



To: All Field Associates
From: Mike Lynch, Vice President and Chief Underwriter, Individual Life
Date: October 23, 2017
Subject: **2017 Year End Conversion Program**

Guardian's term life insurance products are designed to provide quality, affordable coverage for full Human Life Value, with an option to convert to whole life in the future. For a limited time, Guardian is offering **a one-class upgrade on term conversions** for select policyholders. Eligible policies include Guardian Level Term policies with the Extended Conversion Rider and Yearly Renewable Term policies issued in 2015 or 2016.

See below for full program details and eligibility requirements. Cases that fall outside of these guidelines will still be eligible for conversion per contractual provisions, but will not receive the class upgrade.

Term Policy Eligibility

To qualify for the class upgrade, existing term policies and riders must meet the following criteria:

- Program begins 10/23/17 and runs through 12/29/17
- Policy issue date between 1/1/2015 and 12/31/2016 and currently in-force in Premium Paying status, paid to current date
- Eligible term policies are:
 - Guardian Level Term (GLT 10/15/20/30) with the Extended Conversion Rider
 - Yearly Renewable Term (YRT)
- Policy issued at Nonsmoker or Preferred-NT rating with no flat extras
 - Note that term policies with a Preferred Plus NT or Elite rating already convert to the best possible class
- Policy not issued as a result of shopping to reinsurance
- Insureds currently disabled under the terms of a Waiver of Premium rider are not eligible
- Insured must be attained age 55 or younger

New Policy Eligibility

To qualify for the class upgrade, the new policy must meet the following criteria:

- All single life whole life policies are eligible
 - Conversions to universal life and variable universal life policies will not receive the upgrade
 - Conversions to or from EstateGuard® WL will not receive the upgrade

The Guardian Life Insurance Company of America (Guardian), 7 Hanover Square, New York, NY 10004

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- All base contract only – no term blends
- \$5,000,000 maximum per insured life across all converted policies
 - Converted amounts over \$5,000,000 will be issued as a separate policy at the existing underwriting class
- Partial conversions are allowed
 - The class upgrade will apply only to the new whole life policy, not to any remaining term coverage
- The new policy must meet minimum face amount guidelines for the new rating class
 - \$100,000 for Preferred-NT
 - \$250,000 for Preferred Plus-NT
- As is current practice, adding riders beyond those guaranteed in the contract will require underwriting approval
- Attained age conversions only
- Existing conversion credit and increased coverage “bump-up” criteria apply

How to Apply

Conversions are subject to existing contractual provisions. Follow normal term conversion application procedures. Evidence of insurability is not required unless applying for additional riders or benefits.

To receive the class upgrade, cases must be issued and paid for no later than December 29, 2017.

Questions?

For questions on specific term conversion cases and eligibility, contact the Term Conversion team at IL_NB_Term_Conversion@glic.com.

Compliance Form Numbers:

Guardian Level Term: 14-GLT

YRT: 97-21001

EstateGuard®: 08-SWL

Waiver of Premium: 06-R2GLT

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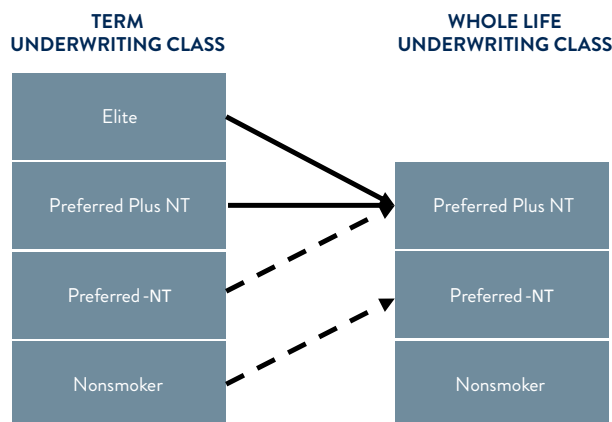
IT'S BACK FOR A LIMITED TIME

Guardian® has brought back the Term Conversion Rate Class Upgrade program until 12/31/17. Don't miss out on this limited-time opportunity!

TERM CONVERSION RATE CLASS UPGRADE¹

Qualifying policyholders can receive a one-class rate upgrade on conversion to a new whole life policy.

	CURRENT PROGRAM	ENHANCED OPPORTUNITY
What is it?	Policies issued since 2011 convert like-for-like on rating class (i.e., Nonsmoker on term policy converts to Nonsmoker on WL policy).	One-class rate upgrade on conversion to a new all-base WL policy (i.e., Nonsmoker on term policy converts to Preferred NT on WL policy).
Which Policies Are Eligible?	All term policies and riders within the contractual conversion period.	Guardian Level Term with extended conversion rider and YRT policies issued between 1/1/2015 and 12/31/16. Client is not currently on waiver of premium.
What Ages?	All ages	Up to age 55



[FOR MORE DETAILS PLEASE CLICK HERE](#)



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¹ To qualify for the rate class upgrade on conversion, original policy must have been fully underwritten and issued at nonsmoker or better without reinsurance or table shave/ESP. Maximum \$5 million per insured life. New policy is all base whole life only, no Option Q or R blends. Policy issue date between 1/1/15 and 12/31/16 and paid through date of conversion. See memo dated for full program criteria and eligibility.

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05-R31-GLT, 06-R41 GLT, 01-R2 YRT Pub6658 (10/17) 2017-48367 (10/18)