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**Sent:** Monday, November 20, 2017 5:19 PM

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**Subject:** GRD - FW: GLT

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**From:** David Lynch

**Sent:** Monday, November 20, 2017 4:03 PM

**To:** Larnett Glenn <[Larnett\\_Glenn@GLIC.COM](mailto:Larnett_Glenn@GLIC.COM)>

**Subject:** GLT

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Circular Memo  
2017 Guardian Level Term



**To:** Guardian Associates  
**From:** Andy Gordon, Vice President, Life Product  
**Date:** November 13, 2017  
**Subject:** **Introducing Guardian Level Term (2017)**

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**Effective November 16, 2017, a new version of Guardian's Level Term (GLT) (2017) product line is available for sale in approved states.**

The latest version of GLT is optimized to provide quality, affordable coverage for full Human Life Value. Premiums have changed, with decreases of up to 9% in select areas, and some increases. GLT (2017) is priced using the 2017 CSO mortality table, an industry required change.

**CHANGES FROM PRIOR SERIES:**

- Premium changes are focused at the \$500,000 - \$2,999,999 band. The \$4,000,000 band break from the prior series has been lowered to \$3,000,000, creating a more competitive price point at the \$3,000,000 face amount.
- Waiver of Premium and Waiver Plus now include an industry-leading **7-Year Own-Occ** benefit period; the previous versions of Waiver had a 5-Year Own-Occ benefit.
- In addition, Waiver Plus now includes an option to convert **with premiums waived** after the insured has been disabled for 5 years consecutively, similar to our Yearly Renewable Term (2017).
- Stronger contract language now **guarantees** the availability of any level premium whole life plan Guardian is offering at time of conversion. Note that there are no changes to any current conversion practices.

For more information about the product and important features, consult the [Guardian Level Term Product & Rider Guide](#) on [Guardian Online](#).

**For Additional Assistance, including Case Support**

Contact Life Product Services at (800) 871-7780, Option #2.

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**Circular Memo  
2017 Guardian Level Term**

<p><b>Product Name and Form Numbers</b></p>	<p>Product Name: <b>Guardian Level Term (2017)</b></p> <p>Policy &amp; Rider Form #: GLT (2017): 17-GLT          Waiver of Premium: 17-WP GLT          Waiver Plus: 17-WPPLUS GLT          Whole Life Purchase Option: 05-R31GLT          Extended Conversion Rider: 06-R41 GLT          Terminal Illness Rider: 14-TABR TRM</p> <p>In both STP and GPS, please be sure to select <b>Guardian Level Term (2017)</b> to get the latest version of the product</p>															
<p><b>Overview</b></p>	<ul style="list-style-type: none"> <li>Starting November 16<sup>th</sup>, a new version of GLT is available for sale in all approved states</li> <li>GLT is a level term product, providing low-cost, term coverage on the life of one insured to the end of the level term period plus a one-year tail             <ul style="list-style-type: none"> <li>As with the prior version of GLT, this product has fully guaranteed premiums</li> </ul> </li> <li>Guardian's <i>Waiver of Premium</i> and <i>Waiver Plus</i> riders now include an industry-leading, 7-Year Own-Occ definition</li> <li>GLT (2017) features the following riders:             <ul style="list-style-type: none"> <li>Waiver of Premium (<b>Enhanced</b>)</li> <li>Waiver Plus (<b>Enhanced</b>)</li> <li>Extended Conversion Rider</li> <li>Accelerated Terminal Illness Rider</li> <li>Whole Life Purchase Option</li> </ul> </li> <li>Available issue ages for GLT (2017) are:             <table border="1" data-bbox="448 1213 1175 1407"> <thead> <tr> <th><b>Product</b></th> <th><b>Non- Smoker</b></th> <th><b>Smoker</b></th> </tr> </thead> <tbody> <tr> <td>GLT-10</td> <td>18-75</td> <td>18-74</td> </tr> <tr> <td>GLT-15</td> <td>18-70</td> <td>18-70</td> </tr> <tr> <td>GLT-20</td> <td>18-65</td> <td>18-65</td> </tr> <tr> <td>GLT-30</td> <td>18-54</td> <td>18-49</td> </tr> </tbody> </table> </li> </ul> <p>For more details on the product, including issue rules, and policy features and riders, refer to the <a href="#">GLT Product &amp; Rider Guide</a> on <a href="#">Guardian Online</a></p>	<b>Product</b>	<b>Non- Smoker</b>	<b>Smoker</b>	GLT-10	18-75	18-74	GLT-15	18-70	18-70	GLT-20	18-65	18-65	GLT-30	18-54	18-49
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<p><b>State Availability</b></p>	<p><b>At launch, Guardian's 2017 GLT is available for sale in all states except California.</b></p> <ul style="list-style-type: none"> <li>In California, Guardian continues to offer the previous series of Guardian Level Term</li> </ul> <p>A comprehensive list of state approvals can be found on Guardian Online under menu option <a href="#">COMPLIANCE &gt; State Approvals by Product</a></p>															

