



EQUITABLE

# Term Series 160 Product Guide

**New Business Accepted:  
September 23, 2019**

**Term 10**

**Term 15**

**Term 20**

**Annual Renewable Term (ART)**

**TermOne<sup>®</sup>**

# Term Series 160

## Product Guide

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## Introducing Term Series 160

Term Series 160 is the next generation to the Equitable Financial term portfolio offering a full range of term products designed to meet the specific needs of our clients. The Equitable Financial term life insurance portfolio includes:

- Term 10
- Term 15
- Term 20
- Annual Renewable Term (ART)
- TermOne®

Level term products (Term 10, Term 15 & Term 20), ART and TermOne® will be issued by Equitable Financial Life Insurance Company (Equitable Financial) in all jurisdictions. TermOne® is also issued by Equitable Financial Life Insurance Company of America (Equitable America) in all jurisdictions except New York and Puerto Rico.

Term Series 160 replaces BrightLife® Term Series 157 as well as TermOne® Series 155B.

Term Series 160 will be sold in non-qualified and qualified markets, except 412(e) plans.

### Highlights | Term Series 160

- **ART offers a 10% discount** for the annual mode initial premium only in all jurisdictions.
- Certain **Qualified Plans** are available for use in all Term Series 160 products, including TermOne®.
- **The High Profile (Levelized) Commissions** process will only apply to policies owned by a team that insures an athlete on a Term 10 or ART policy.
- **Term Series 160 is compliant with the 2017 CSO Tables.** As mandated by the National Association of Insurance Commissioners (NAIC), the sale of existing 2001 CSO compliant products will cease at the end of 2019.

# At-a-Glance | Term Series 160

Feature	Details										
<b>Product Names</b>	<table border="1" style="width: 100%;"> <thead> <tr> <th style="background-color: #e0e0e0;">Marketing Name</th> <th style="background-color: #e0e0e0;">Legal Name</th> </tr> </thead> <tbody> <tr> <td>Term 10</td> <td rowspan="3">Renewable Term Plan*</td> </tr> <tr> <td>Term 15</td> </tr> <tr> <td>Term 20</td> </tr> <tr> <td>Annual Renewable Term (ART)</td> <td>Yearly Renewable Term<sup>†</sup></td> </tr> <tr> <td>TermOne<sup>®</sup></td> <td>One-Year Term Insurance</td> </tr> </tbody> </table> <p>* Term to 95 Plan in Florida. Also referred to as "Level Term" collectively.  <sup>†</sup> Yearly Term to 95 Plan in Florida</p>	Marketing Name	Legal Name	Term 10	Renewable Term Plan*	Term 15	Term 20	Annual Renewable Term (ART)	Yearly Renewable Term <sup>†</sup>	TermOne <sup>®</sup>	One-Year Term Insurance
Marketing Name	Legal Name										
Term 10	Renewable Term Plan*										
Term 15											
Term 20											
Annual Renewable Term (ART)	Yearly Renewable Term <sup>†</sup>										
TermOne <sup>®</sup>	One-Year Term Insurance										
<b>Descriptions</b>	<p><b>Term 10, Term 15 &amp; Term 20 (Level Term)</b>            Non-participating, level premium term products with premiums that are guaranteed level for the entire 10, 15- or 20-year level premium period, respectively. After the guaranteed level premium period expires, premiums increase annually. All premiums are guaranteed.</p> <p><b>Annual Renewable Term (ART)</b>            Non-participating, annually renewable term product with two sets of premiums – a set of current premiums and a set of guaranteed maximum premiums. Premiums increase each year after the third policy year and are based on the insured's attained age; however, they will never exceed the guaranteed maximum premiums shown in the policy.</p> <p><b>TermOne<sup>®</sup></b>            Non-participating, fully underwritten, one-year term product, with an annual modal premium. Coverage expires at the end of one year and is non-renewable.</p>										
<b>Gender</b>	<p>Male, Female, and Unisex. Unisex is required in Montana and for cases subject to ERISA (Qualified Plans).</p> <p>We use 80/20 Male/Female blend for unisex rates.</p>										
<b>Qualified Plans</b>	<p>Term Series 160 products are available for sale in qualified pension, profit-sharing and other ERISA plans. They will not be used with 412(e) plans.</p>										
<b>Minimum Face Amounts</b>	<table border="1" style="width: 100%;"> <thead> <tr> <th style="background-color: #e0e0e0;">Product</th> <th style="background-color: #e0e0e0;">Minimum Face Amount</th> </tr> </thead> <tbody> <tr> <td>Term 10</td> <td rowspan="3" style="text-align: center;">\$1,000,000</td> </tr> <tr> <td>Term 15</td> </tr> <tr> <td>Term 20</td> </tr> <tr> <td>Annual Renewable Term (ART)</td> <td rowspan="2" style="text-align: center;">\$ 25,000</td> </tr> <tr> <td>TermOne<sup>®</sup></td> </tr> </tbody> </table> <p>Face amount changes are not permitted</p>	Product	Minimum Face Amount	Term 10	\$1,000,000	Term 15	Term 20	Annual Renewable Term (ART)	\$ 25,000	TermOne <sup>®</sup>	
Product	Minimum Face Amount										
Term 10	\$1,000,000										
Term 15											
Term 20											
Annual Renewable Term (ART)	\$ 25,000										
TermOne <sup>®</sup>											
<b>Maximum Face Amounts</b>	<p><b>Level Term and ART</b>            Subject to availability of reinsurance and the company's retention limits.</p> <p><b>TermOne<sup>®</sup></b></p> <table border="1" style="width: 100%;"> <thead> <tr> <th style="background-color: #e0e0e0;">Issue Age</th> <th style="background-color: #e0e0e0;">Maximum Face Amount</th> </tr> </thead> <tbody> <tr> <td>20 – 69</td> <td style="text-align: center;">\$1,000,000</td> </tr> <tr> <td>70 – 79</td> <td style="text-align: center;">\$ 500,000</td> </tr> <tr> <td>80 – 99</td> <td style="text-align: center;">\$ 250,000</td> </tr> </tbody> </table> <p>The maximum amount available for TermOne<sup>®</sup> is reduced by any other Equitable Financial and affiliates policies in force.</p>	Issue Age	Maximum Face Amount	20 – 69	\$1,000,000	70 – 79	\$ 500,000	80 – 99	\$ 250,000		
Issue Age	Maximum Face Amount										
20 – 69	\$1,000,000										
70 – 79	\$ 500,000										
80 – 99	\$ 250,000										

