

Transition rules for:

- New TERMSelect 10- and 20-year term insurance rates
- TERMSelect 30 compensation increase

New rates and compensation will be effective *September 20, 2010.*

Until October 22, 2010, all new and pending applications will be issued as applied for (old or new rates and compensation), unless otherwise requested in writing from the distributor/advisor. This includes all applications currently pending underwriting approval as well as issued policies pending delivery.

Apply NOW!

If you are applying for new TERMSelect rates before September 20, 2010, we suggest that you submit a request in writing to Transamerica Life Canada or fill out the "Other plan details" section on the application. This will allow you to future-date the policy to September 20, 2010. If you apply for new rates after September 20, there is no need to future-date your applications, as new rates will automatically apply.

20. OTHER PLAN DETAILS

a) Special Policy Dates:
 Date to save age Name of Proposed Life Insured: _____
 Future Date: DD / MM / YYYY

b) Alternate (Optional) Policy: Plan: _____ Face Amount: \$ _____ Life 1 Life 2

c) Additional Policy: Plan: _____ Face Amount: \$ _____ Life 1 Life 2

Note: Policies that are future-dated and approved will not be issued until the week of September 20, 2010, or later.

- We recommend that clients who qualify should complete and sign the Temporary Insurance Agreement on the application when requesting to future-date the policy to September 20, 2010, for the new plan and rates.
- If a client does not qualify for the Temporary Insurance Agreement, we recommend applying for the current plan and rates and not requesting to future-date. This will ensure the client obtains coverage as soon as possible.
- For more information about the Temporary Insurance Agreement, please refer to the Life Insurance Application.

Important notes regarding change requests for TERMSelect policies or TERMSelect rider(s):

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

- If you are requesting to change the terms (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 it 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 LifeView 7.1, including the Supplement to the Life Application, signed by the policyowner(s), is required. If it is not signed by the policyowner(s), the policyowner's signature will be required upon delivery.
- Requests to hold pending business until September 20, 2010 may require new medical evidence for cases where the underwriting evidence is over six months old.

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. For universal life plans, full surrender charges will apply. Chargebacks on compensation will also apply.

New increased commissions apply

Commissions have increased from 45% to 50% on our stand-alone TERMSelect30 with SelectOPTIONS and on our TERMSelect30 rider.

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

