

# Converting from term to permanent life?

See what conversion programs we offer for Term 10/15/20, ART and TermOne®

	<b>Term-to-Perm Conversion</b>	<b>Term-to-Perm Conversion with LTCSR<sup>2,3</sup></b>	<b>Term Conversion Plus<sup>2</sup></b>
<b>What does the program offer?</b>	Our term policies offer the flexibility to convert all or part of the term policy to any of our single or joint permanent life policies without underwriting requirements, such as labs or paramedical exams. <sup>1</sup>	This program allows clients to add the Long-Term Care Services <sup>SM</sup> Rider (LTCSR) with limited underwriting requirements (no routine labs or paramedical exams) when converting to an Equitable Financial or Equitable America single life permanent policy. <sup>4</sup>	Available for a limited time, this program allows clients to use a simple, streamlined LTCSR questionnaire, with no routine labs or paramedical exams, to add the LTCSR to one of our single life permanent policies when converting from an Equitable term policy.
<b>When is it available to clients?<sup>5</sup></b>	<ul style="list-style-type: none"> <li>Term 10/15/20 — to the earlier of age 70 or the end of the level term period.</li> <li>ART — up to age 70.</li> </ul> <p><b>For applications signed on or after May 2, 2022:</b></p> <ul style="list-style-type: none"> <li>Term 10/15/20 — to the earlier of age 70 or 5, 7, 10 years, respectively.</li> <li>ART — to the earlier of age 70 or 5 years.</li> <li>TermOne® — up to the term expiration date for policies with issue age 79 or less. For issue age 80 or greater, there is no conversion available.</li> </ul>	<p>Based on the insured's attained age, policies must convert within a specific number of years from register (or issue date for backdated policies):</p> <ul style="list-style-type: none"> <li>Within 5 years — up to and including attained age 55.</li> <li>Within 4 years — attained age 56.</li> <li>Within 3 years — attained age 57.</li> <li>Within 2 years — attained age 58.</li> <li>Within 1 year — attained age 59 or older.</li> </ul>	<ul style="list-style-type: none"> <li>Eligible term policies must have register dates between <b>September 15, 2017 and December 31, 2018</b>.</li> <li>Term conversion must occur after the first, but before the fifth, policy register date anniversary.</li> </ul>
<b>What are the underwriting requirements?</b>	<ul style="list-style-type: none"> <li>In most cases, no evidence of insurability is required. Exceptions include requests to increase coverage, improve the rate classification or add certain riders that were not issued on the original term policy.</li> <li>If client is not eligible for Term-to-Perm Conversion with LTCSR or Term Conversion Plus, requests to include the LTCSR will be subject to current LTCSR eligibility and full underwriting requirements.</li> </ul>	<ul style="list-style-type: none"> <li>Ratings must be Standard or better.</li> <li>Client must be at least 20 years of age at time of conversion.</li> <li>An internal MIB search, pharmaceutical database check and motor vehicle report (MVR) will be secured.</li> <li>LTCSR is not available in certain situations; please visit <a href="http://equitableLIFT.com/ltc">equitableLIFT.com/ltc</a> for more information.</li> </ul> <p><i>Note: Equitable Financial and its affiliates reserve the right to order any requirements it deems necessary to make the offer available.</i></p>	<ul style="list-style-type: none"> <li>Ratings must be Standard Plus or better.</li> <li>Client must be 20-60 years of age at time of conversion.</li> <li>Conversion is subject to insured's ability to perform activities of daily living (ADLs), no indication of cognitive impairment and no prior declination for long-term care coverage.</li> <li>An internal MIB search, pharmaceutical database check and motor vehicle report (MVR) will be secured.</li> </ul> <p><i>Note: Equitable and its affiliates reserve the right to order any requirements it deems necessary to make the offer available.</i></p>
<b>How much coverage can a client get?</b>	<ul style="list-style-type: none"> <li>The face amount can be equal to or lower than that of the term policy, subject to the minimum face amount requirements for each product.</li> <li>The maximum face amount is subject to the retention limits and guidelines of Equitable Financial and its affiliates.</li> </ul>	<ul style="list-style-type: none"> <li>Up to attained age 58, only \$3,000,000 or less can be converted.</li> <li>At or after attained age 59, the full face amount can be converted. For contracts with death benefits larger than \$3,000,000, the LTCSR amount will be capped.</li> </ul>	<ul style="list-style-type: none"> <li>Maximum face amount which may be converted under this campaign is \$3,000,000.</li> </ul>

## Term-to-Perm Conversion

### What forms or documents are required?

- Term Conversion application, AXA-TCOINV-2011 or state variation.
  - Product Questionnaire (Section B), which varies by type of product and state.
- If underwriting is required:**
- Term Rider Conversion and Purchase Option Questionnaire (Section C), AXA-TCPO-2011 or the state variation.
  - Medical Information Questionnaire (Section C) AXA-Med-2011 or state variation.

### How is it submitted?

- eApp or paper application.

## Term-to-Perm Conversion with LTC<sup>SR</sup><sup>2,3</sup>

- New business application (Section A & D) AXA-Life-2011 (rev. 11/11) or state variation.
- Product Questionnaire (Section B), which varies by type of product and state.
- Term Rider Conversion and Purchase Option Questionnaire (Section C), AXA-TCPO-2011 or the state variation.
- Accelerated DB for LTC<sup>SR</sup> Questionnaire Section C), (AXA-LTC-2012 or the appropriate state variation) and any applicable state requirements.
- Medical Information Questionnaire (Section C) AXA-Med-2011 or state variation.
- HIPAA authorization form.

- eApp or paper application.

## Term Conversion Plus<sup>2</sup>

- New business application (Section A & D) AXA-Life-2011 (rev. 11/11) or state variation.
- Product Questionnaire (Section B) which varies by type of product and state.
- Term Rider Conversion and Purchase Option Questionnaire (Section C), AXA-TCPO-2011 or the state variation.
- Streamlined LTC<sup>SR</sup> Questionnaire (AXA-LTC-2012 or the appropriate state variation) and any applicable state requirements.
- HIPAA authorization form.

- Paper application.

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

- 1 The term policy face amount after a partial term conversion must meet the minimum face amount requirement. Equitable may change its conversion rules regarding plan, age and class of risk at any time. Additional rules may apply if the policy is converted while on an active Disability Premium Waiver claim.
- 2 This program is not a contractual right. Equitable will periodically review results and may discontinue the program at any time.
- 3 In California, this rider is called the Comprehensive Long-Term Care Rider. In Florida, this rider is called the Long-Term Care Insurance Rider.
- 4 LTC<sup>SR</sup> is not available with Corporate Owned IncentiveLife<sup>®</sup> (COIL) or Interest Sensitive Whole Life<sup>SM</sup> (ISWL).
- 5 The Term-to-Perm Conversion information provided is for the currently sold term series. For older products, refer to the specific policy, product guide or the marketing material titled "Equitable offers attractive term conversion products" for further detail.

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