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<p><b>Transition Rules</b></p>	<p><b>Note:</b> The transition rules have been designed to allow both the previous <b>and</b> new series of GLT for applications submitted through the end of the calendar year.</p> <p><b>Applications Currently in Underwriting:</b></p> <ul style="list-style-type: none"> <li>• Applications currently in underwriting will be issued as applied for unless we receive a written request for the GLT (2017) product: <ul style="list-style-type: none"> <li>○ To apply for the new version, submit a written request along with an updated illustration</li> </ul> </li> </ul> <p><b>Applications Not Yet Submitted:</b></p> <ul style="list-style-type: none"> <li>• Applications received in the home office in good order by <b>December 29<sup>th</sup>, 2017</b> can be issued for either the old or new series product: <ul style="list-style-type: none"> <li>○ Policies are issued as applied for, unless you inform the Life New Business Operations Department of the request to switch to a different series</li> <li>○ Note that illustrations have to match the product series applied for</li> </ul> </li> </ul> <p><b>Paper and E-Applications received and submitted after December 29<sup>th</sup>, 2017 will receive GLT (2017).</b></p> <p>Plan changes to GLT (2017) are allowed per the normal plan change rules, including policies issued prior to product introduction.</p>
<p><b>Term Conversions to Permanent Products</b></p>	<p>Attained Age and Original Age conversions are available per our normal conversion rules.</p>
<p><b>Waiver Plus</b></p>	<p>Waiver Plus on GLT (2017) now includes an enhanced conversion benefit. The policyholder may elect to convert to a product we make available (currently L121) with premiums waived under the following circumstances:</p> <ol style="list-style-type: none"> <li>1. After the insured has been disabled for 5 years consecutively, or</li> <li>2. If the insured is disabled at the end of the level term period</li> </ol> <p>The prior version of Waiver Plus allowed only (2) above.</p> <p>Note that as with the prior series, the Extended Conversion Rider must be purchased when electing Waiver Plus.</p> <p>For a full description of Waiver Plus, please see the <a href="#">Product Guide</a>.</p>

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<b>Illustrations</b>	<p>Illustrations for GLT (2017) will be available beginning on Thursday, November 16<sup>th</sup>.</p> <p>On the Product/Concept screen, if the filter for Approved State is set to "Any", both series of the products will appear. You can run either series if you select "Override state approval table" on the Policy Design screen if prompted. If the filter is set to a specific state, then only the latest approved series will appear.</p>
<b>Compensation</b>	<p>Compensation has changed compared to the prior version of the product. Please see your General Agent for compensation details.</p>
<b>Marketing and Training</b>	<p>Updated marketing materials are available for order through <a href="#">Guardian's Fulfillment Center</a>:</p> <ul style="list-style-type: none"> <li>• <a href="#">Pub4198</a>– Guardian Level Term Product Top 5 Reasons &amp; Highlights</li> </ul> <p>Click <a href="#">here</a> to join us <b>Tuesday, November 28<sup>th</sup>, 2017 at 3:00 p.m. EST.</b> for the <i>2018 Dividend and Life Product Updates</i> WebEx session to learn more about GLT.</p> <p><b>Protection First Prodcast Channel:</b> New podcast interview with GLT Product Manager, Dan Trested. If you <b>already subscribed</b>, refresh your feed over Wi-Fi. <b>Not subscribed? Subscribe now</b> by clicking <a href="#">here</a> for instructions.</p> <p>A review of the GLT (2017) enhancements may be viewed <a href="#">here</a>. Updated technical product resources can be accessed through <a href="#">Guardian Online</a>:</p> <ul style="list-style-type: none"> <li>• <a href="#">Guardian Level Term Product &amp; Rider Guide</a></li> </ul>
<b>Questions?</b>	<p>If you have questions about Guardian Level Term or any of our products, <b>please contact Life Product Services at 1 (800) 871 – 7780, Option 2.</b></p>

Policy and Rider Form Numbers:

17- GLT      05-R31 GLT      14-L121  
17- WP GLT    17- WPPLUS GLT  
06- 4R1 GLT    14- TABR TRM

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