



HIGHLIGHTER

Term Conversion Comparison

Company	Term Product	Period Conversion Available	Conversion Credit Availability	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 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.	None	N/A	Yes and Yes	Yes and Yes
	Term Elite®	Convertible to the first policy anniversary on or after the insured's 65th birthday or 5th policy anniversary, whichever is longer. Partial conversions are permitted.	For conversions during the first 5 policy years.	Generally equal to the term premiums due during the last 12 months for the amount being converted. Does not include premiums for extra risks or benefits other than waiver of premium.	Yes and Yes	Yes and allowed as an administrative practice, subject to change. SUL face amount may not exceed \$20 million, which may be reduced based on retention limits and other coverage in force.
AXA Equitable	BrightLife Term Series	Before the earlier of the level period or the policy anniversary nearest the insured's 70th birthday.	Total conversion period.	A non-commissionable conversion credit is available and guaranteed for the entire conversion period. In the first five policy years, the conversion credit generally equals 125% of the earned first year's annual premium on the term policy less the premiums for any optional benefits (features) and any temporary flat extra charges. After policy year 5, the conversion credit is 100%. A conversion credit is not available if premiums or charges for the new policy will be waived under the terms of a rider providing disability waiver benefits.	No NLG product currently offered.	No SUL NLG product currently offered.
Banner (Legal & General America)	OPTerm (10, 15, 20, 25, 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	Yes and Yes, for UL.	No SUL NLG product currently offered.

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1003344-00002-00 Ed. 08/2018 Exp. 02/10/2020



Prudential
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Brighthouse Financial	Guaranteed Level Term	For issue ages less than 65, the policy is convertible until the earlier of the end of the initial term period and the policy anniversary at the insured's attained age 70. For issue ages 65 and over, the policy is convertible for the first 5 policy years.	None	N/A	Yes NLG product currently offered.	No SUL NLG product currently offered.
Guardian Life	Level Term Gold	Base policy conversion period is 5 years. Extended Term Conversion Rider available at additional cost that extends the conversion to the level period.	Yes	<ul style="list-style-type: none"> • Year 1—actual premium paid. • Year 2 to 10—one year's premium. 	Yes and No	Yes and No
John Hancock	Term 10, 15, and 20	Conversion is available during the earlier of the end of the level term period or to the policy anniversary nearest to the insured's attained age 70. Conversion to any single life permanent plan is restricted to the first 4 years. Thereafter, conversion is available to a designated conversion product.	None	N/A	Yes and Yes	Yes and Yes
Lincoln	LifeElements 10, 15, 20, and 30 year Term	Conversion is available anytime during the level term period or prior to the insured's attained age 70, whichever is earlier. A Conversion Products Enhancement, available for additional cost, expands available products to all currently sold products for entire conversion period.	None	N/A	Yes and Yes	Yes and Yes
Nationwide	YourLife Guaranteed Level Term 10, 15, 20, and 30 year level periods	Conversion is available anytime during the level term period or prior to the insured's attained age 65, period or whichever is earlier. 10 year—First 10 years 15 year—First 15 years 20 year—First 20 years 30 year—First 20 years	None	N/A	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.

Company	Term Product	Period Conversion Available	Conversion Credit Availability	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)?
Northwestern Mutual	Term 10	First three policy years, but not past the policy anniversary nearest the insured's age 71.	None	N/A	Yes and No	No and No
	Level Term 10	First 10 policy years, but not past the policy anniversary nearest the insured's age 70.	None	N/A	Yes and No	No and No
	Level Term 20	First 10 policy years.	None	N/A	Yes and No	No and No
	Term 80	Through age 60 if the policy is issued between ages 18 and 45, for 15 years if issued between ages 46 and 55, and until age 70 if issued between ages 56 and 65.	None	N/A	Yes and No	No and No
	One-Year Term (NN)	No conversion feature.	None	N/A	Yes and No	No and No
Penn Mutual	Guaranteed Term 10-15-20	Conversion available prior to the end of the term or age 70.	None	N/A	Yes and Yes	Yes and Yes
Principal Life	10, 15, 20, and 30 Year Term (All term products are available for conversion)	Earlier of the end of level term premium period OR age 70.	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 Yes
	Protective Classic Choice Term 10, 15, 20, 25, and 30	Convertible to any individual permanent plan during years 2 to 5, and to either Protective ProClassic UL or Protective Non-Par Whole Life after year 5 (for 10 Year Term: Up to 8 years, for 15 Year Term: Up to 13 years, and for 20, 25, and 30 Year Terms: Up to 18 years).				
Transamerica (TIIG)	Trendsetter Super and LB Series 10, 15, 20, 25, and 30	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 for both UL and SUL, both TransACE and TransACE Survivor are no longer available. TransACE CV 2013 is available only for conversions but not for new sales.	Yes and Yes; however, after 5 years they do not allow conversion into TransACE Survivor UL.

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