

**Transition rules – applicable to universal life insurance applications**

New rates in the illustration software Zoom version 13.2 will be in effect Sept. 17, 2012.

- There will be no exceptions to the rules stated below, including extensions to the final placement date.
- We are unable to accept applications sent by fax or email.
- All requests for product changes or increases in coverage during underwriting will be at **new** rates.
- All requests for reissues will be at **new** rates.

Placed means all delivery requirements have been received in Canada Life head office

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| <b>New applications / policy changes / conversions</b> | <b>Applications received in Canada Life head office from Aug. 15, 2012 to Sept. 17, 2012 at 5 pm EST</b> | To be eligible for old rates, all requirements (including evidence), must be received in Head Office on or before Dec. 7, 2012.<br><br>All policies must be placed no later than 30 days after issue.  |
| <b>Pending applications</b>                            | <b>Applications pending in Canada Life head office on or before Aug. 14, 2012</b>                        | To be eligible for old rates, all requirements (including evidence) must be received in Head Office by the earlier of six months after the application signed date and Dec. 7, 2012.<br><br>All policies must be placed no more than 30 days after issue.  |
| <b>Requests for changes:</b>                           | <b>Allowed at old rates</b><br><br><b>Not allowed at old rates</b>                                       | Decreases with an updated signed illustration will be allowed.<br><br>Any re-opening of an application previously closed, declined or postponed will be at new rates.<br><br>Any other changes requested, (during or after underwriting) such as requests to change the cost of insurance, current dating, or adding benefits, will be at new rates.<br><br>Any requests for increases will be at new rates. |