Feature	Details												
<b>Underwriting Classes</b>	<p><b>Level Term &amp; ART</b></p> <table border="0"> <tr> <td>Preferred Elite (Non-Tobacco User only)</td> <td>Preferred (Tobacco User)</td> </tr> <tr> <td>Preferred (Non-Tobacco User)</td> <td>Standard (Tobacco User)</td> </tr> <tr> <td>Standard Plus (Non-Tobacco User only)</td> <td>Substandard classes B, C and D*</td> </tr> <tr> <td>Standard (Non-Tobacco User)</td> <td></td> </tr> </table> <p>The Preferred, Standard and Substandard B, C and D classes vary by gender and tobacco-user status. The Preferred Elite &amp; Standard Plus classes vary by gender.</p> <p>*There is no Equitable Financial retention for substandard business at issue ages 75 and over. Facultative reinsurance shopping may be available at these ages/ratings subject to underwriting review.</p> <p><b>TermOne®</b></p> <p>Standard only, with no difference in tobacco use rates.</p> <p>Note: Tobacco use is noted on TermOne® policies for future use by underwriting if the conversion privilege is exercised</p>	Preferred Elite (Non-Tobacco User only)	Preferred (Tobacco User)	Preferred (Non-Tobacco User)	Standard (Tobacco User)	Standard Plus (Non-Tobacco User only)	Substandard classes B, C and D*	Standard (Non-Tobacco User)					
Preferred Elite (Non-Tobacco User only)	Preferred (Tobacco User)												
Preferred (Non-Tobacco User)	Standard (Tobacco User)												
Standard Plus (Non-Tobacco User only)	Substandard classes B, C and D*												
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<b>Issue Ages</b>	<table border="1"> <thead> <tr> <th>Product</th> <th>Issue Age</th> </tr> </thead> <tbody> <tr> <td>Term 10</td> <td>18 – 75</td> </tr> <tr> <td>Term 15</td> <td>18 – 70</td> </tr> <tr> <td>Term 20</td> <td>18 – 65</td> </tr> <tr> <td>Annual Renewable Term (ART)</td> <td>18 – 70</td> </tr> <tr> <td>TermOne®</td> <td>20 – 99</td> </tr> </tbody> </table> <p>Age is calculated based on age nearest birthday</p>	Product	Issue Age	Term 10	18 – 75	Term 15	18 – 70	Term 20	18 – 65	Annual Renewable Term (ART)	18 – 70	TermOne®	20 – 99
Product	Issue Age												
Term 10	18 – 75												
Term 15	18 – 70												
Term 20	18 – 65												
Annual Renewable Term (ART)	18 – 70												
TermOne®	20 – 99												
<b>Last Renewal Ages</b>	<p><b>Level Term &amp; ART</b></p> <p>94 with coverage to 95</p> <p><b>TermOne®</b></p> <p>Does not renew</p>												
<b>Rate Bands</b>	<p><b>Level Term &amp; ART</b></p> <table border="0"> <tr> <td>\$100,000 – 499,999</td> <td>\$1,000,000 – 1,999,999</td> </tr> <tr> <td>\$500,000 – 999,999</td> <td>\$2,000,000 +</td> </tr> </table> <p><b>TermOne®</b></p> <p>\$25,000 +</p>	\$100,000 – 499,999	\$1,000,000 – 1,999,999	\$500,000 – 999,999	\$2,000,000 +								
\$100,000 – 499,999	\$1,000,000 – 1,999,999												
\$500,000 – 999,999	\$2,000,000 +												
<b>Premiums</b>	<p><b>Level Term</b></p> <p>Fixed premium product. Premiums are guaranteed level for the entire 10, 15- or 20- year term. Regularly scheduled premiums are required to keep the policy in force.</p> <p><b>ART</b></p> <p>Indeterminate premium product. Premiums are guaranteed level for years 1 - 3. Regularly scheduled premiums are required to keep the policy in force.</p> <p>ART features a 10% discount for the annual mode initial premium only.</p>												

Feature	Details																					
<b>Premium Payment Modes</b>	<p><b>TermOne®</b></p> <p>One-year term product, with an annual modal premium. Coverage expires at the end of one year and is non-renewable</p> <hr/> <p><b>Level Term and ART</b></p> <ul style="list-style-type: none"> <li>▪ Annual (direct bill or salary allotment)</li> <li>▪ Semi-Annual (direct bill or salary allotment)</li> <li>▪ Quarterly (direct bill, military allotment, or salary allotment)</li> <li>▪ Monthly (systematic bank draft, military or salary allotment, no direct bill offered)</li> </ul>																					
<b>Premium Modal Factors &amp; Policy Fees</b>	<p><b>TermOne®</b></p> <p>Annual only</p> <hr/> <p><b>Level Term &amp; ART</b></p> <table border="1" data-bbox="459 758 1294 1073"> <thead> <tr> <th>Mode</th> <th>Modal Factor*</th> <th>Policy Fee**</th> </tr> </thead> <tbody> <tr> <td>Annual</td> <td>1.0000</td> <td>\$75</td> </tr> <tr> <td>Semi-annual</td> <td>.5090</td> <td>\$39</td> </tr> <tr> <td>Quarterly</td> <td>.2565</td> <td>\$23</td> </tr> <tr> <td>Systematic Monthly</td> <td>.0855</td> <td>\$ 9</td> </tr> <tr> <td>Salary Allotment/Pension Trust</td> <td>.0855</td> <td>\$ 9</td> </tr> <tr> <td>Military Allotment Monthly</td> <td>.0855</td> <td>\$ 9</td> </tr> </tbody> </table> <p>*Modal factors are used to convert an annual premium to a payment frequency other than annual (i.e., semi-annual, quarterly or special monthly)</p> <p>**The policy fees are non-commissionable, payable with each premium payment and do not vary by face amount</p>	Mode	Modal Factor*	Policy Fee**	Annual	1.0000	\$75	Semi-annual	.5090	\$39	Quarterly	.2565	\$23	Systematic Monthly	.0855	\$ 9	Salary Allotment/Pension Trust	.0855	\$ 9	Military Allotment Monthly	.0855	\$ 9
Mode	Modal Factor*	Policy Fee**																				
Annual	1.0000	\$75																				
Semi-annual	.5090	\$39																				
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Systematic Monthly	.0855	\$ 9																				
Salary Allotment/Pension Trust	.0855	\$ 9																				
Military Allotment Monthly	.0855	\$ 9																				
<b>10% ART Initial Premium in Annual Mode Discount</b>	<p><b>TermOne®</b></p> <p>Annual mode only. There are no policy fees with TermOne®</p> <hr/> <p>ART policy owners who elect the annual premium mode for the first policy year will receive a 10% discount on that premium. The discount only applies to the policy premium, it does not apply to the policy fee, the premium for any riders, or for any charges for substandard ratings or flat extra charges.</p> <p>The discount applies in all jurisdictions.</p> <p>The discount is not available for policies replacing an existing Equitable Financial or affiliated company policy.</p>																					
<b>Term Conversion Periods</b>	<p><b>Level Term &amp; ART</b></p> <p>Convertible before the earlier of the policy anniversary nearest the insured's attained age 70 or the first 5, 7, and 10 policy years respectively.</p> <p><b>TermOne®</b></p> <p>For policies for an insured with an issue age of 79 or younger, the conversion period ends on the policy expiration date.</p> <p>For policies for an insured with an issue age of 80+, there is no conversion privilege.</p>																					

Feature	Details
<b>Term Conversion Privilege</b>	<p>We will allow conversion, until the end of the conversion period, to any permanent plan of insurance we choose to make available on the date of the conversion.</p> <p>Premiums for the new policy will be based on the insured's attained insurance age at the time of conversion and the closest comparable risk class as determined by Equitable Financial.</p> <p>Note that conversion to a permanent plan is subject to Equitable Financial or affiliates rules then in effect as to plan, age and class of risk. The premiums for the new policy will be based on the closest comparable risk class.</p> <p>After the 5<sup>th</sup> policy anniversary, we may limit the permanent products available for conversion for the balance of the conversion period.</p>
<b>Term Conversion Credit</b>	<p><b>Level Term &amp; ART</b></p> <p>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%.</p> <p>Note: 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.</p> <p><b>TermOne®</b></p> <p>Term conversion credits are not available with TermOne®.</p>
<b>Partial Term Conversion</b>	<p><b>Level Term &amp; ART</b></p> <p>Partial term conversions are allowed. The term policy face amount after the partial conversion must be at least \$500,000. The conversion credit is adjusted.</p> <p><b>TermOne®</b></p> <p>Partial term conversions are not available with TermOne®.</p>
<b>Conversion During Disability Attained Age 65</b>	<p><b>Level Term &amp; ART</b></p> <p>The term policy may be converted if the policy contains the Disability Premium Waiver rider and the insured is disabled as defined in the rider. However, if the request to convert is made after the policy anniversary nearest the insured's 65th birthday, the new policy will not be permitted to contain a rider providing disability waiver benefits. Furthermore, the conversion credit will not apply if premiums or charges for the new policy are to be waived under the terms of a rider providing disability waiver benefits.</p> <p>The written request for conversion of the term policy must be made on or before the final conversion date shown on the policy page 3.</p> <p>Conversion is not automatic at age 65. If premiums have been waived for at least the five preceding years under the terms of the DPW rider and disability began before the policy anniversary nearest the insured's age 60, we will continue to waive premiums on the term contract until the final term expiry date shown on the policy page 3.</p> <p><b>TermOne®</b></p> <p>Not applicable</p>



