



Select-a-Term upgrades!

August 29, 2022

PRODUCT BULLETIN

22-048

Higher Commission Better Term Rates Lower Monthly Modal Factor

HIGHER COMMISSION- 5% More For You!

We have increased the street level commission on all 18 durations of Select-a-Term!

Commissionable writing agents who submit Select-a-Term applications signed August 29, 2022, or after will receive an additional 5% commission in all states except for New York where commissions will remain the same. To confirm your commission schedule, log into Connex and find your schedule under Contracting & Commission, and Agent Lookup.

BETTER Term Rates

Effective August 29, 2022, Select-a-Term is getting repriced in all states except New York where rates will remain the same. There are many great adjustments increasing our position in the top 3 across all terms. Over 96% of cells have lower monthly premiums. Be sure to check out the new 10-15 year rates! See transition rules on page 2.

LOWER Monthly Modal Factor

We have also lowered the monthly modal factor which puts Select-a-Term among the top term products in the market today.

Current Monthly Modal Factor: 0.0850  **New Monthly Modal Factor: 0.0845**

Improved Underwriting

- **Fast:** Underwriting queues coming back into standards
- **Easy:** Increased Term fluidless decisions
- **Simple:** Agent completed Part B for iGO full eApp
- **Clear:** Better communication on offers in Connex and Pending Feeds
- **Reliable** Increased completion of cases as applied for

Marketing Materials

aig.com/termlife

Rapid Rater

aig.com/RapidRater

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Transition Rules

Paper Applications & AG Quick Ticket

- New product rates will be available effective August 29, 2022.
- Applications received in the Home Office prior to September 26, 2022, will manually be given the product with the lowest rates prior to policy issue.
 - **This does NOT apply to previously issued or conditionally issued policies.**
- Applications received in the Home Office September 26, 2022, and later will automatically be given the new product rates.
- Reissue requests to new plan 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.

iGo Full e-Application

- New product rates will be available effective August 27, 2022.
- Applications received in the Home Office prior to September 26, 2022, will manually be given the product with the lowest rates prior to policy issue.
 - **This does NOT apply to previously issued or conditionally issued policies.**
- Applications received in the Home Office September 26, 2022, and later will automatically be given the new product rates.
- Reissue requests to new plan 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. The new rates will not be available until after August 26, 2022 after 4PM CST.