

IT'S BACK!!!!



Old Mutual External Exchange Program

Old Mutual is pleased to reintroduce our **External Exchange Program**, which includes both of our great Indexed Universal Life products!

OMLife-Choice: Great liquidity - no per thousand charges.

OMLife-Elite: High targets, interest rate bonus, variable loans.

Now, clients who have purchased **fully underwritten term, universal life, variable life or variable universal life insurance policy in the last five years** will have the opportunity to exchange their current policies into their choice of the OM Financial Life Insurance Company IUL products listed above with minimal underwriting (no medical examination, no urine, no blood).

Visit SalesLinkSM today to access Old Mutual's External Exchange Bundle (OMC06721) to learn more about this exciting opportunity, and to help your clients into one of the IUL products from Old Mutual!



Policies issued by OM Financial Life Insurance Company, Baltimore, MD.

Old Mutual[®] is the marketing name of OM Financial Life Insurance Company, and in NY only, OM Financial Life Insurance Company of New York, Old Mutual plc companies. Each Old Mutual company is solely responsible for its contractual commitments.

Issuance of the policy may depend upon answers to health questions stated in the application. Replacing a client's insurance coverage may result in penalties and surrender charges, which may be substantial. Subject to state availability. Certain restrictions may apply. These products are offered on a group or individual basis as determined by state approval.

External Exchange Program



OLD MUTUAL'S EXTERNAL EXCHANGE PROGRAM

Old Mutual's External Exchange Program allows prospective clients to purchase an OMLife-Choice IUL or OMLife-Elite IUL policy provided that he/she purchased a fully-underwritten life insurance policy from an eligible carrier (see listing on the bottom of page two) within the last five years.

The Process is Simple

If a client was issued a term, UL, IUL, VUL policy in the last five years with an underwriting class of standard or better from an eligible carrier, Old Mutual will issue a new OMLife-Choice IUL or OMLife-Elite IUL policy with the same or lesser face amount at the comparable underwriting class, subject to the terms and conditions outlined in this document.

This is a remarkable opportunity to get your clients into one of our great new products!

Here are just a few of the benefits:

- No medical examination
- No blood
- No urine
- Full commissions

Just send the **original** existing policy from the other carrier. Photocopies of the original policy will not be accepted. The **original** existing policy must also include a **copy of the application and medical examination**. In order to be valid for an exchange, a medical examination must have taken place at the time the policy was underwritten.

Old Mutual will NOT exchange policies that resulted from a guaranteed issue, conversion or exchange situation.

Applicants also need to fill out an OM Financial Life insurance application, including the medical questions. Old Mutual will examine the application and check the applicant's record on the MIB. If a medical condition or impairment appears since the original policy was issued, full medical underwriting may be required.

Please note that this exchange opportunity involves the replacement of an insurance policy. It must be in the consumer's best interest and is subject to the appropriate state regulatory requirements.

Initial Premium Draft Available

To further simplify the exchange process, Old Mutual will allow the initial payment to be drafted for the Exchange Program. To request this option, please write "**Please draft initial premium upon activation**" on the EFT authorization portion of the application. This statement must be legible and must be inserted above the client's signature. Clients who select this option should be advised to set funds aside in the specified account for the initial draft.

External Exchange Program



What We Need to Issue the Business

Here is a checklist of what must be submitted and the limitations on the program:

Must Submit	Limitations
Original of existing policy, including a copy of the application and medical examination.	Medical examination must have taken place within the last five years.
Completed OM Financial Life insurance application.	No guaranteed issue, conversion, or exchange policies are eligible.
Letter requesting cancellation of existing policy.*	MIB will be checked.
Completed applicable state replacement form.	Attained age must be 60 or lower.
Initial premium or pre-authorized check (PAC) information, including voided check or deposit slip.**	Face amounts must be \$500,000 or lower. Minimum of \$50,000 for OMLife-Elite; \$100,000 for OMLife-Choice.
Completed Exchange Program Transmittal form. See attached.	We will issue waiver of premium and Accidental Death Benefit (ADB) if the existing policy has those riders.
	We will not issue Disability Income Rider coverage under this program without a fully-completed application and additional underwriting requirements.
	All other existing riders, if available, will be transferred at Old Mutual's discretion.
	No substandards or flat extras accepted.
	Carrier of existing life insurance policy must not be on our ineligible carrier list

*Letter should be addressed to existing life insurance carrier, requesting cancellation of the applicable life insurance policy and any associated bank drafts. Letter should be dated one month after the OM Financial Life application is signed. The letter must be signed by the policy owner and co-owner (where applicable). Letter may be handwritten by the applicant, or they may use the form attached.

**Initial premium draft is available with the Life Insurance Exchange Program. To qualify, agents must have the client complete the EFT Authorization Form which is part of the OM Financial Life insurance application. On this form, above the client's signature, "Please draft initial premium upon activation" must be legibly written.

Ineligible Carrier List

Ineligible carriers include the following:

OM Financial Life	Empire General	State Life
Americom Life	Primerica	The Midland
United of Omaha	Conseco Life	US Financial
Manhattan National	Merit Life	John Hancock
Guaranteed Trust	Lincoln Benefit	

External Exchange Program



Clarifications About the Program

- We will require that the existing policy be terminated thirty (30) days after we issue a new policy under this program. We will ensure this happens by submitting the applicant's request for policy cancellation letter to his/her existing life insurance carrier thirty (30) days after the policy effective date of the new Old Mutual policy. **Important Note:** Applicants are completely responsible for deciding whether or not to allow their existing policy to lapse prior to the submission of their cancellation request letter thirty (30) days after the new Old Mutual policy is issued.
- If the premium class on the existing policy is a preferred or super-preferred class, we will issue our policy with a Preferred Nontobacco or a Preferred Tobacco class. If the premium class on the existing policy is a standard class, we will issue a policy with a Nontobacco or Tobacco class.
- Tobacco/Nontobacco rating will be based upon the tobacco usage questions on the OM Financial Life insurance application.
- We have the right to contest the policy based on the answers recorded on our application, but we do not have any right to contest the policy based on the answers to the questions on the existing policy's application.
- Original of existing policy will be returned to policyholder if the case is closed prior to policy issuance. Agent will receive copy of the closeout letter.

How Agents Get Started

To take advantage of this exciting opportunity, all agents need to do is log on to SalesLink to obtain this bundle and get started today! Please direct any questions you may have to sales.marketing@omfn.com.

Underwriting Requirements on SalesLink

On your Exchange Program policies, you may notice that underwriting requirements appear immediately after the application is received by our New Business Unit. These standard requirements will remain until an underwriter has reviewed the new application and the exchanged policy's application and medical results. A note will be added to allow you to identify your Exchange Program business from your non-exchange business.

ANOTHER GREAT SALES OPPORTUNITY FROM A GREAT LEADER IN THE LIFE INSURANCE INDUSTRY

Form Numbers: OMLife-Choice, FGL EIUL (4-03), et al. OMLife-Elite, OMFL HCV IUL (1-07), et al.
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