Feature	Details												
<b>Re-Entry Provisions</b>	<p>There is no re-entry provision for Term Series 160 products. After the initial premium guarantee period expires, reapplication for another level premium guarantee period is not allowed.</p> <p>However, your client can reapply for a new policy at the end of the level premium guarantee period or keep the term policy in force and pay the ultimate renewal premiums.</p> <p>A new policy is subject to full new business underwriting.</p> <p>You will receive first year compensation if your client purchases a new policy at the end of the level term period.</p>												
<b>Face Amount Changes</b>	<p>Face Amount increases are not permitted.</p>												
<b>Policy Form Numbers</b>	<table border="1"> <thead> <tr> <th data-bbox="459 730 865 762">Product</th> <th data-bbox="873 730 1385 762">Policy Form #</th> </tr> </thead> <tbody> <tr> <td data-bbox="459 772 865 804">Term 10</td> <td data-bbox="873 772 1385 804"></td> </tr> <tr> <td data-bbox="459 814 865 846">Term 15</td> <td data-bbox="873 814 1385 846">ICC14-156-LT, 156-LT, or state variations</td> </tr> <tr> <td data-bbox="459 856 865 888">Term 20</td> <td data-bbox="873 856 1385 888"></td> </tr> <tr> <td data-bbox="459 898 865 930">Annual Renewable Term (ART)</td> <td data-bbox="873 898 1385 930">ICC14-156-54, 156-54, or state variations</td> </tr> <tr> <td data-bbox="459 940 865 972">TermOne®</td> <td data-bbox="873 940 1385 972">ICC07-148-51, 148-51, or state variations</td> </tr> </tbody> </table> <p>The <a href="#">state availability chart</a> for Term Series 160 is available at <a href="http://equitable.com">equitable.com</a>  Products → Term Series 160 → Product Materials</p>	Product	Policy Form #	Term 10		Term 15	ICC14-156-LT, 156-LT, or state variations	Term 20		Annual Renewable Term (ART)	ICC14-156-54, 156-54, or state variations	TermOne®	ICC07-148-51, 148-51, or state variations
Product	Policy Form #												
Term 10													
Term 15	ICC14-156-LT, 156-LT, or state variations												
Term 20													
Annual Renewable Term (ART)	ICC14-156-54, 156-54, or state variations												
TermOne®	ICC07-148-51, 148-51, or state variations												
<b>Requests to Save Age</b>	<p><b>Level Term and ART</b></p> <p>These products allow backdating. There are no changes to register dating rules for these products. Refer to the Life New Business Operations Register Date Guidelines document for details.</p> <p><b>TermOne®</b></p> <p>Backdating to save issue age is not allowed.</p>												
<b>Free-Look Provision</b>	<p>The policy may be cancelled under the “Right to Examine” provision. If the policy is cancelled, we will refund all premiums paid.</p>												
<b>Loans &amp; Partial Withdrawals</b>	<p>These products have no cash value. Loans and Partial Withdrawals are unavailable.</p>												
<b>Cash Surrender Value</b>	<p>These products have no cash surrender value. If a request to terminate the policy is received from the owner in good order, coverage will be terminated. Any unearned premium will be refunded, and any compensation paid on the unearned premium will be recovered.</p>												
<b>Ratings Reductions</b>	<p><b>Level Term and ART</b></p> <p>The policy owner may request a reduction in rating, subject to our rules at the time of the request.</p> <p><b>TermOne®</b></p> <p>There is only one underwriting class available.</p>												

Feature	Details
<b>Riders</b>	<p><b>Level Term and ART</b></p> <p>Children’s Term Insurance Rider (CTIR) - Optional  Disability Premium Waiver Rider (DPW) - Optional  Living Benefits Rider (LBR) – Automatically included at no charge</p> <p><b>TermOne®</b></p> <p>No riders are available.</p>
<b>Rider Additions</b>	<p><b>Level Term and ART</b></p> <p>The Children’s Term Insurance Rider can be added after issue, unless the policy contains the Disability Premium Waiver rider or is in a qualified plan.</p> <p>If declined by the owner at issue, the Living Benefits Rider (LBR) can be added later, subject to underwriting.</p> <p><b>TermOne®</b></p> <p>No riders are available</p>
<b>Rider Terminations</b>	<p><b>Level Term and ART</b></p> <p>Rider terminations may be requested after issue, subject to the terms of each rider.</p> <p><b>TermOne®</b></p> <p>No riders are available</p>

## Death Benefit | Term Series 160

Term Series 160 contracts provide a death benefit if the insured dies while the policy is in effect.

- The insurance benefit payable at death equals the policy’s face amount, plus any adjustment for unearned premiums or minus any deduction for any premium due and minus any Living Benefit Rider (LBR) lien.
- Interest (if any) is added to the death proceeds in accordance with Interstate Compact standards or applicable state law. The interest, if required, is computed at a rate Equitable Financial determines, but not less than the rate required by Interstate Compact standards or any applicable state law.

Equitable Financial has the right to contest the policy as indicated in the policy. In addition, the suicide exclusion may apply, or if the age or gender of the insured has been misstated, Equitable Financial may adjust the death benefit accordingly as stated in the policy form – “If the Insured Person’s age or sex has been misstated, any benefits will be those that the premium paid would have purchased at the correct age or sex.”

All Term Series 160 products provide a level death benefit where coverage terminates at age 95.

## Riders | Term Series 160

The Term Series 160 products offer the following riders.

### Level Term & ART

- Children's Term Insurance Rider (CTIR)
- Disability Premium Waiver Rider (DPW)
- Living Benefits Rider (LBR) [Accelerated Death Benefit for Terminal Illness]

### TermOne®

- No riders are available

### Riders At-A-Glance

RIDERS AT-A-GLANCE TERM SERIES 160				
RIDERS*	ISSUE AGES	COVERAGE PERIOD	MINIMUM	MAXIMUM
<b>CTIR</b> Children's Term Insurance Rider	Insured: 18 - 55 Children: 0 - 17**	15 days old to the earlier of the child's 25 <sup>th</sup> birthday or the day before the policy anniversary nearest the base Insured's 65 <sup>th</sup> birthday	2 units (\$2,000)	Lesser of 25 units (50 in NY), and 1 unit per \$5,000 of base policy face amount
<b>DPW</b> Disability Premium Waiver Rider	18 - 59	To the policy anniversary nearest the 65 <sup>th</sup> birthday	Base policy face amount	\$3,000,000
<b>LBR</b> Living Benefits Rider	All	Until the policy terminates or when the amount of the lien equals the total death benefit.	\$5,000	75% of the policy's death benefit, or \$500,000 if less

\* The riders listed are not available with TermOne®. Rider availability varies by jurisdiction and state variations apply.

