Transition rules for new Term*Select*™ 10-, 20- and 30-year term insurance rates

New rates take effect on March 24, 2014.

All applications received up until and including April 25, 2014, will be issued as applied for (old or new rates), unless otherwise requested in writing by the distributor/advisor. This includes all applications currently pending underwriting approval, as well as issued policies pending delivery.

Effective Monday, April 28, 2014, all new applications received will be issued with new rates.

Important notes regarding change requests for Term*Select*™ policies or Term*Select* rider(s):

a) For all applications currently pending underwriting approval and issued policies pending delivery:

- If you are requesting to change the term (for example, from 10-year to 20-year), we will require a signed and dated written letter from the policyowner(s) or distributor/advisor. If the letter is not signed by the policyowner(s), an amendment will be required upon delivery.
- For universal life with T10, T20 or T30 riders, a new illustration using Life*View* 10.5, including the Supplement to the Insurance Application, signed by the policyowner(s), is required. If it is not signed by the policyowner(s), the policyowner(s) signature(s) will be required upon delivery.

b) For inforce policies:

Normal policy replacement rules apply. If a client wishes to replace the old product with the new product, proper disclosure statements will be required regardless of whether the request is made within the delivery date period. For universal life plans, full surrender charges will apply. Chargebacks on compensation will also apply.

There's more ...

We've increased compensation on T20 to 50%.

TRANSAMERICA®

Transition rules for new underwriting age and amount requirements

Our commitment to improved underwriting continues with the following changes. We have replaced Medical Exams with Paramedical and eliminated the use of ECG at certain ages and amounts.

All applications received by Transamerica on or after March 24, 2014 will be subject to new age and amount requirements.

Requirements already established on pending business as of March 24, 2014 will not be modified by Head Office. If requirements were ordered and are no longer required, you may contact the vendor and cancel. If a requirement that may no longer be necessary is received following approval of a proposed insured's coverage, the requirement will be reviewed by the Underwriter to ensure the appropriateness of the decision.

We recommend that you verify the requirements on webcappow on cases submitted to ensure that the appropriate requirements have been ordered.

If you have any questions about these transition rules, please contact your case coordinator.
For Quebec distributors, please email your requests to tarification@transamerica.ca

TRANSAMERICA®
Life Canada

AEGON® companies

™ TermSelect is a trademark of Transamerica Life Canada.
® Aegon and the Aegon logo are registered trademarks of Aegon N.V. Aegon Canada ULC and its affiliated companies are licensed to use such marks.
® Transamerica and the pyramid design are registered trademarks of Transamerica Corporation. Transamerica Life Canada is licensed to use such marks.