

Term Exchange Program from Empire Life



The Empire Life Term Exchange Program allows customers to exchange their term coverage to a long term without evidence of insurability.

The new initial term period must be at least 10 years longer than the term length of the original coverage.

Original term	Exchange option
Solution ART®	Solution 20, 25, 30
Solution 10®	Solution 20, 25, 30
Solution 15™	Solution 25, 30
Solution 20®	Solution 30®



Highlights

- Partial conversion allowed (subject to minimums)
- 25% FYC paid on the new coverage
- The Solution coverage maintains conversion rights
- Joint coverages and riders are eligible
- No one year waiting period to request conversion

FOR ADVISOR USE ONLY

Insurance & Investments
Simple. Fast. Easy.®



Program details

Term Exchange Eligibility	Details
Available Period	Before 7th coverage anniversary
Insured Age Eligibility	<p>Solution 20: The policy anniversary nearest the insured's 65th birthday (oldest life for joint coverages)</p> <p>Solution 25: The policy anniversary nearest the insured's 60th birthday (oldest life for joint coverages)</p> <p>Solution 30: The policy anniversary nearest the insured's 55th birthday (oldest life for joint coverages)</p>
Coverage Type Eligibility	All new and inforce Single and Joint term coverages and riders
Insurance Amount	<p>The new coverage amount cannot exceed the original coverage amount.</p> <p>The new coverage amount must meet minimum and maximum product issue limit requirements.</p>
Rates	<p>Premiums for the new coverage are based on the life insured's age nearest, premium rates in effect at the time of the exchange and any insurance rating applicable to the life insured under the original term coverage.</p> <p>For a preferred risk class: The same class of risk will apply to the new term coverage provided coverage amount meets the minimum face amount for preferred rates according to the administrative rules at the time of original issue.</p>
Partial Exchange	<p>The client has the option to cancel or retain the balance of the original coverage, provided it is not below the minimum.</p> <p>Both the new coverage and existing coverage must adhere to the issue limits for the plan.</p>
Risk Class	For inforce Solution coverages issued with Elite or Preferred risk class, same risk class will apply to the new Solution coverage provided the new coverage amount meets the Minimum Coverage Amount shown in the table, and other eligibility/issue limits are met. Otherwise, standard risk class will apply.
Compensation	<p>25% FYC will be paid on the new coverage when the new coverage takes effect.</p> <p>No new commission is paid on riders carried over from the original coverage, renewal commission would continue to apply.</p>
Chargeback	Subject to standard chargeback rules as per the commission schedule, if an exchange is completed within the first 2 years.
New Coverage Provisions	Suicide and incontestability provision periods will not be extended to the exchange.
Exclusions and Limitations	<p>The policy cannot be exchanged while premiums are being waived under a waiver of premium benefit rider. This exchange option cannot be extended should it expire while this policy is on waiver.</p> <p>The right to exchange the term of this coverage may only be exercised once.</p>
How to request an exchange in term coverage	Our standard conversion form (INS-872) can be used.
When to submit to Underwriting	<p>Requesting coverage amounts greater than the original coverage amount.</p> <p>Requesting to exchange to Preferred/Elite rates from standard rates and other eligibility/issue limits are met.</p>

With more flexibility than ever, term coverage from Empire Life provides more choices for clients. For more information about this program or about any products from Empire Life, please feel free to call your regional sales representative or visit us at www.empire.ca.

FOR ADVISOR USE ONLY

Empire Life reserves the right to modify this program at any time at their discretion. ® Registered trademark of The Empire Life Insurance Company.

™ Trademark of The Empire Life Insurance Company. Policies are issued by The Empire Life Insurance Company.

The Empire Life Insurance Company

259 King Street East, Kingston, ON K7L 3A8 • 1 877 548-1881 • info@empire.ca • empire.ca

Insurance & Investments – Simple. Fast. Easy.®

INS-765-EN-03/23