\*\* Based on child's actual age (age at last birthday).

## Children's Term Insurance Rider (CTIR)

The CTIR provides insurance protection on the lives of the insured's children, stepchildren, and legally adopted children. Coverage begins when the child is 15 days old. Equitable Financial reserves the right to request medical evidence on the child or any other evidence we deem necessary. If a child does not qualify for coverage, an exclusion rider for that child will be issued. The rider is available in whole units of \$1,000. The minimum coverage is two units and the maximum is 25 units per child for all Equitable Financial (and/or any affiliated company) policies combined (50 units in NY), but not more than one unit per \$5,000 of base coverage on the insured at issue is allowed. The maximum coverage is \$25,000 (\$50,000 in NY).

### Availability - CTIR

- Provides term insurance protection on the lives of the insured's children, provided the insured under the base policy is between the ages of 18 and 55. Coverage begins when the child is 15 days old.
- The base policy insured must not be assessed a rating higher than the equivalent of class D or a flat extra that exceeds \$15.00 per thousand.
- Living children, stepchildren, and legally adopted children of the insured, who have not reached their 18<sup>th</sup> birthday on the date of the application and named therein, are eligible for coverage at issue.
- Automatic coverage is provided for any child born, or legally adopted if under age 18, after the date of the application.
- The rider cannot be added after issue if the policy has a Disability Premium Waiver rider.
- Not available with TermOne®

### Features - CTIR

- For eligible children covered by the CTIR, the initial evidence of insurability is contained in the application for the benefit. A medical need not be submitted unless requested by the underwriter. However, Equitable Financial reserves the right to request medical evidence on the child or any other evidence we deem necessary. If a child does not qualify for coverage, an exclusion rider for that child will be issued.
- Coverage provided for a child under CTIR is convertible to a new permanent policy on the life of the child if the base policy is not in default. This may be done on the day following the earliest of the following: (a) the child's 25<sup>th</sup> birthday or (b) the day before the policy anniversary nearest the insured's 65<sup>th</sup> birthday.
- Before a covered child reaches age 25, a notice of termination of coverage for that child will be sent to the policy owner.

- When converting CTIR evidence of insurability is not required, except that the tobacco-use question must be answered on the new business application. Evidence of insurability is required for any additional riders requested under the new policy.
- If the term policy's basic insured should die while the rider is in effect, Equitable Financial will issue a paid-up term insurance policy on the life of each surviving child then insured under the rider. This paid-up term insurance will provide the same death benefit as the rider until the surviving child's 25<sup>th</sup> birthday when the coverage terminates.

### **Cost - CTIR**

The annual cost is a flat \$5.25 per unit (\$1,000 of term coverage) regardless of the number of children covered. If DPW is included on the base policy, it is automatically extended to the rider. The DPW premium for this is \$0.10 per unit. The rider premium is included in the total scheduled modal premium and is payable until the policy anniversary nearest the base insured's 65<sup>th</sup> birthday. Equitable Financial continues to charge a premium for the rider until its termination date unless the policy owner requests us in writing to terminate the rider.

### **Termination - CTIR**

A child's coverage ends on the child's 25th birthday. The rider remains in effect until the policy anniversary nearest the base insured's 65th birthday. The policy owner needs to write to us to have us discontinue the rider sooner if they no longer have any children eligible to be covered under the rider. A footnote appears on the annual billing notice to this effect. The rider also terminates if the policy terminates at the end of the grace period. If the policy is reinstated prior to the automatic cessation date of the rider, CTIR will be reinstated.

### **Compensation - CTIR**

The CTIR is compensated at the same commission rate (first year) as the basic premium.

## Disability Premium Waiver (DPW)

The DPW rider waives the scheduled premium due when Equitable Financial receives proof that total disability of the insured has existed continuously for at least 6 months.

### Availability - DPW

- Issue Ages are 18–59.
- The proposed insured must not be assessed a rating higher than the equivalent of class D or a flat extra that equals or exceeds \$10.00 per thousand.
- The maximum amount of coverage under DPW is \$3,000,000 for all Equitable Financial (and/or any affiliated company) policies in force and applied for.
- Not available with TermOne®

### Features - DPW

While the policy is on waiver:

- Scheduled premiums are waived for as long as total disability continues if it begins before the policy anniversary nearest the insured's 60<sup>th</sup> birthday. If total disability begins on or after this date (age 60), the premiums are waived to the earlier of the policy anniversary nearest the Insured's age 65 or termination of disability.
- Insurance under the policy and benefits under other riders continue according to their terms.
- Equitable Financial will not require proof of disability after the insured's attained age 65 if the premiums had been waived for the five preceding years.
- The policy may be converted while the policy is on waiver if the insured is then totally disabled as defined in the rider. However, Equitable Financial reserves the right to limit and change the products they make available for conversion at any time.
- The written request for conversion of the term policy must be made on or before the Final Conversion Date shown on the policy Page 3.
- If the request to convert is made after the policy anniversary nearest the insured's 65<sup>th</sup> birthday, the new policy will not be permitted to contain a rider providing disability waiver benefits.
- The conversion credit will not apply if premiums or charges for the new policy are to be waived under the terms of a rider providing disability waiver benefits.

## **Premium Structure - DPW**

### **Level Term**

DPW rider rates for Term 10, Term 15 and Term 20 are guaranteed. They are level for the 10, 15, or 20-year level premium period respectively or to the policy anniversary nearest the insured's age 65 (when rider terminates) and then increase each year thereafter. They are based on the insured's issue age and the rates do not vary by face amount or underwriting class.

### **ART**

The DPW rider rates for Annual Renewable Term (ART) increase on an attained age basis, do not vary by face amount or underwriting class, and are unisex. The rates are not banded.

### **Substandard Ratings**

The DPW rider may be allowed in some instances at a multiple of the standard premium to policies rated for occupation or avocation and to policies classified substandard for physical impairments. Substandard DPW ratings are sometimes required on policies otherwise issued at standard rates. The charge for an insured rated as substandard is a multiple of the standard DPW premium.

### **Termination - DPW**

This rider will terminate on the policy anniversary nearest the Insured's 65<sup>th</sup> birthday or if the policy terminates.

### **Compensation - DPW**

The DPW rider is compensated at the same commission rate (first year) as the basic premium.

## **Living Benefits (Accelerated Benefits) Rider (LBR)**

The Living Benefits Rider (Accelerated Death Benefit for Terminal Illness) allows the policy owner to receive a portion of the policy's Death Benefit if the Insured is diagnosed as terminally ill with no more than twelve months to live.

### **Availability - LBR**

- The rider is automatically included at issue with all policies unless declined by the policy owner on the application.
- Is not available with TermOne®

### **Features - LBR**

- The maximum accelerated Death Benefit prepayment amount is, generally, the lesser of 75% of the policy's Death Benefit or \$500,000 under all policies issued by Equitable Financial (and/or any affiliated company) policies. The minimum is \$5,000.
- If the rider is added after issue, evidence of insurability is required.
- Some of the features (including the maximum accelerated Death Benefit prepayment amount allowed and processing charge) vary by state.

### **Cost - LBR**

There is no charge for this rider at issue; however, we may deduct a processing charge of up to maximum of \$250.00 per policy from the LBR payment. There may be a \$100.00 charge for adding this rider after issue.

### **Compensation - LBR**

There is no commissionable component for this rider.



## Premiums | Term Series 160

These are scheduled premium products. Payment of regularly scheduled premiums is required to maintain coverage.

