



HIGHLIGHTER

Term Conversion for Prudential Products

EFFECTIVE JULY 2017

This document provides an overview and requirements for life insurance products offered through Prudential that are available for term conversions to available Prudential products. Products and programs may change without notice.

CONTACT INFORMATION

PRUDENTIAL ADVISORS:

For help with additional questions:

- Change and Term Conversion Team: 1-800-778-5611, Prompt 2
- Email: Change Service Team@prudential.com

THIRD PARTY DISTRIBUTION PRODUCERS:

For help with additional questions:

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CONVERSION PRIVILEGE AVAILABLE ON CURRENTLY AVAILABLE TERM PRODUCTS

TERM ESSENTIAL®
Issued with rates in effect prior to 11/12/2001
The policy is not convertible.
Issued with rates in effect between 11/12/2001 and 6/22/2003
The conversion period ends on the 5th policy anniversary.
Issued with rates in effect 6/23/2003 or later
<ul style="list-style-type: none"> For issue ages 59 and younger, the conversion period ends on whichever comes first: <ol style="list-style-type: none"> The end of the level-premium paying period, or The 1st policy anniversary on or after the insured's 65th birthday. For issue ages 60 – 75, the conversion period ends on the 5th policy anniversary.
Ability to convert 2 term policies to 1 SUL (subject to change).
TERM ELITE®
Issued with rates in effect prior to 11/12/2001
The conversion period ends on the 1st policy anniversary on or after the insured's 65th birthday.
Issued with rates in effect 11/12/2001 or later
<ul style="list-style-type: none"> For issue ages 59 and younger, the conversion period ends on the 1st policy anniversary on or after the insured's 65th birthday. For issue ages 60 – 75, the conversion period ends on the 5th policy anniversary.
<ul style="list-style-type: none"> There is a Term Conversion Premium Credit available on Term Elite policies for conversions during the first five policy years. Ability to convert 2 term policies to 1 SUL (subject to change).
PRUTERM WORKLIFE 65 SM
<ul style="list-style-type: none"> The conversion period ends on the 1st policy anniversary on or after the insured's 65th birthday. The insured's Waiver of Premium Benefit for unemployment and disability is not eligible for conversion. Ability to convert 2 term policies to 1 SUL policy (subject to change).
PRULIFE® RETURN OF PREMIUM TERM
Issued with rates in effect prior to 11/2/2009
<ul style="list-style-type: none"> For issue ages 59 and younger, the conversion period ends on whichever comes first: <ol style="list-style-type: none"> The 10th policy anniversary, or The 1st policy anniversary on or after the insured's 65th birthday. For issue ages 60 – 65, the conversion period ends on the 5th policy anniversary.
Issued with rates in effect 11/2/2009 or later
<ul style="list-style-type: none"> For issue ages 59 and younger, the conversion period ends on whichever comes first: <ol style="list-style-type: none"> The end of the level-premium paying period, or The 1st policy anniversary on or after the insured's 65th birthday. For issue ages 60 – 65, the conversion period ends on the 5th policy anniversary.
<ul style="list-style-type: none"> Ability to convert 2 term policies to 1 SUL (subject to change). Contractual conversion will be limited to the face amount, less the cash value at the time of conversion. Any conversion for less than the full convertible amount will result in the cancellation of the balance of coverage.
PRUTERM SM ONE
Issued with rates in effect 2014 or later
<ul style="list-style-type: none"> The conversion period ends on the 5th policy anniversary. Ability to convert 2 term policies to 1 SUL (subject to change).

PERMANENT PRODUCTS AVAILABLE

- PruLife® Universal Protector
- PruLife® Universal Plus
- PruLife Essential ULSM
- PruLife Founders Plus UL®
- PruLife Index Advantage UL®
- VUL Protector®
- PruLife® Custom Premier II
- PruLife SVUL Protector^{SM*}
- PruLife® SUL Protector*
- PruLife® Survivorship Index UL*

*Subject to change.

