



January 22, 2018

Bulletin 17-162

## New, lower rates on Select-a-Term for face amounts of \$250,000+

We are thrilled to announce new, lower rates on Select-a-Term nationwide (including New York) in certain issue ages and risk classes. We made pricing improvements to face amounts of \$250,000 and above with the focus of those improvements at face amounts of \$500,000 and above.

Here's how strong we are in the \$500,000 and above market<sup>a</sup>:

- Nationwide, nearly 80% of the premium rates rank in the top 2 and 85% rank in the top 3
- In New York, over 80% of the premium rates rank in the top 2 and 90% rank in the top 3

We continue to be focused on you and the needs of your clients with our improved new business turnaround times. Choose Wisely. Choose Select-a-Term.

### Invaluable Flexibility

Select-a-Term offers a unique mix of flexibility and reach:

- Guaranteed level term coverage for 18 durations, including 10-year and 15 through 30 years and now a 35-year term, with renewable coverage until age 95 for older clients
- Select-a-Term remains convertible to the earlier of age 70 or the end of the level term period
- Extended conversion eligibility to the full suite<sup>b</sup> of AGL and US Life products for the first 8 years for 10 year term durations, or the first 10 years for term durations of 15 years and greater
- A competitive conversion credit feature, where a portion of the term premium is applied to the new permanent policy. This feature is available under the same conversion eligibility rules.

### Transition Rules

- New premiums rates available effective **January 22, 2018**.
- Applications issued or conditionally issued before **January 22, 2018** will automatically receive the old product rates.
- Applications issued or conditionally issued **January 22, 2018** or later will automatically receive the new product rates.

### Sales and Marketing Materials

Visit [www.aig.com/termlife](http://www.aig.com/termlife) for more information on the nationwide competitive pricing, superior flexibility of Select-a-Term and other key resources.

For the New York product resources, visit [aig.com/newyorkproducts](http://aig.com/newyorkproducts)

Printed materials are available for order through Forms Depot at [eStation.americangeneral.com](http://eStation.americangeneral.com)

a. Comparison based on 15, 20, 25, 30-year term durations, male and female quinquennial ages 20-75, \$500K and \$1.5M face amounts in non-tobacco underwriting classes (640 cells) against 15 leading competitors (11 In New York) on January 2, 2018. Nationwide denotes the entire country except New York.

b. Select-a-Term may not be converted to a Survivorship Universal Life policy.

Policies issued by: American General Life Insurance Company (AGL), Policy Form Numbers ICC16-16901, 16901, ICC16-16900 and 16900 except in New York, where issued by The United States Life Insurance Company in the City of New York (US Life), Policy Form Numbers 16901N and 16900N. Issuing companies AGL and US Life are responsible for financial obligations of insurance products and are members of American International Group, Inc. (AIG). Products may not be available in all states and product features including rates may vary by state. All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company. They are not backed by the broker/dealer and/or insurance agency selling the policy, nor by any of their affiliates, and none of them makes any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

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## Transition Rules (continued)

- Reissue requests to new rates will not be honored.
- New applications submitted to replace existing inforce coverage with the new rates will not be honored within 90 days of the existing coverage going inforce.

## Illustrations

Select-a-Term is available on Winflex Web and Winflex Desktop. The new rates will be available starting January 22, 2018.

## State Approvals

As of January 22, 2018, the new rates for Select-a-Term are approved in all states.