The basic annual premium is calculated using the traditional premium formula. The formula takes the premium rate per thousand for the insured's gender, issue age, face amount, underwriting class and tobacco user status, multiplies the rate by the number of thousands of face amount, and then adds the annual policy fee. Premiums for riders, substandard flat extra premiums and other temporary and/or permanent flat extras are added to the basic premium to arrive at the total annual scheduled premium.

Premiums may be paid on other than annual mode; however, your client's total annual outlay will be more than if premiums were paid on an annual basis.

### Premium Limits

There is no minimum premium requirement for any of the below payment modes provided the required minimum face amount for the product is met.

The policy owner can request to change the mode any time after policy is issued and in force. Irregular premiums are not permitted with term products.

### Modal Premiums

Payment modes are listed in the table below. The policy fee is non-commissionable, payable with each premium and does not vary by face amount. The Regular Monthly mode is not available. All Modal factors will be shown on Page 3 of the contract.

<b>MODE</b>	<b>MODAL FACTOR</b>	<b>POLICY FEE</b>
Annual	1.0000	\$75
Semi-annual	.5090	\$39
Quarterly	.2565	\$23
Systematic Monthly	.0855	\$ 9
Salary allotment	.0855	\$ 9
Military allotment	.0855	\$ 9

Modal premiums are calculated by multiplying the annual rate for the insured's age, gender, tobacco user status and risk class times the appropriate modal factor and rounding that result to five decimal places. This result is then multiplied by the face amount divided by \$1,000, rounded to two decimal places. Finally, the modal policy fee is added.

*The following are intended for illustrative purposes only.*

Example 1 – Term 10 with \$1,000,000 face amount and DPW rider

Rate per \$1,000, R1000-Male 49 Preferred NTU (LT10)		\$1.02
Multiplied by Semi-Annual Modal Factor	X	<u>.5090</u>
Equals (rounded to 5 decimal places)		.51918
Multiplied by Face Amount (in thousands)	X	<u>1000 519.18</u>
DPW Rate per \$1,000, R1000-Male 49 Preferred NTU (LT10)		\$.50
Multiplied by Semi-Annual Modal Factor	X	<u>.5090</u>
Equals (rounded to 5 decimal places)		.2545
Multiplied by Face Amount (in thousands)	X	<u>1000 254.45</u>
Equals (rounded to 2 decimal places)	=	\$773.63
Add the policy fee	+	<u>39.00</u>
Total Semi-Annual Modal Premium		<b>\$812.63</b>

Example 2 (Table D rating) Term 10 with \$500,000 face amount

The \$318.13 extra premium, \$196.79 standard premium, and modal factors are shown on policy Page 3.

Rate per \$1,000, R500, for Male 35 Standard NTU (LT10)		\$0.62
Multiplied by Semi-Annual Modal Factor	X	<u>.5090</u>
Equals (rounded to 5 decimal places)		.31558
Multiplied by Face Amount (in thousands)	X	<u>500</u>
Equals (rounded to 2 decimal places)		\$157.79
Add the policy fee for semi-annual mode	+	<u>39.00</u>
Semi-Annual Standard Modal Premium		\$196.79
Rate per \$1,000, Table D Extra		\$1.25
Multiplied by Semi-Annual Modal Factor	X	<u>.5090</u>
Equals (rounded to 5 decimal places)		.63625
Multiplied by Face Amount (in thousands)	X	<u>500</u>
Equals (rounded to 2 decimal places)		\$318.13
Add the Semi-Annual Standard Modal Premium	+	<u>\$196.79</u>
Total Semi-Annual Modal Premium		\$514.92

## ART 10% Discount for 1<sup>st</sup> Year Premium in Annual Mode

Subject to our current rules, Annual Renewable Term (ART) policy owners who choose to pay their first year's premium on the annual mode will receive a 10% discount on that premium. The discount applies to the basic premium only, *exclusive* of the policy fee, the premium for any riders and any substandard rating or flat extras. The discount is **not** available for policies issued as a result of a replacement of an existing Equitable Financial Life Insurance Company, Equitable Life and Annuity Company, Equitable Financial Life Insurance Company of America or any other affiliate's policy. The proposal system automatically calculates the ART first year annual mode discount.

### Example

The initial premium discount calculation for a \$1,000,000 annual mode policy with DPW issued to a 35-year-old female Standard Plus non-tobacco user is as follows:

Multiply the basic premium rate .33 per \$1,000 the insured's age, gender, underwriting class by the face amount	\$330.00
Multiply the amount in Step 1 by .10	\$ 33.00
Add the premium for additional riders (DPW) & benefits	\$100.00
Add the annual policy fee	\$ 75.00
<b>Total premium due (Sum of Steps 1, 3, &amp; 4)</b>	<b>\$505.00</b>
And subtract the amount in Step 2 from the amount in Step 5	(\$33.00)
<b>Premium due with 10% discount</b>	<b>\$472.00</b>

## Refund of Premiums

The policy provides that the policyowner may cancel the policy and receive a refund of any unearned premium by submitting a written request to our administrative office in Charlotte, NC. The coverage ends on the date the request is received in our administrative office. Commissions are recovered on any unearned premium refunded.

## Premium Structure | Term Series 160

### **Level Premium Policies | Term 10 | Term 15 | Term 20**

Term 10, Term 15, and Term 20 are level term policies with premiums that are guaranteed to remain the same for the first 10, 15, and 20 policy years, respectively. These premiums are called the Initial Level Premiums. After the 10<sup>th</sup>, 15<sup>th</sup>, or 20<sup>th</sup> policy year, the premiums increase each year. These premiums are called the Ultimate Renewal Premiums and are also guaranteed.

### Initial Level Premiums

The Initial Level Premium are premiums that are guaranteed to remain the same for the initial term of the policy. Initial Level Premium rates for non-substandard policies vary by issue age, gender, tobacco user status, and risk class of the insured as well as by face amount rate band.

### **Ultimate Renewal Premiums**

The Ultimate Renewal Premiums rates for non-substandard policies are the same for all face amount rate bands. They vary by attained age, gender and tobacco-user status and are guaranteed for all durations.

### **Substandard Premiums**

There are separate substandard rates for B, C and D Classes. Substandard premiums are calculated by adding an extra premium to the basic Standard Class tobacco user or non-tobacco user rate. Substandard premium rates vary by gender, tobacco user status and risk class of the insured, and are not banded.

For the Level Term products, substandard extra premiums for the initial guaranteed period are based on the insured's issue age. Substandard extra charges after the level term period expires are based on the insured's attained age and do not vary by product. For the level term products, the substandard class extra premium rates are payable to the greater of the policy anniversary nearest the insured's age 80 or the end of the 10/15/20 year level premium period.

For Annual Renewable Term (ART) product, the substandard classes (B, C & D) extra premium rates cease at the policy anniversary nearest the insured's age 80.

### ***Indeterminate Premium Annual Renewable Term***

ART is an indeterminate premium annual renewable term policy. The indeterminate premium design uses two sets of premium rates: a set of Current Scheduled Premiums and a set of Guaranteed Maximum Premiums. The Current Scheduled Premiums are guaranteed through policy year 3.

### **Current Scheduled Premiums**

The Current Scheduled Premiums are the premiums we expect to charge each year based on our current experience. The Current Scheduled Premiums are only guaranteed for the first three policy years and may change thereafter. Under no circumstance, however, will the Current Scheduled Premiums exceed the Guaranteed Maximum Premiums shown in the policy. The Current Scheduled Premium rates vary by attained age, gender, tobacco user status and risk class of the insured, as well as by face amount rate band.