CONVERSION PRIVILEGE ON RIDERS

TERM RIDER	CONVERSION PRIVILEGE	
5-Year R&C Rider	This rider can be converted to a permanent policy at the insured's attained age, without evidence of insurability, up to the 1st policy anniversary on or after the insured's 70th birthday.	
Children Level Term Rider	<p>Each eligible child can convert his/her rider coverage at the earliest of:</p> <ul style="list-style-type: none"> ▶ the policy anniversary following his/her 18th, 22nd, or 25th birthday; ▶ the 1st policy anniversary after the insured parent's 75th birthday (65th birthday for CLT riders issued before 1/1/1995), or ▶ the last policy year for which a premium is due under the base policy. <p>The guaranteed conversion amount of the new policy can be up to five times the amount of the CLT rider. Select rates are not available.</p> <p>The rider is convertible regardless of whether the parent is alive or has died. The rider remains in force and becomes paid up upon the insured parent's death.</p> <p>Term Conversion Premium Credit: Credit is equal to the lesser of \$1.00 for each full \$1,000 of face amount on the CLT rider or the new policy.</p>	
Children's Protection Rider	<p>The policyowner of base policy can convert the rider coverage on each eligible child:</p> <ul style="list-style-type: none"> ▶ at the policy anniversary following the child's 18th, 22nd, or 25th birthday; ▶ two months prior to the 1st policy anniversary on or after the insured parent's 75th birthday; ▶ 90 days after the death of the insured; or ▶ at the end of the last policy year for which a premium is due on the base policy. <p>The guaranteed conversion amount of the new policy can be up to five times the amount of the CPR rider.</p> <p>Term Conversion Premium Credit: Credit is equal to the lesser of \$1.00 for each full \$1,000 of face amount on the CPR rider or the new policy.</p>	
Custom Rider	This rider can be converted to a permanent policy at the insured's attained age, without evidence of insurability.	
	If the issue age is ...	The conversion period ends ...
	15 – 60	on the 1st policy anniversary on or after the insured's 65th birthday
	61 and over	on the 5th policy anniversary
No term conversion premium credit is available.		
Level Premium Term Insured and Spouse Riders	<p>Riders issued between 1975 and December 1983 can be converted to a permanent policy at the insured's attained age, without evidence of insurability, up to two years before the end of the term period.</p> <p>Riders issued between January 1984 and June 1996 can be converted to a permanent policy at the insured's attained age, without evidence of insurability, up to the end of the term period.</p> <p>Riders issued July 1996 and later can be converted to a permanent policy at the insured's attained age, without evidence of insurability within the first five years of the rider.</p> <p>A Term Conversion Premium Credit (TCPC) is available. See the Term Conversion Premium Credit discussion in the FAQ section of this highlighter for information on calculating this credit.</p>	
	11/2/2009 and later	for ages 59 or less on the earlier of the level-premium paying period or the policy anniversary on or after the insured's 65th birthday

RIDER	CONVERSION PRIVILEGE REQUIREMENTS
BenefitAccess (BAR) Rider¹	<ul style="list-style-type: none"> ▶ New permanent policy's issue age is 70 or less. ▶ New permanent policy can be any Prudential policy where BenefitAccess Rider is available. ▶ New permanent policy's face amount must comply with BenefitAccess Rider minimum and maximum rules. ▶ Conversion application is received in the Home Office within 5 years of term policy's effective date. ▶ Conversion must be from a Prudential term policy still within its convertible period. It cannot be the conversion of a child rider. ▶ Prudential term policy must have been issued at a standard rate (i.e., no substandard classes and no flat extras allowed). ▶ Prudential Term policy premiums cannot, at the time of conversion, have premiums waived due to disability. ▶ Partial conversions are allowed and the remainder of the term policy may be kept in force as long as the term face amount after the partial conversion is at least \$100,000. (This excludes PruLife Return of Premium Term (ROP) contracts.) ▶ Cancel and Combine will not qualify for this program. ▶ Application would otherwise qualify as a contractual conversion, with no request for a better rating, no increase in face amount, and no request for another benefit. ▶ If the above conditions are not met, full underwriting is required to add BenefitAccess Rider to a converted policy. <p>Prudential Advisors New Forms Required:</p> <ul style="list-style-type: none"> ▶ eLife Application Submission: <ul style="list-style-type: none"> • Non Contractual Term Conversion. • Full Client Interview will be completed. • BenefitAccess Rider Disclosure. • Replacement Forms. • Other applicable forms associated with conversion (i.e., Agent's Report, Sales, etc.). <p>Third Party Distribution Producers New Forms Required:</p> <ul style="list-style-type: none"> ▶ Full Paper Application: <ul style="list-style-type: none"> • ORD 96200 Life Insurance Application Part 1 and Part 2 completed. • ORD 96200C MIB Authorization. • BenefitAccess Rider Supplement. • BenefitAccess Rider Disclosure. • Replacement forms. ▶ Other applicable forms associated with the conversion, i.e., Agent's Report, Sales Illustration, etc. <p>Underwriting Performed:</p> <ul style="list-style-type: none"> ▶ No exams or labs will be automatically ordered. ▶ Information from MIB, Inc., (formerly known as Medical Information Bureau) and Prudential application historical records will be obtained. ▶ Rx Pharmaceutical Database Check will be ordered. ▶ Attending Physician Statement or other underwriting requirements may be requested at the underwriter's discretion. ▶ Conversions that do not meet the requirements for this program may apply for the BenefitAccess Rider with full underwriting.

