



2010 Rate Series II

New Sales

Plans Impacted by rate decrease: T-20 and T-30 PPNN and PNN; Band II and III ONLY; Certain Ages

- **February 15, 2010: New rates are available for quoting.**
- **March 1, 2010: New rates available for issue**
- ***February 15, 2010 through March 1, 2010:** We will automatically hold all applications for issue until **March 1, 2010**, if they meet the above criteria by Plan, Band and Age. Please notify records@sbli.com or contact the case coordinator if you prefer not to delay the issue until **March 1, 2010**. Since there is no rate impact on all others, they will continue to be issued upon approval.

***If the application was received in January 2010 and we have not been notified to proceed with the issue, the commission will be paid as earned.**

2009 Rates

- **February 15, 2010 up through April 20, 2010:** -- Applications still in process and eligible for the 2009 rates (based on signature date equal to or prior to **December 18, 2009**) will be issued with 2009 rates.

Reissues/Redates:

All policies previously issued with January 2010 rates and are requesting reissue based on 2010 Rate Series II (and are part of Plans Impacted) , can not be processed until **March 1, 2010**, and must have an issue effective date of **February 15, 2010** or greater.

Please Note: Policies that were issued prior to March 1, 2010 and are requesting a reissue based on 2010 Rate Series II *may have* a commission impact.**.

****Commissions:**

Plans affected: T20, T25, and T30

12/18 and 12/31/09: Applications received between these dates and subsequently request a reissue in order to receive the 2010 rate series II must have an issue effective date of 2/15/10 or later, resulting in the following commission impact:

Based on original issue:

- Commission originally paid at rate of (105%)
- Commission annualized

Reissue effective: 2/15/10:

- Commission paid at 100%
- Commission “as earned”

Plans affected: All

1/1/2010 and 2/1/2010: Applications received between these dates and subsequently request a reissue/redate in order to receive the 2010 rate series II must have an issue effective date of 2/15/10 or later, resulting in the following commission impact:

Based on original issue:

- Commission annualized

Reissue effective: 2/15/2010

- Annualized commissions chargedback with “as earned” repaid