



# Term-2-Term exchange program

More value for you and your clients

The Term-2-Term exchange program gives existing Banner Life customers a valuable option to exchange policies and restart coverage for a longer duration. If the policy meets the eligibility requirements, issue is guaranteed. How's that for a great reason to reconnect with customers? Plus, full commissions will be paid on the net premium increase.

## How the program works

The Term-2-Term exchange program allows Banner Life customers who purchased OPterm 10, 15, 20, 25, 30, or 35 **within the past 48 months** to trade up to a longer duration policy at their current attained age\* with no underwriting. The replacement policy will be a new issue, with full coverage, not adjusted by the duration the original term policy was held.

## No apps needed. No underwriting.

### Complete the guaranteed exchange form

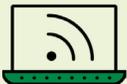
1. Find form LP198 (1-24) on the Forms > Customer Service > Policy Change.
2. State-mandated disclosure forms are also required and the original policy must be returned.
3. Email the completed forms, signed by the owner, to [bannerprogram@lgamerica.com](mailto:bannerprogram@lgamerica.com).
4. Identify the newly exchanged policy with policy number sequence beginning with 25B on Partner Dashboard.

## Why exchange?

Customers sometimes need reminding that coverage needs to last as long as their longest financial burden, that premiums increase with age, and that health issues can affect underwriting decisions. With this conversion alternative, you'll get the coverage you need.

## Exchange program highlights

- **Products** - active Banner Life OPterm 10, 15, 20, 25, 30, and 35 policies with effective dates within the last 48 months. Exclusions apply.\*\*
- **Premiums** - based on attained age, nearest birthday
- **Underwriting classes** - all risk classes, including rated policies
- **Exchange forms** - must be received within 48 months of original policy effective date
- **Commissions** - full commissions will be paid on net premium increase
- **Face amount** - must match original term policy and be within retention limits



For more, visit [www.lgamerica.com/term-2-term-exchange-program](http://www.lgamerica.com/term-2-term-exchange-program)  
or contact your brokerage general agency.

\*The insureds current attained age must be within the exchanged policy issue ages, nearest birthday

\*\*See form LP198 (1-24) to view exclusions

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