



Term Conversion Comparison

Compare 11 of the Nation's Leading Carriers Side-By-Side

NOT FOR CONSUMER USE.
Current as of 7/25/2017

Company	Term Product	Conversion Availability Period	Conversion Credit	Conversion Credit Amount	Do you offer an NLG product? If so, do you allow conversion into that product(s)?	Do you offer an SUL NLG product? If so, do you allow 2 term conversions into that product(s)?
American General	Select-a-Term and ROP Select-a-Term	Convertible to the earlier of the anniversary following age 70 or the end of the level term period.	None	N/A	Yes and Yes, but 8 years max for 10LT; 10 years max for 15-30LT durations.	Yes and No
AXA Equitable	Series 151X Level Term	Before the earlier of the level period or the policy anniversary nearest the insured's 70th birthday.	Total conversion period.	The lesser of (1) the premium paid for the term policy during the first policy year; (2) the amount of the first year's premium for the term policy calculated on an annual modal basis; and (3) the initial modal premium for the new policy. The conversion credit does not include temporary flat extra charges and premiums for optional benefits.	No NLG product currently offered.	No SUL NLG product currently offered.
Banner (Legal & General America)	OPTerm (10, 15, 20 and 30)	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 5 policy years.	None	N/A	No, however, the conversion product currently available offers a coverage guarantee to age 121 provided the policy is funded to maturity.	No SUL NLG product currently offered.
John Hancock	Term 10, 15, and 20	Conversion period is the lesser of 10 years or attained age 75. They also have an optional conversion extension rider available on Term 15 and 20 which would extend the conversion to 15 years for 15-year term and 20 years for 20-year term.	None	N/A	Yes and Yes	No SUL NLG product currently offered.
Lincoln	TermAccel LifeElements 10, 15, 20, and 30 year Term	The conversion period is equal to the earlier of the level guaranteed premium period or to client's attained age 70. For New York, for all four term periods, the conversion period is the later of the end of the 5th policy year or to attained age 60.	None	N/A	Yes and Yes	Yes and Yes

Company	Term Product	Conversion Availability Period	Conversion Credit	Conversion Credit Amount	Do you offer an NLG product? If so, do you allow conversion into that product(s)?	Do you offer an SUL NLG product? If so, do you allow 2 term conversions into that product(s)?
Nationwide	YourLife Guaranteed Level Term 10, 15, 20, and 30-year level periods	Conversion is allowed before the insured reaches attained age 65. 10 year — First 10 years 15 year — First 15 years 20 year — First 20 years 30 year — First 20 years	None	Where permitted by law and by the original term contract, the credit will be calculated as 100% of the lesser of (1) earned term premium paid in the 12 months prior to the conversion, or (2) annual premium required under the term contract.	Yes and Yes, on a current basis only. They reserve the right to change.	Yes and Yes, on a current basis only. They reserve the right to change.
Principal	10, 15, 20, and 30 Year Term (All term products are available for conversion)	Conversion is allowed to the earlier of; To Policy year 20 on 30 year level term To Policy year 15 on 20 year level term To Policy year 12 on 15 year level term To Policy year 7 on 10 year level term Or prior to the insureds attained age of 70. The Conversion Extension Rider may be added at an additional cost to extend the convertibility period.	None	N/A	Yes and Yes	Yes and Yes
Protective	Custom Choice UL 10, 15, 20, 25, and 30	Conversion may only occur after the 1st policy year and prior to the earlier of the 20th year and the insured's attained age 70.	None	N/A	Yes and Yes	Yes and No
Prudential	Term Essential PruLife Return of Premium Term (ROP Term)	Convertible to the earlier of the end of the level-premium paying period and the first policy anniversary on or after the insured's 65th birthday for issue ages 59 and under; for issue ages 60 and above, the 5th policy anniversary. For issue ages 59 and younger the conversion period is (whichever comes first): 1. The end of the level-premium paying period. 2. The 1st policy anniversary on or after the insured's 65th birthday For issue ages 60 to 75 the conversion period ends on the 5th policy anniversary.	None	N/A	Yes and Yes	Yes and Yes



Term Conversion Comparison

NOT FOR CONSUMER USE.
Current as of 7/25/2017

Company	Term Product	Conversion Availability Period	Conversion Credit	Conversion Credit Amount	Do you offer an NLG product? If so, do you allow conversion into that product(s)?	Do you offer an SUL NLG product? If so, do you allow 2 term conversions into that product(s)?
Prudential	Term Elite	Convertible to the first policy anniversary on or after the insured's 65th birthday, or the 5th policy anniversary, whichever is later for issue ages 59 or less and the 5th policy anniversary for insureds 60 and above. For issue ages 59 and younger the conversion period is the 1st policy anniversary on or after the insured's 65th birthday. For issue ages 60 to 75 the conversion period ends on the 5th policy anniversary.	For conversions during the first 5 policy years.	Total first-year premium for base coverage only.	Yes and Yes	Yes and Yes
Symetra	10, 15, 20 or 30 year Level Term	Policyowners can request to convert their term life insurance policy to the permanent life insurance policy that Symetra makes available for conversion in the policy's state of issue. Conversions may be requested prior to the earlier of the end of the initial term period or policy anniversary following the insured's 75th birthday. If an accelerated death benefit is received under the policy, conversion is not available.	None	N/A	Yes and Yes, on a current basis only. They reserve the right to change.	No SUL NLG product currently offered.
Transamerica	Trendsetter Super and LB Series	No later than the earlier of the end of the level-premium period or the insured's 70th birthday (75th birthday for Preferred Plus class).	None	N/A	No, however, the conversion product currently available offers a coverage guarantee to age 121 provided the policy is funded on a guaranteed basis.	No SUL NLG product currently offered.



BROKERS' SERVICE
MARKETING GROUP

1.800.343.7772

500 South Main Street, Providence, RI 800.343.7772 | www.bsmg.net | blog.bsmg.net