¹The BenefitAccess Rider is an optional rider for chronic or terminal illness that accelerates the life insurance death benefit. It is not Long-Term Care (LTC) insurance. Benefits received under the rider will reduce and may deplete the death benefit. Electing the BenefitAccess Rider results in an additional charge and underwriting requirements. Some benefit payments may be subject to a fee. Other terms and conditions apply. Clients should consult their tax and legal advisors.

For New York contracts: Please also note the rider is not subject to the minimum requirements of New York law, does not qualify for the New York State Long-Term Partnership Program, and is not a Medicare supplement policy. In addition, receiving accelerated death benefits may affect clients' eligibility for public assistance programs and such benefits may be taxable. Benefit payments may only be made if the payments are subject to favorable tax treatment by the federal government. When determining whether the benefit payments will receive favorable tax treatment, the payment of benefits from all insurance policies must be considered. Benefit payments may be reduced or unavailable if they are expected to exceed the maximum amount eligible under Internal Revenue Code Section 101(g)(1) and all other applicable sections of federal law for favorable tax treatment.

For Connecticut contracts: To be eligible for chronic illness benefits your client must also have been confined in a home or institution for at least 6 months previously. This confinement must have been illness related. It also must be expected to continue for life.

CONVERSION PRIVILEGE AVAILABLE ON DISCONTINUED TERM PRODUCTS

TERM POLICY	CONVERSION PRIVILEGE	
Annually Renewable Term (ART)	This policy (or the ART rider) can be converted to a permanent policy at the insured's attained age, without evidence of insurability, within the first five years of the policy.	
Annually Increasing Premium Term (AIPT) to 70 (New York only)	This policy (or the AIPT rider) can be converted to a permanent policy at the insured's attained age, without evidence of insurability.	
	If the issue age is ...	The conversion period ends ...
	18 – 60	at the 1st policy anniversary on or after the insured's 65th birthday
	61 – 64	the 5th policy anniversary
	65 and over	the end of the term period
Annually Increasing Premium Term (AIPT) to 95 (all states except NY)	This policy (or the AIPT rider) can be converted to a permanent policy at the insured's attained age, without evidence of insurability.	
	If the issue age is ...	The conversion period ends ...
	18 – 60	at the 1st policy anniversary on or after the insured's 65th birthday
	61 and over	on the 5th policy anniversary
Decreasing Term	Decreasing Term policies and riders can be converted to a permanent policy at the insured's attained age, without evidence of insurability, up to five years before the end of the term period.	
Economatic Term	This policy can be converted to a permanent policy at the insured's attained age, without evidence of insurability, up to five years before the end of the term period.	
Five-Year Renewable and Convertible Term (Five-Year R&C Rider)	This policy can be converted to a permanent policy at the insured's attained age, without evidence of insurability.	
	If the issue age is ...	The conversion period ends ...
	prior to 7/6/1970	at the end of the term period
	7/6/1970 to 12/31/1974	on the later of the 1st anniversary on or after the insured's 62nd birthday or the 5th policy anniversary
	1/1/1975 to 3/6/1980	on the 1st policy anniversary on or after the insured's 65th birthday
	3/7/1980 to 12/31/1982	on the 1st policy anniversary on or after the insured's 70th birthday
	1/1/1983 to 12/31/1986	N/A (This policy was not issued during these years.)
	1/1/1987 to 12/31/1998	on the 1st policy anniversary on or after the insured's 70th birthday
Indeterminate Premium One-Year Term (IPOYT)	This policy can be converted to a permanent policy at the insured's attained age, without evidence of insurability.	
	If the issue age is ...	The conversion period ends ...
	18 – 50	on the 15th policy anniversary
	51 – 60	on the 1st policy anniversary on or after the insured's 65th birthday
	61 and over	on the 5th policy anniversary

