

ADMINISTRATIVE GUIDELINES: FEB 13, 2017 OPTERM RATE REDUCTION.

HERE'S WHAT YOU NEED TO KNOW:

New Business Submission and Pending New Business.

- New rates will apply to all new applications. Pending applications will be issued with the most favorable rates.
- Policies recently issued can be considered for reissue, with the new rates, provided the free look period has not expired. To do so, please contact your general agent.

Illustrations.

- Illustration Manager Version 2.5 is now available for download from the Partner Dashboard.
- Illustration Manager quoting engines, including desktop software, MobileSuite and the online version have been updated.
- Third party vendors such as AgentQuote, Compulife, iPipeline, and VitalQuote (Ebix) have been provided with the new rates.

No change to issue ages.

No change to policy fee.

No change to compensation.

Please Download and Replace Marketing Materials.

Marketing materials, which include content that quotes premiums or refers to a rate effective date, have been updated. Please take advantage of the option to post materials that link to our servers; doing so assures that you'll have access to the most current version available.

Marketing materials that can be used to communicate the rate change have been posted to our term microsite and to the Partner Dashboard. You'll find OPTerm under Marketing Materials > Products > OPTerm. New materials have been created to promote Legal & General America's strengths in the term marketplace. If in doubt about whether the piece you're reviewing has already been updated, please look at the numbers at the end of the disclosure paragraph. Updated materials will include 02.13.17 in the form or compliance number revision date. Materials created by Legal & General America can be used without further compliance approval.

[Click here for the state availability list.](#)

THE BIG QUESTIONS:

Any increases? No!

LGA pricing is back at number one, in all the places you sell the most.

THE OVERVIEW:

Effective date: 02.13.17

Companies: Banner and William Penn

Plans: OPTerm Series 10, 15, 20, 25 and 30

Classes: All non-tobacco

Bands: All bands

Issue ages: No change

Policy fee: No change

Compensation: No change

17-007LGA (02.13.17)
Agent version

Legal & General America life insurance products are underwritten and issued by Banner Life Insurance Company, Urbana, MD and William Penn Life Insurance Company of New York. William Penn products are available exclusively in New York; Banner products are distributed in 49 states and in DC. Banner does not solicit business in NY. OPTerm policy form # ICC12OPTN and state variations. William Penn OPTerm policy form #OPTN-NY available only in New York. Premiums are guaranteed to stay level for the initial term period and increase annually thereafter. Premiums quoted include \$60 annual policy fee. Legal & General America premiums based on preferred plus non-tobacco and preferred non-tobacco, preferred tobacco, standard plus non-tobacco and standard tobacco underwriting classes. Rates as of 02.13.17. Additional Insurance Riders, form AIR (1-11) and state variations, can provide temporary life insurance coverage for 10, 15 or 20 years after which coverage ceases. Term riders are not available in all states; issue ages vary from base plan. Children's Life Insurance Rider, form ICC14-CLIR and state variations, can provide life insurance coverage on eligible children. Children's Life Insurance Rider is not available in all states. Two-year contestability and suicide provisions apply. Policy descriptions provided here are not statements of contract. Please refer to the policy forms for full disclosure of all benefits and limitations. For broker use only. Not for public distribution.

**EVERY DAY MATTERS.®
BANNER. WILLIAM PENN.**