### **Guaranteed Maximum Premiums**

The Guaranteed Maximum Premiums are the maximum premiums Equitable Financial may charge. The Guaranteed Maximum Premiums act as a "cap" on the Current Scheduled Premiums. The Guaranteed Maximum Premium rates vary by attained age, gender and tobacco user status.

ART will use the current premium rates in policy years 1 - 3 as the guaranteed premium rates for policy years 1 - 3.

### ***Unisex***

The 80/20 Male/Female blend for unisex rates will be used for cases subject to ERISA (Qualified Plans) and also in Montana, which require unisex rates.

## Policy Changes | Term Series 160

All policy change requests must be made in writing to Equitable Life Operations and are subject to our approval. The available policy changes are as stated in the policy and described below.

### Face Amount Changes

Face amount changes are not permitted.

### Tobacco User Status Change

A policy owner who was issued a policy where the insured was a Tobacco User can apply for an underwriting class change to Non-Tobacco User status after the first policy year. The change requires underwriting.

### Rating Reduction

Generally, after the first policy year, the Insured may apply for a reduction in rating, subject to underwriting approval.

### Rider Addition: Children's Term Insurance Rider

The CTIR may be added to a policy after issue, subject to underwriting if the policy does not have the DPW rider.

If declined by the owner at issue, the Living Benefits Rider (LBR) can be added later, subject to underwriting approval.

### Rider Terminations

Subject to our rules and the terms of the rider, the policy owner may submit a request to cancel rider coverages any time after issue. Scheduled premiums are adjusted accordingly.

# Policy Lapse | Term Series 160

## Grace Period

Term Series 160 products have a 31-day grace period for payment of each premium. The insurance continues during the grace period. If a premium is not paid by the end of its grace period, the policy will lapse as of the premium due date. If this occurs, all insurance ends at the end of the grace period.

If the insured dies during the 31-day grace period, a past due premium covering one policy month is deducted from the Death Benefit payment.

## Policy Reinstatement

Your client may reinstate his/her term policy within five years after lapse, but not later than the Final Term Expiry date found on the policy Page 3. The lapsed term policy can be reinstated after the Grace Period has expired under the following conditions:

- The insured person is alive on the date of the reinstatement
- The policy owner did not request termination of the term policy
- The request is made within five years after lapse
- Satisfactory evidence of insurability is provided
- All overdue premiums are paid with interest compounded annually.

# Underwriting | Term Series 160

## Underwriting Classes

The following underwriting class and Tobacco-User status combinations are available with Term Series 160 products.

UNDERWRITING CLASS	TOBACCO-USER STATUS
Preferred Elite	Non-Tobacco User Only
Preferred	Non-Tobacco User
Standard Plus	Non-Tobacco User Only
Standard	Non-Tobacco User
Preferred	Tobacco User
Standard	Tobacco User
Substandard (B, C, D)	Non-Tobacco User
Substandard (B, C, D)	Tobacco User

- For an insured classified as standard (i.e., not rated), the maximum permanent flat extra premium may not exceed \$15.00 per thousand and the maximum temporary flat extra premium may not exceed \$60.00 per thousand. Also, the total combined permanent and temporary flat extra premiums may not exceed \$60.00 per thousand.
- Permanent Flat Extras for aviation, avocation or occupation are allowed with the Preferred Elite, Preferred and Standard Plus underwriting classes but are limited to \$3.50 per thousand. However, if a temporary flat extra is on the policy, these classes are not available.
- A permanent flat extra for medical reasons regardless of dollar amount is not available with Preferred classes, which include Preferred Elite, Preferred Tobacco/Non-Tobacco and Standard Plus.
- Permanent Flat Extras are applicable until the later of the policy anniversary nearest the Insured's attained age 80 or the end of the level premium period for the Level Term products, and until the policy anniversary nearest the Insured's attained age 80 for the Annual Renewable Term product. Temporary Flat Extra charges are applicable until their expiry date.
- The Preferred and Standard classes vary by gender and tobacco-user status. The Preferred Elite and Standard Plus classes vary by gender. Preferred Elite and Preferred Non-Tobacco Users are only available for face amounts of \$100,000 and above.
- Substandard letter rating classes B, C and D vary by gender and tobacco-user status. The combination of the underwriting class and any temporary and/or permanent flat extras cannot exceed the equivalent of a class D.

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REFER TO THE FLAT EXTRA EQUIVALENT RATING CHART IN [APPENDIX A](#)

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## **Backdating to Save Age**

Unless prohibited by state regulations a policy may be backdated up to 6 months in order to save age, including the maximum issue age.

## **Unisex Rates**

Unisex rates are used in Montana and for plans subject to ERISA. Home office approval is required to issue policies on a unisex basis in any other situation.

## **Classified Insurance**

A small portion of the life insurance purchasing population has a medical history or condition that poses a higher than average mortality risk. For these proposed insureds, classified insurance is available, which can be a substandard rating classification and/or Flat Extra premiums specified by the underwriter. Some proposed insureds are not insurable even with a substandard rating or flat extra premium and must be declined.

## **Change in Underwriting Classification**

A change in an insured person's underwriting class (e.g., a change from Tobacco User to Non-Tobacco User, reduction in substandard letter rating or removal or reduction of a permanent Flat Extra) requires evidence of insurability satisfactory to Equitable Financial.

## **International Underwriting Program**

Level Term products, Term 10, Term 15, and Term 20 are available for use in the International Underwriting Program. It is not available with Annual Renewable Term (ART) or TermOne®.

## **U.S. Expatriate Program (USEUP)**

Level Term products may be available for use in the U.S. Expatriate. Consult a Home Office Underwriter to determine if the policy can be taken. ART and TermOne® are unavailable.

## **Foreign Travel**

Term products are available for use if there is foreign travel by U.S. Citizens and residents; however, TermOne® and Annual Renewable Term (ART) are not available if the purpose of insurance is disclosed or suspected as trip insurance. Certain restrictions apply regarding the availability of ART for use in foreign travel situations. Please contact the Underwriting Department for more details.

## **Smart Total Evaluation Program (STEP)**

Term policies are eligible to participate in the Equitable Smart Total Evaluation Program (STEP). Please contact the Underwriting Department for more details.

## **L.I.F.E. Program – Life Insurance For Employees**

Term Series 160 products are available for purchase under the L.I.F.E. Program. Please contact the Underwriting Department for more details.



### Term Conversion Privilege

Current conversion rules provide that your client may convert to a wide array of the permanent products Equitable Financial or its affiliates offer at the time of conversion, subject to our rules then in effect as to plan, age and class of risk.

Any conversion will be subject to Equitable Financial's conversion rules then in effect. Please note that Equitable Financial may change the permanent products it makes available for conversion at any time.

By converting their term policy, policy owners can enjoy the benefits of permanent life insurance death benefit protection and the potential for tax deferred cash value accumulation. Where the need for death benefit protection is not a temporary need, permanent insurance often is a better strategy because term insurance generally becomes cost prohibitive at older ages. In situations where your clients bought term insurance because of limited cash flow, it is important to remind them of the opportunity to convert to permanent insurance when their financial situation improves.

### Term Conversion Provisions

#### ***Term 10, Term 15, Term 20 Conversions***

Term 10, Term 15, and Term 20 may be converted to any permanent policy that is available at the time of conversion subject to our rules then in effect as to plan, age and class of risk without submitting evidence of insurability\* before the earlier of the policy anniversary nearest the insured's attained age 70 and the 5<sup>th</sup>, 7<sup>th</sup> and 10<sup>th</sup> policy anniversary, respectively.