CONVERSION PRIVILEGE AVAILABLE ON DISCONTINUED TERM PRODUCTS (continued)

TERM POLICY	CONVERSION PRIVILEGE		
One-Year Renewable & Convertible Term	This policy can be converted to a permanent policy at the insured's attained age, without evidence of insurability.		
	If the issue date is ...	The conversion period ends ...	
	1/1/1970 to 12/31/1974	on the later of the 1st anniversary on or after the insured's 62nd birthday or the 5th policy anniversary	
	1/1/1975 to 12/31/1975	at the end of the term period	
	1/1/1976 to 12/31/1978	on the earlier of the 1st anniversary on or after the insured's 65th birthday or the 15th policy anniversary	
	1/1/1979 to 3/6/1980	for issue ages 18 – 44	on the 15th policy anniversary
		for issue ages 45 – 55	on the 1st policy anniversary on or after the insured's 60th birthday
		for issue age 56 and over	on the 5th policy anniversary
	3/7/1980 to 12/31/1982	for issue ages 18 – 60	on the 1st policy anniversary on or after the insured's 65th birthday
		for issue age 61 and over	on the 5th policy anniversary
1/1/1983 and later	for issue ages 18 – 60	on the 1st policy anniversary on or after the insured's 65th birthday	
	for issue age 61 and over	on the 5th policy anniversary	
Term Advantage	This policy can be converted to a permanent policy at the insured's attained age, without evidence of insurability, within the first five years of the policy.		
Term Plus	<p>Standard Conversion: Under the Standard Conversion, this policy can be converted to a permanent policy at the insured's attained age, without evidence of insurability, within the first five years of the policy.</p> <p>Extended Conversion Period Benefit (ECPB): This policy contains an Extended Conversion Period Benefit which is available for an additional premium. Under the ECPB, the conversion period is extended beyond five years for an additional 5, 10, or 15 years, or to the insured's 70th birthday, whichever is sooner. However, the conversion period may not extend beyond the end of the level premium period.</p> <p>The ECPB can be dropped at any time; however, once it is dropped, it cannot be reinstated.</p> <p>The ECPB does not extend the number of years of the term conversion premium credit, but the premium for ECPB will be included in the total term conversion premium credit. The ECPB is not available if the insured has any occupational, avocation, or temporary extra ratings.</p>		
Term Protector	This policy (or the Term Protector rider) can be converted to a permanent policy at the insured's attained age, without evidence of insurability, up to five years before the end of the term period.		

