

# EMPIRE LIFE INFORMATION CIRCULAR

**DATE:** November 23, 2012

**Nº. 2012-23**

**CATEGORY:** **INSURANCE**

**TO:** Managing General Agents, Associate General Agents, Brokers,  
General Agents, Independent Financial Advisors and National Accounts

**SUBJECT:** **Term conversions**

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The provisions of life insurance policies with a conversion privilege allow for the conversion to any eligible "level premium permanent whole life insurance plan then being offered by the Company".

These current Empire Life products are available as conversion options for inforce life insurance policies with a conversion privilege:

- **Solution 100 (with values)**
- **Trilogy®** or **Trilogy Plus** – when the selected cost of insurance structure is either Level or ART 85 and the Death Benefit type is either Level Sum Insured or Increasing Sum Insured
- **Optimax®** or **Optimax 20 Pay** – when the Total Optimax Protection, (Base plus Extender), is less than or equal to the amount of convertible insurance

For a partial conversion, the minimum amount of insurance requirement must be met for both the existing and converted plan. If the partial conversion changes the rate band for the existing policy, the cost of insurance will be adjusted to reflect the new amount.

On conversions to Trilogy, where the policy contract allows for the conversion of Waiver of Premium, the Disability Waiver of Planned Premium will be limited to the amount of Planned Premium required to guarantee that the converted life insurance coverage remains inforce. Equal access to these conversion options will be given to conversion privileges that originated from a Concordia sale.

**Reference** **Cameron Walker**, Manager of Product Development, Retail Insurance Products & Marketing