



## LIFE PRODUCT CONVERSION TABLE - UPDATED APRIL 2011

Bonus Coverage	Exchange privilege	Rules for Exchange
<b>Bonus Coverage Benefit (BCB) on Term 100 with Values 20 pay option</b>	<p>Single life – bonus coverage can be exchanged to a <b>BCB Term 10 Rider or to a BCB Term 100 no values Rider.</b></p> <p>Joint life or Juvenile insured – bonus coverage will be exchanged only to a <b>BCB Term 100 no values Rider.</b></p>	<p>The Bonus Coverage Benefit (BCB) Term 100 with Values 20 pay option provides 3 years of free insurance for the amount of 50% of the base policy face amount, up to a maximum of \$100,000. After this 3 year period, individual policy holders with the exception of juvenile and joint policy holders can exchange the benefit without proof of insurability at the attained age at the time of <b>exchange</b> to a BCB Term10 rider or to a BCB Term 100 no values Rider.</p> <p>Joint or Juvenile policy holders can exchange at attained age to a BCB Term 100 No Values rider.</p>
Bonus Coverage	Conversion privilege after policy has been exchanged	Rules for Conversion
<b>Bonus Coverage Benefit (BCB) on Term 10 rider</b>	BCB Term 100 standalone policy	Policies that have accepted the BCB T10 rider at time of exchange have the option to convert the rider at attained age to the BCB T100 no Value product. No other product is available for conversion of the BCB T10 rider

The following chart indicates the current products available for conversion for new and existing life policies.

Product Name	Convert To Following Current Products	Rules for Conversion
Term 5 AVG 70	Term 100	Policy provisions will be reviewed for conversion rules.
Term 10 Standard	Term 100 RBC Universal Life™ policy	Policy provisions will be reviewed for conversion rules
Term 10 Plus	Term 100 RBC Universal Life policy	Policy provisions will be reviewed for conversion rules
Term 10 Preferred	Term 100 RBC Universal Life policy	Policy provisions will be reviewed for conversion rules
Term 10 and Term 20 - Feb 2005 to Oct 2007	Term 100 RBC Universal Life policy	<p>Term 10 and Term 20 is convertible prior to insurance age 70 to any permanent life plan offered for conversion by RBC Insurance® at the time of conversion.</p> <p>For joint first-to-die plans, all insureds must convert at the same time, prior to insurance age 70 of the oldest insured under the policy. The joint policy coverage amount will be split evenly amongst each participant. They can convert to a joint permanent plan or to single life plans.</p> <p>Contractually Joint first to Die policies can be converted to Joint first to Die on the same lives and Joint last to Die policies can be converted to Joint last to Die policies on the same lives</p>

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Product Name	Convert To Following Current Products	Rules for Conversion
		<p>If the new permanent plan offers Preferred classes and the conversion occurs within the first 10 policy years, the plan will be converted to the risk class that is the closest equivalent in terms of selection criteria. Otherwise, the plan will be converted to a Standard class. The new plan will be issued at attained age rates.</p> <p>When a partial conversion is requested and a portion of the term coverage is retained, the premium rates for the remaining term coverage will be those of the applicable band. Preferred rates will not be applicable for the remaining term coverage if it is below the \$250,000 minimum. Policy provisions will be reviewed for conversion rules.</p>
Term 10 and Term 20 - post Nov 9, 2007	Term 100 RBC Universal Life policy	<p>Term 10 and Term 20 is convertible prior to insurance age 71 to any permanent life plan offered for conversion by RBC Insurance at the time of conversion.</p> <p>All other rules remain the same as those above for Term 10 and Term 20 Feb 2005 to Oct 2007.</p> <p>Policy provisions will be reviewed for conversion rules.</p>
Term 20 - pre Feb 2005	Term 100 RBC Universal Life policy	Policy provisions will be reviewed for conversion rules
Level Term 20	Term 100 RBC Universal Life policy	Policy provisions will be reviewed for conversion rules
Level Term 65	Term 100 RBC Universal Life policy	Policy provisions will be reviewed for conversion rules
Term 75 Plus	Term 100 RBC Universal Life policy	Policy provisions will be reviewed for conversion rules

**Converting a term policy to Term 100 or RBC Universal Life****Conversions from non-preferred term to Term 100 or RBC Universal Life**

The Term 100 or RBC Universal Life plan will be issued with the applicable standard smoker or non-smoker class.

**Conversions from Preferred Term 10 and Term 20 – pre-2005**

- For class 1 term plans, the plan will be issued with an Optimum non-smoker class.
- For class 2 term plans, the plan will be issued with a Preferred non-smoker class.
- For class 3 term plans, the plan will be issued with a Standard non-smoker class.
- For class 4 term plans, the plan will be issued with a Standard non-smoker class.
- For class 5 term plans, the plan will be issued with a Standard smoker class.
- For class 6 term plans, the plan will be issued with a Standard smoker class.

**Conversions from a 2005 or more recent Term 10 or Term 20**

- If converting during the first 10 policy years, the RBC Universal Life plan will be issued with the original class.
- If converting after the first 10 policy years, the RBC Universal Life plan will be issued with Standard class.

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The following chart indicates the current products available for Term 10 Exchange Option for new and existing Term 10 life policies.

Product Name	Exchange to Following Products	Rules for Exchange
Term 10 policy	Current Term 20	Policy provisions will be reviewed for exchange rules.
Term 10 rider	Term 20 rider available on base policy	Policy provisions will be reviewed for exchange rules.

**MULTIPLE LIVES AND MULTIPLE POLICIES**

The following conversion guidelines for multiple life and multiple single life policies are non-contractual. Each situation will be reviewed on a case-by-case basis and our reinsurers must be contacted for their approval.

Scenario	Conversion Guidelines
One Insured with several policies converting to a single policy	This conversion can be performed without special approvals. <i>However, Greg LaRochelle, Director Ceded Reinsurance Admin must be informed of the conversion prior to proceeding with the conversion.</i>
One insured with a single life policy, converting to a Joint life policy	This conversion cannot be performed
Two or more insureds with individual policies	This conversion cannot be performed
Several Insureds with several policies	Several insureds with several policies with different issue dates, same reinsurer <b>CANNOT</b> convert to a joint policy.  Several insureds with several policies and different reinsurers <b>CANNOT</b> convert to a joint policy.
Two or more lives on same policy	Two or more lives on the same policy under one coverage can be converted to a Joint First to Die or two or more single life policies of equally divided coverage amounts. Two or more lives on the same policy under multiple coverage's (e.g. base plus rider) can only be converted to two or more single life policies.

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