



Vivian Cheng
Senior Analyst, Business Controls

Prudential Financial
213 Washington Street, 18th Floor
Newark, NJ 07102-2992
Tel 973 802-8256 Fax 877-808-6086
vivian.cheng@prudential.com

December 27, 2017

Al Herman
Crump Life Insurance Services, Inc. DbA BB&T Life Insurance Services & Insurenw Direct
4135 North Front Street,
Harrisburg, PA 17110

Re: Discontinuation of MyTerm[®] and MyLegacy[®] product sales effective March 1st, 2018

Dear Al,

Prudential is committed to delivering innovative products that are designed to provide solutions for our customers that meet their needs and demands. It is essential that we continuously evaluate our profile and make strategic decisions that will enable us to bring the best possible product to the marketplace.

With that in mind, we believe it is appropriate to retire our MyTerm[®] and MyLegacy[®] products. Third party sales of these products will be discontinued effective March 1st, 2018.

This letter is being provided in accordance with Section XIX. of the 10/3/2016 between your firm and Prudential and will serve as Notice to remove MyTerm[®] and /or MyLegacy[®] as an Eligible Product in Schedule A effective March 1st, 2018.

Additionally, in accordance with Section XVI. F. of the Brokerage General Agency Agreement dated 3/7/2007 between your firm and Prudential, this letter will serve as Notice to remove MyTerm[®] and /or MyLegacy[®] as an Eligible Product in Exhibit A effective March 1st, 2018.

We look forward to our continued relationship with your organization and to fulfilling our commitment to deliver a best in class variety of products to serve your customers.

Sincerely,

A handwritten signature in cursive script that reads "Vivian Cheng".

Vivian Cheng