



Network News

June 1, 2023

CULG Reprice: AD118 Custom Universal Life Guarantee

Summary

We are pleased to announce several updates to our AD118 Custom Universal Life Guarantee (CULG) product, including:

- Reduced premiums at our best risk classes (Select Preferred and Preferred)
- Lower premiums for face amounts of \$1M+
- Allowing face amounts up to the Company retention limit
- Increased illustration flexibility

These changes will launch with part 1 applications dated June 5, 2023, and subsequent in all jurisdictions.

What's changing

The current economic environment, coupled with lower levels of uncertainty around COVID-19, presents an opportunity for us to make price improvements to CULG. The changes will result in a more compelling value proposition to our clients.

Reduced Premiums at Top Risk Classes and for Face Amounts of \$1M+

Premium reductions average 8-12% for face amounts below \$1M and 9-15% for face amounts \$1M or above. The chart below summarizes average premium reductions by risk class and face amount:

Average Premium Reduction		
Risk Class & Custom Guarantee Expiry Age	<\$1M Face Amount	\$1M+ Face Amount
Select Preferred	-12%	-15%
Age 100	-12%	-15%
Age 121	-10%	-12%
Preferred	-9%	-12%
Age 100	-9%	-11%
Age 121	-8%	-9%

Maximum Face Amount Increased to Company Retention Limits

The maximum face amount for CULG will increase from \$10M to the Company retention limit, as indicated in the chart below.

Issue Age	Retention Limit (\$M)
0-60	\$25
61-65	\$25
66-75	\$15
76-79	\$7.5

Changes to New Business CULG NYLIS Illustrations

We will be removing previously imposed NYLIS limits on funding patterns, allowing you to illustrate:

- **Large single premiums:** We unblocked the maximum single pay funding scenario of 15% of the face amount
- **Short pays:** We also unblocked short pay funding patterns of 1-4 policy years, allowing you to illustrate all premium paying scenarios

For more information

If you have additional questions about our repriced CULG product, please contact your Field Director or Internal Sales Support professional at 888-695-4748, option four.