CONVERSION PRIVILEGE FAQs

FREQUENTLY ASKED QUESTIONS													
What products can eligible term policies be converted to?	<ul style="list-style-type: none"> ▶ Any permanent life product currently available in our portfolio. As an administrative practice there are some situations when a conversion to a Survivorship product is allowed. Contact the Change and Term Conversion team, who will determine if this is an option. ▶ If the conversion is to an amount below the minimum face amount for any available product, conversion to a PruLife Universal Plus is usually permitted. ▶ Type A (Fixed) and Type B (Variable) can be converted with no additional underwriting. ▶ Converting to a Type C (Return of Premium) death benefit will require the client to go through additional underwriting. 												
How do I determine the appropriate rating class for a term conversion?	<ul style="list-style-type: none"> ▶ For term policies issued under the older rating structure, refer to the charts on page 9. ▶ For our newer term policies (e.g., Term Essential and Term Elite) refer to the charts on page 9. 												
What is a Term Conversion Premium Credit (TCPC)?	<ul style="list-style-type: none"> ▶ Eligible term policies contain a Term Conversion Premium Credit (TCPC) provision. This provision provides for a credit on the new permanent policy resulting from a conversion if the conversion occurs during the first five years the term policy is in force. The exact calculation of the credit depends on the term product being converted and also differs for policies issued in New York. 												
How is the Term Conversion Premium Credit (TCPC) calculated?	<ul style="list-style-type: none"> ▶ All states except NY: If the term policy has been in force for at least one year, the term conversion premium credit is generally equal to the term premiums for the amount of insurance being converted that were due during the 12 months preceding the date of the conversion. The credit is reduced proportionately if less than the total amount of insurance is converted. (Premiums or charges for extra risks or extra benefits other than Waiver of Premium are not included when calculating this credit.) If the policy has been in force for less than one year as of the new policy date, the credit will be reduced to consider the portion of a year that the policy has been in force. This applies to all states except New York. ▶ In NY: If the term policy was issued in New York, the term conversion premium credit will be equal to the term premiums that were due during the 12 months preceding the date of the new policy, less 20% of any of those premiums that were due prior to the 1st contract anniversary of the term policy. (Premiums and charges for extra risks or extra benefits other than Waiver of Premium are not included when calculating this credit.) For example, in New York, if a Term Elite policy with a \$50 initial Pru-Matic premium was converted in month 16, the term conversion premium credit would be equal to all premiums that were due in policy months 5 – 16, less 20 percent of the premiums that were due in months 5 – 12. The term conversion premium credit would equal \$520. <div style="border: 1px solid black; padding: 10px; margin: 10px 0;"> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;"></td> <td style="width: 60%;">Premiums due in months 5 through 16 = 12 months x \$50 =</td> <td style="width: 25%; text-align: right;">\$600</td> </tr> <tr> <td style="padding-left: 10px;">minus</td> <td>20% of premiums due in months 5 through 12 = 20% (8 months x \$50) =</td> <td style="text-align: right;">\$80</td> </tr> <tr> <td colspan="3" style="border-top: 1px solid black; padding-top: 5px;">equals Term Conversion Premium Credit in New York</td> </tr> <tr> <td></td> <td></td> <td style="text-align: right;">\$520</td> </tr> </table> </div> <p>In New York, if the conversion is requested before the 1st policy anniversary, the credit will be prorated to reflect 80% of the premiums actually paid during the 1st year the contract was in force.</p>		Premiums due in months 5 through 16 = 12 months x \$50 =	\$600	minus	20% of premiums due in months 5 through 12 = 20% (8 months x \$50) =	\$80	equals Term Conversion Premium Credit in New York					\$520
	Premiums due in months 5 through 16 = 12 months x \$50 =	\$600											
minus	20% of premiums due in months 5 through 12 = 20% (8 months x \$50) =	\$80											
equals Term Conversion Premium Credit in New York													
		\$520											
Is the Term Conversion Premium Credit (TCPC) commissionable?	<ul style="list-style-type: none"> ▶ Term Elite policies, with a policy effective date of 10/25/2004 and later but prior to 11/9/2009 (Issue Basis 26-1 & later), will only pay commissions on a term conversion premium credit if the conversion is effective on or after the second policy anniversary. If the conversion is before the second policy anniversary, no commissions are payable on the term conversion premium credit. ▶ If the Term Elite policy was issued 11/9/2009 or later, the TCPC is non-commissionable. 												

CONVERSION PRIVILEGE FAQs (continued)

