDT that are still in a “Started” status can no longer be used.
- Please begin a new case in WinFlex and eApply to iGO eApp. You may retrieve any application data previously entered into the Old case by launching the PDF from the My Cases screen.

PDF Retrieval for older cases:

- **For IUL cases started before November 20-** you will get blocker message and as a reference you can view the older case PDF from “My Cases” screen
 - **For IUL cases unlocked after November 20-** you will get blocker message and as a reference you can view the older case PDF from “My Cases” screen
 - **For IUL cases Locked before November 20-** you will be able to complete signatures and submit the case to AIG within 15 business days
- Applications for the old product must be in force and funded by January 29, 2021. Otherwise, an illustration for the new product that reflects the new AG 49-A max illustrated rate will be required.

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