



External Term Exchange Program



**Columbus Life
Insurance Company**

A member of Western & Southern Financial Group

Offer your clients the opportunity to switch from term coverage to high-quality permanent insurance through Columbus Life's **External Term Exchange Program**. This program may be the solution for clients whose term policies are becoming expensive or nearing the end of their level premium period.

Program Highlights

- Face amount \$100,000-1,000,000.
- Issue ages 18-65.
- Term policy rated standard or better and issued between 6 and 60 months of application date.
- Existing term policy in its contractual convertible period.
- Preferred or standard existing policy issued within the last five years.
- Exchange to any permanent Columbus Life plan.

Application Requirements

- Complete, signed state-specific life application package including health questionnaire.
- State-specific replacement forms.
- Signed sales illustration.
- The existing term policy or full duplicate policy, including a copy of the application, must accompany the new application with a completed client services form CL 70.57; originating carrier may require use of their form.

Program Guidelines

- The full amount or a lesser amount may be exchanged; no increases will be considered.
- Partial term exchanges will not be considered.
- Not available for applicants residing in New York.
- Policies issued on a simplified basis, guaranteed issue or as part of any special underwriting or table shave program are not eligible.

- Term policy currently on disability waiver not eligible.
- Term riders on permanent policies are not eligible.
- Modified permanent plans with term "features" will not be considered.
- Policies that are currently collaterally assigned will not be considered.
- Supplemental benefits and riders are not subject to exchange.
- Any policy issued "Standard" with a table rating or flat extra or exclusion rider will not be considered.
- Insured must be US citizen or Green Card Holder.

Issuing the New Columbus Life Policy

- An MIB report, pharmacy check and MVR will be ordered. Any recent activity could nullify the program and require full underwriting.
- The new policy must have the same owner and insured as the existing term policy.
- The Columbus Life policy will be issued according to the rate class of the term policy. The only Columbus Life classes available are standard and preferred. The super preferred class is not available for exchange.
- If the insured has applied to Columbus Life for insurance the Columbus Life underwriting will be used rather than the term policy.
- The maximum is \$1,000,000 total for all Columbus Life policies applied for and in force, but in no case exceeding the existing term policy face amount.
- The new policy will not be eligible for any conversion credit.

For more information or questions about the **Columbus Life External Term Exchange Program**, contact the Columbus Life Sales Desk at 800.677.9696, Option 4, or clsalesdesk@columbuslife.com.



Eligible Carriers

Additional carriers and their subsidiaries may be considered. Contact your underwriter for eligibility details.

- Allstate (Lincoln Benefit Life)
- American General Life Insurance Company
- Ameritas Life Insurance Company
- Aviva
- Axa Equitable Life Insurance Company
- Banner Life Insurance Company
- Genworth Life Insurance Company
- The Guardian Life Insurance Company of America
- Hartford Life and Annuity Insurance Company
- Liberty Life
- Lincoln National Life Insurance Company (First Penn Pacific Life Insurance Company — Jefferson Pilot Life Insurance Company)
- Manulife Insurance Company (John Hancock Life Insurance Company)
- Massachusetts Mutual Life Insurance Company
- MetLife
- Midland National Life Insurance Company (North American Company for Life and Health Insurance)
- Minnesota Life Insurance Company
- Nationwide Life Insurance Company
- New York Life Insurance Company
- Northwestern Mutual Life Insurance Company
- Ohio National Life Insurance Company
- Pacific Life Insurance Company
- Penn Mutual Life Insurance Company
- Phoenix Life Insurance Company
- Principal Life Insurance Company
- Protective Life Insurance Company
- State Farm Life Insurance Company
- Thrivent Financial
- Transamerica Life Insurance Company
- West Coast Life
- Western Reserve Life Assurance Company



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Columbus Life does not give legal or tax advice, and tax laws and regulations are complex and subject to change.
For specific tax information, contact your attorney or accountant.

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