FREQUENTLY ASKED QUESTIONS

<p>Is a sales illustration required?</p>	<ul style="list-style-type: none"> ▶ A signed and dated Sales Illustration is required prior to issue. ▶ A revised illustration is needed with delivery if the policy is issued differently than originally illustrated. ▶ The revised sales illustration must indicate "Revised" to be considered In Good Order. 												
<p>When are replacement forms required, and in which states?</p>	<p>▶ Replacement forms are required; please check the applicable state replacement highlighter for the rules that apply to the specific transaction. Note that the NAIC Model Replacement Regulation exempts from the definition of replacement an application to the existing insurer that issued a policy or contract when a contractual change or a conversion privilege is exercised. The NAIC Model also exempts term conversion exercised among corporate affiliates.</p>												
<p>Is an Agent's Report needed on conversions?</p>	<p>▶ Yes, the Agent's Report is needed on all conversions.</p>												
<p>What if I still have questions?</p>	<p>▶ Contact the Change and Term Conversion Team.</p>												
<p>What is the minimum amount that can be converted?</p>	<p>Partial conversions are permitted. The minimum amount that can be converted depends on the date the term policy was issued:</p> <table border="1" data-bbox="706 924 1510 1155"> <thead> <tr> <th>Term Issue Date*</th> <th>Minimum Conversion Amount</th> </tr> </thead> <tbody> <tr> <td>Prior to 1/1/1963</td> <td>\$1,000</td> </tr> <tr> <td>1/1/1963 to 12/31/1974</td> <td>\$2,000</td> </tr> <tr> <td>1/1/1975 to 12/31/1983</td> <td>\$5,000</td> </tr> <tr> <td>1/1/1984 to 7/23/2000</td> <td>\$10,000</td> </tr> <tr> <td>7/24/2000 or later</td> <td>\$25,000</td> </tr> </tbody> </table> <p>*Note that the issue date is not the same as the policy date. If the policy date is close to one of the cut-off dates, the conversion provision in the policy will be reviewed to determine minimum permitted.</p> <p>If the conversion is for less than the full amount of conversion available (partial conversion), the balance of the term policy can be continued only if it meets the minimum permitted face amount for that term product.</p> <p>Note that PruLife Return of Premium Term policies do not allow for the continuance of the term policy.</p>	Term Issue Date*	Minimum Conversion Amount	Prior to 1/1/1963	\$1,000	1/1/1963 to 12/31/1974	\$2,000	1/1/1975 to 12/31/1983	\$5,000	1/1/1984 to 7/23/2000	\$10,000	7/24/2000 or later	\$25,000
Term Issue Date*	Minimum Conversion Amount												
Prior to 1/1/1963	\$1,000												
1/1/1963 to 12/31/1974	\$2,000												
1/1/1975 to 12/31/1983	\$5,000												
1/1/1984 to 7/23/2000	\$10,000												
7/24/2000 or later	\$25,000												
<p>What is the maximum amount that can be converted without underwriting?</p>	<ul style="list-style-type: none"> ▶ The guaranteed convertible amount available at the time of conversion. ▶ If converting two term policies to a survivorship policy, the maximum of the new survivorship policy is two times the smaller term policy amount. 												
<p>Can a term policy or rider be converted to a permanent policy in an amount greater than the guaranteed amount?</p>	<p>▶ If a policyowner wishes to convert to a permanent policy for an amount greater than the term policy, the entire amount of the new policy will be underwritten.</p>												
<p>What if a client thinks he or she can get into a better underwriting category than guaranteed under the term conversion?</p>	<p>▶ There may be situations in which your client believes he or she would get into a better underwriting category than he or she would get contractually. In cases like this, a client can choose to be re-underwritten. The term conversion premium credit would still apply.</p>												

CONVERSION PRIVILEGE FAQs (continued)