#### ***ART & TermOne® Conversions***

ART may be converted to any permanent policy that is available at the time of conversion subject to our rules then in effect as to plan, age and class of risk without submitting evidence of insurability\*, before the earlier of the policy anniversary nearest the insured's attained age 70 and the 5<sup>th</sup> policy year. The conversion period for TermOne® policies for an insured with an issue age of 79 or younger ends on the policy expiration date. For TermOne® policies for an insured with an issue age of 80+, there is no conversion privilege.

\*Underwriting is required when adding certain riders if they were not issued or permitted on the original Term policy, for example: Long-Term Care Services Rider (LTCSR), Disability Premium Waiver (DPW), Children's Term Insurance Rider (CTIR), Return of Premium Rider (ROPR), and Estate Protector Rider (EPR).

## Term Conversion Guidelines

- New evidence of insurability is required if there is an increase in face amount, or there are new additional riders or benefits, or there is a request for a reduction in rating.
- No evidence of insurability is required for the DPW rider on the new policy when the original term policy still has the DPW rider and the face amount is the same.
- Premiums and charges for the new policy will be based on the insured's then attained insurance age and the same underwriting risk class as the term policy. If the new policy does not have the same underwriting risk class as the term policy, the new policy will be issued on the closest comparable risk class as determined by Equitable Financial or its affiliate. Note: The name of the underwriting rate class on the new permanent product may be different from the underwriting rate class on the original term policy since in many cases, the new permanent product will not have the same underwriting structure as the original term policy. However, the underwriting rate class on the new permanent product will be the same or similar as the underwriting rate class on the term contract being converted. See the bulletin on Term Conversion Guidelines for more details.

## Conversion When a Disability Premium Waiver Rider Claim is in Effect

If a Disability Premium Waiver (DPW) rider is in effect on the date of conversion and the insured is totally disabled as defined in the rider and all premiums have been duly paid or are being waived under the rider, the policy owner may convert the term policy to any permanent life insurance plan we make available (subject to our rules then in effect as to plan, age and class of risk) with a DPW rider, if available. If that specific rider is not available (e.g., the rider is not approved in a certain state or the permanent product does not offer the rider), we will issue the new policy with another rider that provides disability waiver benefits, if available. Equitable Financial and its affiliates reserve the right to limit and change the products it makes available for conversion at any time.

- If total disability began before the policy anniversary nearest the insured's age 60 and the conversion occurs before the policy anniversary nearest the insured's 65<sup>th</sup> birthday, premiums or deductions (as determined by the rider we offer) will be waived on the new permanent policy as long as the insured continues to be disabled.
- If total disability began on or after the policy anniversary nearest the insured's age 60 and the conversion occurs before the policy anniversary nearest the insured's age 65, we will only waive premiums due before the policy anniversary nearest the insured's age 65.
- If the term policy is converted on or after the policy anniversary nearest the insured's 65<sup>th</sup> birthday, the new policy cannot contain a rider providing disability waiver benefits.

Note: The conversion credit will not apply if premiums or charges for the new policy are being waived under the terms of a rider providing disability waiver benefits.

Equitable Financial will not automatically convert the term policy to a new permanent life policy on the policy anniversary nearest the insured's 65<sup>th</sup> birthday when the premiums have been waived for the five preceding policy years. Premiums will continue to be waived on the term contract while total disability continues until the Final Term Expiry date shown on the policy Page 3.

## Term Conversion Credit

All Term Series 160 products, except TermOne<sup>®</sup>, have a conversion credit for the entire conversion period. The credit is non-commissionable and may only be applied to reduce the initial modal premium on the new permanent policy. The credit is available to all insureds on conversion except if the premiums or charges for the new policy are being waived under the terms of a rider providing disability waiver benefits. There is no conversion credit for TermOne<sup>®</sup>.

We will apply a conversion credit towards your premium for a new policy when the policy is converted. The amount of the conversion credit will be an applicable percentage of the lesser of:

- 1) the premium paid for the term 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 term policy calculated on an annual modal basis (which reflects discounts, if applicable, shown on Page 3 of the policy) exclusive of temporary flat extra charges and premiums for optional benefits; and
- 3) the initial modal premium for the new policy

The applicable percentage will be 125% during the first 5 policy years and 100% during the remaining years of the conversion period.

The conversion credit, if applicable, may only be applied to reduce the initial modal premium for the new policy.

## Partial Term Conversion

If the policy owner converts less than the full-face amount, the remaining term face amount must be at least \$500,000. The conversion credit will be pro-rated based on the proportion that the face amount being converted bears to the face amount of the policy. Partial term conversions are not allowed with TermOne<sup>®</sup>.

## Policyowner Communications Regarding Term Conversions

Reminder notices will be sent to policyowners to alert them that their policy's term conversion period is nearing an end. Policyowners enrolled in the monthly systematic payment plan will also be made aware that their level premium deducted monthly will soon increase unless action is taken.

### Licensing

Financial professionals must be appointed by Equitable Financial and hold a regular life insurance license for the state in which the sale is solicited, the application is signed, where the owner resides and where the policy is delivered.

Financial professionals are reminded that it is permissible to take an application only if:

- (a) the Financial Professional has the appropriate license in that state;
- (b) the state has approved the product; and
- (c) there is a "reasonable nexus" i.e., a connection exists between the applicant and the state where the application is taken. An example of reasonable nexus is when the applicant either resides or works in the state where the application is taken. Financial professionals are cautioned that the underwriter will reject a case where reasonable nexus does not exist.

### Illustration/Premium Quote Requirements

Every ART illustration or level term premium quote shown or furnished to a prospective client must include all sequentially numbered pages printed by the proposal software including the footnote and disclosure pages. Any alteration to or marking on the illustration pages is strictly prohibited.

Illustrations and premium quotes are available in the Equitable Financial General Illustration System (AEGIS) new business illustration system on Workstation.

Term 10, Term 15, and Term 20 are designated under the NAIC Sales Illustration Model Regulation to be marketed without a sales illustration. A premium quote showing premiums for those products has been developed in lieu of an illustration. State regulations in NY and PA require conforming premium quotes to be submitted with applications for level term products to comply with preliminary disclosure requirements. In addition, AR, FL, and RI require conforming premium quotes to be submitted for replacements involving level term products.

For ART, in all jurisdictions, an illustration signed and dated by the FP and the policy owner must be submitted with the application. Equitable Financial requires that a conforming illustration be delivered to the client no later than policy delivery. If the illustration does not fully comply to the policy issued, a new conforming illustration must be provided at or prior to the time the policy is delivered.

If an illustration that conforms to the coverage applied for is provided to the applicant at the point of sale, a copy of the conforming illustration must be signed by both the FP and the prospective client and submitted with the application.

The policyowner must receive an illustration that conforms to the policy that is issued no later than policy delivery. A copy of the conforming illustration must be signed by the FP, the proposed insured and the policyowner, and returned to the service center with any other deliver requirements. If a conforming illustration is not received, any compensation for the policy that has been paid will be recovered.

## Cost Disclosure Notice

A Cost Disclosure Notice will be included with the policy where required by applicable state regulation. The Cost Disclosure Notice must be delivered to the policy owner with the policy.

## Buyer's Guide

A Buyer's Guide that conforms to applicable state regulations is required. The company's practice is to include the Buyer's Guide with application forms available in Life eApp (and eDOX build kits paper application forms available to Equitable Advisors) in addition to including it in the policy page package delivered to policy owners (including epolicy). In Washington, the Buyer's Guide must be delivered to the applicant prior to accepting the initial premium.

