



# Bulletin – Product Development & Management

TransACE® 2012

April 4, 2012

On January 17, 2012, Transamerica announced our newly revised no-lapse guarantee universal life product – TransACE® 2012 available for sale, subject to state availability.

Transamerica continues to provide lifetime guarantees, but now at more competitive premiums. Along with guarantees and lower costs, we have added additional flexibility through the new MultiFlex Surrender Enhancement Endorsement (MSE). The MSE provides clients the opportunity to surrender the policy for an enhanced benefit of 100% of gross premiums paid or 33% of the lowest face amount of the policy. The enhanced surrender value will never be less than the net cash value.

| MSE Guidelines   |  |   |
|--|--|---|
| 15 <sup>th</sup> policy anniversary<br>(60 day period following)   | 20 <sup>th</sup> policy anniversary<br>(60 day period following) | 25 <sup>th</sup> policy anniversary<br>or anytime after |
| The policy owner would receive the lesser of:<br>100% of gross premiums* <b>OR</b> 33% of the lowest face amount** |  |   |

\*Less any refunds, partial surrenders, and any outstanding policy loans.

\*\*Less any outstanding loans, and any partial surrenders that did not reduce the face amount

- The MSE will be included in all TransACE 2012 policies at no additional charge.
- The ACE premium needed to fund MSE is the level premium for ACE to age 100.

In addition to the more competitive premiums in many scenarios and the new MSE, please note the following changes in this version of TransACE:

- The guaranteed minimum interest rate is 1% in most states (2% in Pennsylvania).
- Cash values were reduced.
- Targets were reduced in line with the premium reductions. Targets still exceed the level lifetime guaranteed premiums except at the youngest and oldest issue ages.
- Producer renewal commissions end after the fifth policy year.

For additional information, please contact the Strategic Marketing Sales Desk at 866-545-9058



Transamerica Life Insurance Company

an **AEGON** company

OL 2967 0412

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# TransACE<sup>®</sup> 2012: Available for Sale in Nevada, New Hampshire and Texas

## Transition Rules for Nevada, New Hampshire and Texas:

Completed applications for the TransACE<sup>®</sup> 2010 product must be received in our Cedar Rapids office by close of business on Friday, April 20, 2012.

To be considered a received application, we must have the formal application with all required fields and signatures of necessary parties completed, as well as all necessary attachment forms.

*Note: If ownership is in the process of being determined (e.g., a trust being put in place), a final application may be submitted later if we have the formal application with all other signatures indicating that ownership determination is in process.*

If a TransACE 2010 policy has already been issued but is still in its delivery period, it may be returned for reissue to a TransACE 2012 policy subject to underwriting approval and a new illustration.





# TransACE<sup>®</sup> 2012: Available for Sale in Puerto Rico

## Transition Rules for Puerto Rico:

Completed applications for the TransACE<sup>®</sup> 2010 product must be received in our Cedar Rapids office by close of business on Friday, April 27, 2012.

To be considered a received application, we must have the formal application with all required fields and signatures of necessary parties completed, as well as all necessary attachment forms.

*Note: If ownership is in the process of being determined (e.g., a trust being put in place), a final application may be submitted later if we have the formal application with all other signatures indicating that ownership determination is in process.*

If a TransACE 2010 policy has already been issued but is still in its delivery period, it may be returned for reissue to a TransACE 2012 policy subject to underwriting approval and a new illustration.





# TransACE<sup>®</sup> 2012: Available for Sale in California

## Transition Rules for California:

Completed applications for the TransACE<sup>®</sup> 2010 product must be received in our Cedar Rapids office by close of business on Friday, May 4, 2012.

To be considered a received application, we must have the formal application with all required fields and signatures of necessary parties completed, as well as all necessary attachment forms.

*Note: If ownership is in the process of being determined (e.g., a trust being put in place), a final application may be submitted later if we have the formal application with all other signatures indicating that ownership determination is in process.*

If a TransACE 2010 policy has already been issued but is still in its delivery period, it may be returned for reissue to a TransACE 2012 policy subject to underwriting approval and a new illustration.





# TransACE<sup>®</sup> 2012: Available for Sale in Wyoming

## Transition Rules for Wyoming:

Completed applications for the TransACE<sup>®</sup> 2010 product must be received in our Cedar Rapids office by close of business on Friday, May 11, 2012.

To be considered a received application, we must have the formal application with all required fields and signatures of necessary parties completed, as well as all necessary attachment forms.

*Note: If ownership is in the process of being determined (e.g., a trust being put in place), a final application may be submitted later if we have the formal application with all other signatures indicating that ownership determination is in process.*

If a TransACE 2010 policy has already been issued but is still in its delivery period, it may be returned for reissue to a TransACE 2012 policy subject to underwriting approval and a new illustration.



# TransACE<sup>®</sup> 2012: Available for Sale in Mississippi

## Transition Rules for Mississippi:

Completed applications for the TransACE<sup>®</sup> 2010 product must be received in our Cedar Rapids office by close of business on Friday, May 18, 2012.

To be considered a received application, we must have the formal application with all required fields and signatures of necessary parties completed, as well as all necessary attachment forms.

*Note: If ownership is in the process of being determined (e.g., a trust being put in place), a final application may be submitted later if we have the formal application with all other signatures indicating that ownership determination is in process.*

If a TransACE 2010 policy has already been issued but is still in its delivery period, it may be returned for reissue to a TransACE 2012 policy subject to underwriting approval and a new illustration.