TERM FEATURES	CONVERSION PRIVILEGE																																
<p>What are the underwriting rules for the new policy?</p>	<p>If the term policy was issued under the current preferred underwriting category structure (e.g., Preferred Best), the same underwriting category and rating will apply to the new policy if the conversion is contractual (i.e., no underwriting) and the new policy is one that has the new preferred underwriting category structure.</p> <p>Use this chart to determine the underwriting category when converting from our term products that have an “L” prefix in the policy number (i.e., L XXX XXX). The rating category names changed in 2006.</p> <table border="1" data-bbox="699 611 1479 947"> <thead> <tr> <th data-bbox="699 611 1089 667">Name of Original Rating Category</th> <th data-bbox="1094 611 1479 667">Name of Equivalent Rating Category on New Policy</th> </tr> </thead> <tbody> <tr> <td data-bbox="699 674 1089 705">Preferred Best</td> <td data-bbox="1094 674 1479 705">Preferred Best</td> </tr> <tr> <td data-bbox="699 711 1089 743">Preferred Plus</td> <td data-bbox="1094 711 1479 743">Preferred Non Tobacco</td> </tr> <tr> <td data-bbox="699 749 1089 781">Preferred Non-Smoker</td> <td data-bbox="1094 749 1479 781">Non-Smoker Plus</td> </tr> <tr> <td data-bbox="699 787 1089 844">Non-Smoker Non-Smoker Special Class A – H</td> <td data-bbox="1094 787 1479 844">Non-Smoker Non-Smoker Special Class A – H</td> </tr> <tr> <td data-bbox="699 850 1089 882">Preferred Plus Smoker</td> <td data-bbox="1094 850 1479 882">Preferred Smoker</td> </tr> <tr> <td data-bbox="699 888 1089 945">Smoker Smoker Special Class A – H</td> <td data-bbox="1094 888 1479 945">Smoker Smoker Special Class A – H</td> </tr> </tbody> </table> <p>Use this chart to determine the underwriting category when converting from our original term products.</p> <table border="1" data-bbox="699 1125 1479 1495"> <thead> <tr> <th data-bbox="699 1125 1089 1182">Name of Original Rating Category</th> <th data-bbox="1094 1125 1479 1182">Name of Equivalent Rating Category on New Policy</th> </tr> </thead> <tbody> <tr> <td data-bbox="699 1188 1089 1220">Select Preferred</td> <td data-bbox="1094 1188 1479 1220">Non-Smoker Plus</td> </tr> <tr> <td data-bbox="699 1226 1089 1257">Select Preferred Special Class A – H</td> <td data-bbox="1094 1226 1479 1257">Non-Smoker Special Class A – H</td> </tr> <tr> <td data-bbox="699 1264 1089 1295">Preferred</td> <td data-bbox="1094 1264 1479 1295">Non-Smoker</td> </tr> <tr> <td data-bbox="699 1302 1089 1333">Preferred Special Class A – H</td> <td data-bbox="1094 1302 1479 1333">Non-Smoker Special Class A – H</td> </tr> <tr> <td data-bbox="699 1339 1089 1371">Select Standard</td> <td data-bbox="1094 1339 1479 1371">Smoker</td> </tr> <tr> <td data-bbox="699 1377 1089 1409">Select Standard Special Class A – H</td> <td data-bbox="1094 1377 1479 1409">Smoker Special Class A – H</td> </tr> <tr> <td data-bbox="699 1415 1089 1446">Standard</td> <td data-bbox="1094 1415 1479 1446">Smoker</td> </tr> <tr> <td data-bbox="699 1453 1089 1484">Standard Special Class A – H</td> <td data-bbox="1094 1453 1479 1484">Smoker Special Class A – H</td> </tr> </tbody> </table>	Name of Original Rating Category	Name of Equivalent Rating Category on New Policy	Preferred Best	Preferred Best	Preferred Plus	Preferred Non Tobacco	Preferred Non-Smoker	Non-Smoker Plus	Non-Smoker Non-Smoker Special Class A – H	Non-Smoker Non-Smoker Special Class A – H	Preferred Plus Smoker	Preferred Smoker	Smoker Smoker Special Class A – H	Smoker Smoker Special Class A – H	Name of Original Rating Category	Name of Equivalent Rating Category on New Policy	Select Preferred	Non-Smoker Plus	Select Preferred Special Class A – H	Non-Smoker Special Class A – H	Preferred	Non-Smoker	Preferred Special Class A – H	Non-Smoker Special Class A – H	Select Standard	Smoker	Select Standard Special Class A – H	Smoker Special Class A – H	Standard	Smoker	Standard Special Class A – H	Smoker Special Class A – H
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IN GOOD ORDER (IGO) TIPS FOR TERM CONVERSIONS

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- ▶ Prudential offers you multiple submission methods. Imaged, mailed, or faxed—you choose the one that works best for you!

CASE REVIEW TIPS

- ▶ Include all of the forms necessary for the conversion, including any state specific forms, disclosures, and/or supplements.
- ▶ Review the list of most commonly missed or incomplete items.
- ▶ Check that all signatures, titles, and dates are complete.
- ▶ Include the firm name and contract number in the Producer Information Section.
- ▶ Provide your contact information, including your email address, in the cover letter.
- ▶ Advise how to use proceeds from original policy, if any.

PLACEMENT & DELIVERY

- ▶ Clearly identify any mode changes in the cover letter.
- ▶ Be sure you have the correct signatures and titles on trust or corporate owned policies.
- ▶ The financial professional's signature and date should be included in the Licensed Representative Certification Box.
- ▶ Submit the full delivery application, including the Part 2 section (if applicable).
- ▶ If a revised illustration is needed, it must state REVISED on the illustration.

MOST COMMON MISSING OR INCOMPLETE ITEMS AT SUBMISSION

Proposed Insured

- ▶ U.S. Citizen/Resident Alien
- ▶ Subject to Back-up Withholding
- ▶ Smoking History

Beneficiary/Owner

- ▶ Owner Social Security or Tax Identification Number
- ▶ Type of Beneficiary Trust

Other

- ▶ Incomplete Sales Illustrations/not signed
- ▶ Incomplete Form 89216 "Important Notice Regarding Replacement"
- ▶ Premium Payment Mode
- ▶ Incomplete Replacement Questions
- ▶ Billed premium desired

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Be sure to check for any state-specific forms that may be required.

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