



# Equitable offers attractive term conversion provisions

## Have your clients become more financially secure?

The term conversion provision offers your clients the ability to convert their Equitable Financial or Equitable America term policies into new permanent cash value policies.<sup>1</sup>

Guaranteed term conversion credit offsets a portion of the initial modal premium. <sup>2</sup>	Conversion credits are available for the entire conversion period. <sup>3,4</sup>	Additional evidence of insurability is not required. <sup>5</sup>	Ability to select from our portfolio of permanent cash value products. <sup>6</sup>
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If the new policy does not have the same risk class as the term policy, the new policy will be issued on the closest comparable risk class as determined by Equitable.

## Term conversion is simple

Generally, the following documents are required:

- The New Term Conversion Application & Applicable Section B Product Questionnaire<sup>7</sup>
- The New Life Application & Term/Term Rider Conversion & Purchase Option Questionnaire (Section C)<sup>8</sup>
- New policy illustration or illustration certification
- Replacement paperwork (if required by issue state)

Product	Series	End of conversion period
Equitable Term 10/15/20	142	Earlier of the policy anniversary nearest insured's 75th birthday or the end of the level premium period.
Equitable Term 10/15/20 NY Gen'l Mkt <sup>9</sup>	142A	Later of the policy anniversary nearest insured's 60th birthday or the end of the level premium period.
Equitable Annual Renewable Term (ART)	142   142A	Policy anniversary nearest insured's 75th birthday.
Equitable Term 10/20/30	144	Earlier of the policy anniversary nearest insured's 75th birthday or the end of the level premium period.
Equitable Term 10/15/20 NY Gen'l Mkt <sup>9</sup>	144A	Later of the policy anniversary nearest insured's 60th birthday or the end of the level premium period, but not beyond the policy anniversary nearest insured's 75th birthday.
Equitable's Term 20	146   147	Earlier of the policy anniversary nearest insured's 70th birthday or 15 years.
Equitable's Term 30	146   147   149	Earlier of the policy anniversary nearest insured's 70th birthday or 20 years.
Equitable's ART	146   147   149 150   151X	Policy anniversary nearest insured's 70th birthday.
Equitable's Term 10/15/20	149   150   151X	Earlier of the policy anniversary nearest insured's 70th birthday or the end of the level premium period.
Equitable's TermOne <sup>®</sup>	149	One year from the register date of the policy. The conversion provision is not available on issue ages 80 and older. There is no conversion credit.
BrightLife <sup>®</sup> Term 10/15/20	151X   157	Earlier of the policy anniversary nearest insured's 70th birthday or the end of the level premium period.
BrightLife <sup>®</sup> ART	151X   157	Policy anniversary nearest insured's 70th birthday.
BrightLife <sup>®</sup> TermOne <sup>®</sup>	155B	One year from the register date of the policy. The conversion provision is not available on issue ages 80 and older. There is no conversion credit.
Term 10/15/20	160	Earlier of the policy anniversary nearest insured's 70th birthday or end of the level premium period.
ART	160	Policy anniversary nearest insured's 70th birthday.
TermOne <sup>®</sup>	160	One year from the register date of the policy. The conversion provision is not available on issue ages 80 and older. There is no conversion credit.

## For more information, please call the Life Insurance Sales Desk or visit [equitableLIFT.com/termseries](https://equitableLIFT.com/termseries).

- 1 Details of the conversion period are provided for the following series of term policies: 142, 142a, 144, 144a, 146, 147, 149, 150, 151X, 155B, 157 and 160. Please contact us for information on other term series.
  - 2 For Series 151X, 157 and 160 policies, the term conversion credit is noncommissionable and may be applied only to reduce the initial modal premium on the new permanent policy. The credit is not available if the premiums or charges for the new policy are being waived under the terms of a rider providing disability waiver benefits.
  - 3 For Equitable Term Series 151X, the conversion credit equals the first year's annual mode premium (excluding policy fee) on the term policy minus the premium for any optional benefit rider (features) and temporary flat extra charges. In addition, the amount of the credit may not exceed the actual premium paid during the first year of the term policy (if that amount is less than the full annual mode premium). If the policyowner converts less than the full face amount, the conversion credit is prorated based on the proportion that the face amount being converted bears to the face amount of the original contract.
  - 4 For BrightLife® Term Series 151X and Series 157 policies and Term Series 160 policies, the amount of the conversion credit will be an applicable percentage of the lesser of (1) the premium paid for the policy during the first policy year exclusive of temporary flat extra charges and premiums for optional benefits; (2) the amount of the first year's premium for the policy calculated on an annual modal basis (which reflects discounts, if applicable, shown on page 3) exclusive of temporary flat extra charges and premiums for optional benefits; and (3) the initial modal premium for the new policy. (Note: for conversions made to fixed premium products, it may be to your advantage to elect a less frequent premium payment mode initially on the new policy in order to ensure the maximum possible conversion credit is received.) The applicable percentage will be 125% in the first 5 years and 100% thereafter.
  - 5 New evidence of insurability is required if there is an increase in face amount, or if there is the addition of certain riders or benefits not on the term policy, or if there is a request for a reduction in rating. Premiums for the new policy will be based on the same risk class as the term policy.
  - 6 Clients with long-term insurance needs who purchased term insurance because of limited cash flow have the opportunity to convert to permanent policies when their financial situations improve. Choose from any policy that Equitable Financial or Equitable America offers at the time of conversion that can help meet your clients' objectives.
  - 7 For full and partial conversions that do not require underwriting (no face increases, rating changes or addition of new riders).
  - 8 For conversions or purchase options with face increase, rating change or addition of new riders, complete the state-appropriate new life application normally used for new business, the applicable Section B Product Questionnaire, and Section C Term/Term Rider Conversion & Purchase Option and Medical Information Questionnaires. Additional underwriting requirements may be necessary, depending on the type and nature of the transaction.
- The New York General Market is where the premium is being paid other than by the insured's employer. Life insurance products are issued in New York and Puerto Rico by Equitable Financial Life Insurance Company, NY, NY; and in all other jurisdictions by Equitable Financial Life Insurance Company of America, an Arizona stock corporation with its main administrative office in Jersey City, NJ. Distributed by Equitable Network, LLC (Equitable Network Insurance Agency of California, LLC in CA; Equitable Network Insurance Agency of Utah, LLC in UT; Equitable Network of Puerto Rico, Inc. in PR) and Equitable Distributors, LLC (NY, NY). When sold by New York state-based (i.e., domiciled) financial professionals, life insurance products are issued by Equitable Financial Life Insurance Company, 1290 Avenue of the Americas, New York, NY 10104.
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