

## LSW Term Conversion Q&A

Questions	Answers
<i>Are LSW term contracts convertible to permanent insurance?</i>	Yes, the Annual Renewable Term and Level Term, term riders on whole life policies and flex-term riders all have conversion options.
<i>Can term conversions be submitted via eApp?</i>	Yes! eApp is available for term conversion!
<i>What are the contract conversion periods?</i>	<p>The conversion period varies by the term series of the contract. The conversion period for the current term series are listed below. The conversion period for a specific policy can be found in the policy record found in the agent portal.</p> <p>The end of the conversion period is defined as:</p> <ul style="list-style-type: none"> <li>• The 10th policy anniversary for ART and 10-year term plans; or</li> <li>• The 12th policy anniversary for 15-year term plans; or</li> <li>• The 15th policy anniversary for 20-year term plans; or</li> <li>• The 20th policy anniversary for 30-year term plans;</li> <li>• The 10th policy anniversary or age 70 (whichever comes first) for Flex Term Riders</li> </ul>
<i>To which permanent contracts can a term be converted?</i>	An <b>attained age conversion</b> is available at any time during the contract conversion period to a traditional or non-traditional product available at time of conversion (full or limited pay) and the premiums for the new permanent contract will be based on the client's current (attained) age.
<i>Can a policyowner do a partial conversion of their term contract?</i>	Yes, a partial term conversion is an option. The new permanent contract is expected to comply with minimum face amount specifications. The term insurance contract can continue for a minimum of \$50,000.
<i>Can two term contracts on a single insured be converted to one permanent contract?</i>	Yes, two term contracts on a single insured can be converted to one permanent contract.

## Questions

## Answers

<i>Can a term contract be converted to increase an in-force IUL/UL contract?</i>	Yes, a term conversion may be used to increase the face amount of an in-force IUL/UL contract. The conversion cannot be done prior to the IUL/UL contract's first anniversary date and must be done in accordance with the in-force contract provisions.
<i>Can a term contract be converted to an IUL/UL contract with an increasing death benefit without incurring additional underwriting?</i>	Yes, a term contract can be converted to an IUL/UL contract with an increasing death benefit without additional underwriting. Underwriting is required when the face amount of the new contract exceeds the amount of term being converted.
<i>Can a rated term contract be converted to a permanent contract?</i>	Yes, the rating on the term contract carries over to the permanent contract.
<i>Can a term contract be converted to a permanent contract that uses an Additional Protection Benefit (APB) rider?</i>	Yes, term can be converted to IUL or UL contract with a APB blend provided that the combined permanent coverage and APB coverage does not exceed the term coverage.
<i>If the term contract has an Accelerated Benefit Rider (ABR), can the ABR be added to the permanent contract when the conversion takes place?</i>	Barring any State approval conflicts, if the term contract has had the ABR rider it may be added to the permanent contract at the time of conversion.

**Contact Life Sales at 800-906-3310 for additional questions.**

Riders are optional, may be available at additional cost, and may not be available in all states. Receipt of Accelerated Benefits will reduce the Cash Value and Death Benefit otherwise payable under the policy, may result in a taxable event, and may affect your client's eligibility for public assistance programs.

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