## Free Look Period

The policy contains a free-look provision that provides for a refund of premium in all states. This period is at least 10 days measured from the date of policy delivery, and a longer period may apply for a policy involving replacement of existing coverage. The period is subject to state variation. The free-look provision will provide for a refund of premium paid. All compensation paid is recovered in full if the policy is cancelled during the free-look period.

## Delivery Period

The delivery period is shown on the Policy Summary Document you will receive with the policy. If a properly signed and completed delivery receipt and any other delivery requirements are not received at Equitable Life Operations within 45 days of the end of the delivery period, we will recover any compensation paid.

## Delivery Receipt

A special form to acknowledge receipt of a policy is included for delivery with every policy. The receipt must be signed and dated by the policy owner and the insured, if other than the policy owner, and returned to Equitable Life Operations for retention with the application file.

Compensation is generated when the case is issued and paid. It will be recovered if the delivery receipt is not received within 45 days after the end of the delivery period. Compensation that was recovered will be repaid when the delivery receipt and any outstanding requirements are received by Equitable Life Operations.

## ART State Certification Form

New York and Texas require a special certification form (180-727R) to be signed by the applicant when the application is taken, disclosing that the policy has two sets of premiums: Current Scheduled Premiums and Guaranteed Maximum Premiums. The form must be signed by the policy owner and submitted with the application. In these states, the ART new business kits include the required form.

## Register Date

The register date is the later of the application date or the medical date (date of paramedical or Part 2 medical exam), if full settlement accompanies the application and the policy is issued as applied for.

If the application has no settlement or partial settlement or if the case is not issued as applied for, the register date is the issue date. Contracts issued without settlement will be reissued when the full settlement is received with a register date equal to the date the delivery receipt was signed if moving the register date does not result in a change in the Issue Age. New policy pages reflecting the new register date will be sent to the client.

If the issue date is the 29<sup>th</sup>, 30<sup>th</sup> or 31<sup>st</sup> of the month, the Register Date will be set equal to the 1<sup>st</sup> of the following month except if it would result in change in Issue Age. In these situations, the Register Date will be set equal to the 28<sup>th</sup> of the month. In no situation will a policy ever be issued with a Register Date of the 29<sup>th</sup>, 30<sup>th</sup> or 31<sup>st</sup> of the month.

## Application

All applications and requirements must be sent to:

Equitable Life Operations  
P.O. Box 1047  
Charlotte, NC 28201-1047

Applications and supplement are available through multiple places on [www.equitable.com](http://www.equitable.com).

- For paper applications: E-Forms for Life to Print and Email Forms; eDox available to Equitable Advisors
- For electronic submissions: Equitable Life eApp

The term product names on the case information screen “Find Available Products” list and “Product Name” under the Basic Form Search will remain the same. It will say:

- “Level Term [10/15/20]-Series 160”
- “Art-Series 160”
- “TermOne Series 160”

Transition rules will be the same as referenced in Section III B in this document.

### What to Do When Term Product Is on A Qualified Plan

Refer to your New Business case manager for more information

## BUSINESS & EMPLOYER OWNED POLICIES

Any employer-owned life insurance arrangement on an employee or director, as well as any corporate, trade, or business use of a policy should be carefully reviewed by the employer’s tax advisor. The rules for employer-owned and business-owned policies are not limited to policies owned by corporations and can include, for example, policies owned by partnerships, limited liability companies (LLCs) and sole proprietorships. Attention should be given to the rules discussed below, as well as to any other rules, which may apply, including other possible pending or recently enacted legislative proposals. Please refer to the Equitable Advisor Financial Professional website for more detailed information.

## Employer-Owned Life Insurance Income-Tax-Free Death Benefits Requirements

Numerous federal tax rules apply to employer-owned life insurance policies. These requirements include detailed notice and consent rules, tax reporting requirements and limitations on employees who can be insured under the life insurance policy. Similar rules apply to directors, whether or not employees. Failure to satisfy applicable requirements will result in death benefits in excess of premiums paid by the employer being includible in the employer's income upon the death of the insured employee (director). Notice and consent requirements must be satisfied before the issuance of the life insurance policy or before any material change to an existing life insurance policy that is treated as a new issuance of a policy under the law.

### **TAX DISCLOSURE**

Please be advised that this document is not intended as legal or tax advice and is for Financial Professional use only. It is not to be distributed to the public. Accordingly, any tax information provided in this document is not intended or written to be used, and cannot be used, by any taxpayer for the purpose of avoiding penalties that may be imposed on the taxpayer. The tax information was written to support the promotion or marketing of the transaction(s) or matter(s) addressed, and any taxpayer should seek advice based on his or her particular circumstances from an independent tax advisor.

### **ADDITIONAL REFERENCES**

#### **Sales Support**

The Life Sales Desk will provide support for basic product information. Premium quotes are available in the Equitable Financial General Illustration System (AEGIS) via [equitable.com](http://equitable.com).

#### **Product Documents & Marketing Materials On [equitable.com/termseries](http://equitable.com/termseries)**

For Term Series 160 product documents as well as marketing support materials go to <http://www.equitable.com.com/termseries>.



## Appendix A: Conversion of Flat Extras to Equivalent Rating Classes

Riders are available through a maximum letter class rating (or their equivalent for cases that have flat extras). The following tables show the equivalent rating class based on permanent or temporary flat extras on a policy. The tables are intended for use in determining rider eligibility or retention limits. They are not for calculating charges. This is controlled by the underwriter and is not coded into the new business or policy admin systems. Refer to rider descriptions for more detail.

PERMANENT FLAT EXTRA	BASE POLICY RATING						
	PREFERRED ELITE*	PREFERRED*	STANDARD PLUS*	STANDARD	B	C	D
≤ 3.50	NO CHANGE FROM THE BASE POLICY RATING						
3.51 - 4.00	Class not available with permanent flat extra	Class not available with permanent flat extra	Class not available with permanent flat extra	Standard	B	C	D
4.01 - 6.00				B	C	D	N/A
6.01 - 10.00				C	D	N/A	N/A
10.01 - 15.00				D	N/A	N/A	N/A

\* Applicable to Non-Medical impairments only (Aviation, avocation or occupation Flat Extra) only

TOTAL TEMPORARY FLAT EXTRA†	BASE POLICY RATING						
	PREFERRED ELITE*	PREFERRED*	STANDARD PLUS*	STANDARD	B	C	D
≤ 20.00	Class not available with temporary flat extra	Class not available with temporary flat extra	Class not available with temporary flat extra	Standard	B	C	D
20.01 – 30.00				B	C	D	N/A
30.01 – 40.00				C	D	N/A	N/A
40.01 – 60.00				D	N/A	N/A	N/A

†Total Temporary Flat Extra = Temporary Flat Extra per \$1,000 charge multiplied by the Number of Years charged

When there is both a permanent flat extra and one or more temporary flat extras, multiply the permanent basic flat extra charge per \$1,000 by 5 and add the result to the total temporary basic flat extra. Use this total to index the appropriate letter rating equivalent on the Total Temporary Flat Extra table above.

Example: An insured classified standard who has a permanent basic flat extra of \$6 and a temporary flat extra of \$7.50 for 4 years (a total temporary of \$30): each of these alone would place him in an equivalent letter class of B. However, when we add 5 times the \$6, or \$30, to the \$30 total temporary extra, we arrive at an adjusted total of \$60, which converts to a class D.

	<b>This section of the table should be used to determine the availability of various riders or determine retention limits based on issue age and letter rating class. Riders are generally available up to the substandard d underwriting class. Refer to the rider descriptions section in the product guide for more details.</b>
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