

# External Term Conversion Program

Do you have clients with term insurance who could benefit from the advantages of permanent life insurance protection?

The External Term Conversion Program can help. Send us an eligible term policy from an approved carrier and our insurers can offer you:

- Permanent life insurance coverage for your client – up to a \$1 million
- No medical exams or blood tests
- Full commission and conference credits

As with all life insurance sales, the transaction must be suitable for the customer.

## Eligibility

To be eligible for conversion to a permanent life insurance policy issued by Ameritas Life Insurance Corp. the term policy must meet the following criteria:

- The term policy must have been issued and in force six months prior to and within 60 months (five years) of the Part I date of the new permanent life insurance application.
  - The term policy must be within conversion period or within its contractual convertible period.
  - The term policy must be standard or better for both tobacco and non-tobacco.
- The original term policy must be submitted. Lost policy declaration forms will not be accepted. Full duplicate policies are acceptable.
  - Absolute assignment of the term policy is required. No partial conversion will be accepted. (NOTE: Receipt of the term policy provides access to the original application which contains valuable information our underwriters need to process your business. This would not be the case with a partial conversion. Absolute assignment is required to ensure that the original coverage is terminated to prevent overinsurance.)
  - The insured's issue age must be between 18 to 65, inclusive.
  - The minimum face amount for conversion is \$100,000.
  - The full face amount or a lesser amount may be converted, however, the full original term policy must be surrendered.
  - The maximum face amount for conversion is determined as follows:
    - If the term policy was issued no more than 24 months prior to the application date, the maximum conversion amount is the LESSER of the full face amount or \$1 million.
    - If the term policy was issued between 25 months and 48 months prior to the application date, the maximum conversion amount is the LESSER of the full face amount or \$500,000.
    - If the term policy was issued between 49 months and 60 months prior to the application date, the maximum conversion amount is the LESSER of the full face amount or \$250,000.
  - Amounts over the available maximum coverage amount will be fully underwritten.
  - In all cases, the external face amount being converted and the amount in force with the Ameritas Life Insurance Corp. and Ameritas Life Insurance Corp. of New York cannot exceed retention limits.



Term policies are **ineligible** for the program if any of the following criteria apply:

- The term policy is currently on disability or waiver.
- The term policy was issued under a simplified issue, guaranteed issue and/or group term program.
- The term policy is collaterally assigned.
- Term riders on permanent policies are ineligible for conversion.
- Policies with flat extra premiums or exclusion riders are not eligible for the program.
- Insureds living outside the United States and its territories are not eligible.
- This program is not available in New York.

NOTE: Term conversion vouchers or credits are not available for this program.

Your eligible clients may convert to:

- All single life permanent products issued by Ameritas Life Insurance Corp. except variable universal life and survivor universal life. Variable universal life products are excluded due to additional and stricter replacement rules which would greatly increase the complexity of the program. Conversions from individual term to survivor universal life are not permitted as there is a change in ownership.
- Preferred Plus risk class is the best class available for eligible products.
- The maximum aggregate face amount from all approved external term conversion cases per insured cannot exceed \$1 million.
- The insured's issue age must be between 18 to 65, inclusive.
- A signed sales illustration must accompany application.
- All applications submitted for this program are to be considered on a Cash On Delivery (COD) basis to avoid double coverage.
- Ownership and insured must be the same as the term policy.

## Permanent Single Life Products Portfolio

Product Name	Description
<b>Ameritas Value Plus Universal Life</b>	Ideal for clients looking for low-cost death benefit protection with the advantages of permanent life insurance.
<b>Ameritas Growth Index Universal Life</b>	Produces some of the top accumulation potential in the industry, especially when over funded. It also features a 10-year lookback guarantee of 4%, six index strategy choices and an index credit enhancement.
<b>Ameritas Value Plus Index Universal Life</b>	Optimized for affordable death benefit protection and provides a meaningful guarantee to age 90. It also features a 10-year lookback guarantee of 3% and six index strategy choices, including an uncapped index.
<b>Ameritas Access Whole Life</b>	Offers strong guaranteed cash values early in the policy, while also delivering higher current cash values over the long-term.
<b>Ameritas Growth Whole Life</b>	Focuses on long term cash value over a long period such as 20-30 years. It also features a 10-year funding option.
<b>Ameritas Value Plus Whole Life</b>	Ideal for clients looking for the lowest whole life premium for the dollar of death benefit. The level term rider can make premiums even more affordable. The focus on cash value is secondary.

## Exclusions

- Modified permanent life plans with term plan “features” are not available for conversion in this program, including Supplemental Coverage Rider, Accelerated Benefits Rider, One Year Term and Paid-up Life Insurance Rider (TPL), Level Term Riders, and the stand alone Paid up Additions Rider.
- Option C Death Benefit is not allowed.
- Only riders issued on the existing term policy, that are similar to an available Ameritas rider, will be available without additional underwriting

## How to convert

To take advantage of the External Term Conversion Program, you and your client must complete and submit the following:

- The original term policy or full duplicate policy.
- Absolute assignment of the term policy. Complete and submit Form UN 1266, Absolute Assignment and Term Cancellation.
- Signed and completed state-specific life application, including Health Questionnaire and Lifestyle Questionnaire pages.
- Signed sales illustration.
- Applicable state-specific replacement forms.

## Underwriting

When all necessary documentation is in place, your underwriter will order:

- Medical Information Bureau (MIB) screening.
- Prescription use check.
- Motor Vehicle Report (MVR).

**Don't miss this opportunity to provide your clients all the advantages of permanent life insurance protection. For more information, call your Ameritas sales development team at 800-319-6903.**

## Eligible carriers

AIG Life  
Allstate Life  
Aviva\*  
AXA Equitable Financial\*  
Banner Life  
Cincinnati Life  
Columbus Life  
CUNA Mutual  
Farmers New World Life  
First Penn (Pacific Life)  
Foresters Financial  
Genworth Life  
John Hancock Life\*  
Legal & General America  
Lincoln Financial Life\*  
Mass Mutual\*  
National Life of Vermont\*  
Nationwide\*  
New York Life\*  
Northwestern Mutual Life\*  
Ohio National  
Pacific Life  
Penn Mutual Life\*  
Primerica  
Principal\*  
Protective Life  
Sammons Financial Companies  
SBLI  
State Farm Life  
Transamerica  
USAA Life

\* Only policies issued Preferred or better from these carriers will be considered for this program.



Life insurance is issued by Ameritas Life Insurance Corp. in approved states. The External Term Conversion Program is not available in New York. This program may be discontinued, or product eligibility withdrawn at any time. The External Term Conversion Program, as with all Ameritas programs, prohibits Investor/Stranger Owned Life Insurance. This program is not a guaranteed issue program. Some underwriting applies.

State laws prohibit any form of 'company bashing.' Company bashing occurs if a producer (1) focuses primarily on the negative attributes of a competitor's financial condition or its products, or the integrity of its producers rather than on the positive attributes of Ameritas, its products and services, or (2) makes false, deceptive or malicious statements critical of, or derogatory to, the financial condition of any insurance company.

Replacing an existing life insurance policy with a new one may not always be in the policyowner's best interest. However, there may be circumstances when a replacement is in their best interest. Determining the appropriateness of the replacement should be made by the applicant, in conjunction with his/her tax, legal, and insurance advisor, after obtaining any and all information that he/she deems necessary.

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