

**DATE:** March 9, 2020 N° 2020-08  
**CATEGORY:** INSURANCE  
**TO:** Managing General Agents, Associate General Agents, Advisors, General Agents and National Accounts  
**SUBJECT:** **Conversions of Trilogy Universal Life to Solution 100 with no additional underwriting requirements**

Effective March 9, 2020, Empire Life will allow conversions of eligible in-force Trilogy Universal Life Insurance policies to Solution 100 policies with no additional underwriting requirements. This will benefit existing Trilogy policyholders who want a permanent life insurance product with guaranteed premiums and guaranteed cash surrender values.

Eligible plans	Eligible death benefit option	Age ratings
<ul style="list-style-type: none"><li>• Trilogy Annual Renewable Term to 100 (ART100)</li><li>• Trilogy Ten Year Renewable Term (10YRT)</li><li>• Trilogy Twenty Year Renewable Term (20YRT)</li></ul>	<ul style="list-style-type: none"><li>• Increasing Sum Insured</li></ul>	<ul style="list-style-type: none"><li>• Original rating will apply on the new policy</li><li>• New policy will be at attained age</li></ul>

## How does it work?

Complete an insurance conversion application:

<https://web1.empire.ca/doclib/Agreement.seam?documentId=21>

Once converted, the original policy will be cancelled in its entirety (with possible tax implications), including cases where other non-convertible coverage(s) remain. If there is cash value remaining, it will be fully dispersed and refunded via cheque to the original policy owner(s). A portion of the cash value can be applied towards the new premium upon request.

If a partial conversion is requested, the convertible coverage will be replaced and a new Solution 100 policy will be issued. The existing policy will remain in place consisting of the non-convertible coverage.

Similar to other policy conversion processes, the suicide and contestability provisions will be updated to be effective on the policy conversion date.

## Solution 100 Summary

Solution 100 is a permanent life insurance product with guaranteed premiums payable to age 100 and guaranteed cash surrender values that start after the 4th year. At age 100, the coverage becomes fully paid-up. This product is specifically designed for clients who need lifetime protection at an affordable level premium to age 100.

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## Processing & transition rules

Empire Life will process requests as received.

## Sales support

You can request product illustrations through the Sales Centre by calling 1-866-894-6182 or by email at [salescentre@empire.ca](mailto:salescentre@empire.ca). If you have any questions, please contact your Empire Life Sales Representative or the Sales Centre.

## Reference

David Zhu, Director, Insurance Product Marketing

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