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## PRODUCT

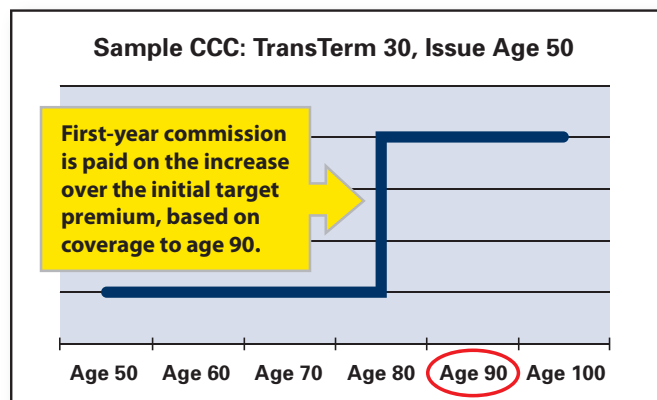
TransTerm<sup>SM</sup>

### Coverage Continuation Compensation (CCC)

Transamerica Life Insurance Company's (TLIC) new TransTerm<sup>SM</sup> UL policy offers the best of both worlds: initial cost-effective, term-like premiums, with the flexibility for the policy owner to extend to lifetime coverage, if needed. And now, based on the guidelines below, producers may have the opportunity to be paid additional full first-year commission if coverage is extended beyond the initial level premium period.

### TransTerm's Coverage Continuation Compensation (CCC) Program Guidelines

1. Producer compensation under the CCC program is a one-time commission payment on the initial increase in premium (i.e. the difference between the increased premium and the initial target premium).
2. The increased premium must be in an amount sufficient to provide guaranteed coverage to the insured's age 90.
3. First-year CCC compensation is calculated on the difference between the new level planned premium to insured's age 90 and the original target.
4. CCC must be exercised (i.e., the policy owner must begin paying premium at the increased rate and the required documents must be submitted) before the end of the planned initial level premium period or the insured's 70th birthday (75th birthday—Preferred Plus), whichever occurs first.
5. Compensation will be paid to the producer who submits the requested CCC form, new inforce illustration and increased premium.



### CCC Requirements

- A completed and signed CCC form, an inforce illustration and increased premium payment for one modal premium must be submitted before the end of the TransTerm initial level period (or, if earlier, before the applicable age limit for the insured, as described above) to be eligible for compensation.
- The inforce illustration must show the increased premium payable in level amounts sufficient to guarantee coverage to at least the insured's age 90.

## Questions & Answers

- ***What if the policy owner chooses a premium payment other than a level premium scenario after the initial planned level premium?***

First-year CCC compensation is calculated on the difference between what would be the level planned premium to insured's age 90 and the original target. We would pay no CCC compensation if the increase in billed premium is less than the level planned premium to insured's age 90.

- ***What if the policy owner reduces their face amount?***

First-year CCC compensation is still calculated on the difference between the new level planned premium to insured's age 90 applicable to the new face amount and the original target from the original face amount.

- ***How do I determine what the CCC will be on the policy?***

An inforce illustration may be requested showing the new level planned premium to the insured's age 90. To obtain the compensated premium amount, subtract the original target premium from the new level planned premium to the insured's age 90.

- ***Is there a cap on CCC compensation?***

Yes, first-year compensation is capped. First-year compensation applies only to the amount of the increase of premium to level premium payments to insured's age 90.

- ***What happens if the client decides to lock in their lifetime premium before the initial level period ends?***

If all requirements (CCC form, new level premium payment and Inforce illustration) are submitted at that time, the servicing producer will be compensated. Otherwise, the CCC will be forfeited.

- ***What if I am not the original producer?***

CCC first-year type commission and other first-year type compensation will be payable to the general agent and producer submitting the CCC requirements to TLIC including the servicing agent change request.

- ***Is there a chargeback period?***

Yes, at least two years of premium must be paid at the required level towards the continued coverage period or there will be a chargeback of 100% of compensation paid under the CCC program.

- ***Can the CCC be exercised on just part of the policy?***

No, the CCC may only be exercised once on the entire policy. A partial exercise is not allowed.

**For additional details on TransTerm, please contact your Transamerica representative or Transamerica's Strategic Marketing Sales Desk at 866-545-9058.**

TransTerm<sup>SM</sup> is non-participating, flexible premium universal life insurance issued by Transamerica Life Insurance Company, Cedar Rapids, IA 52499. Policy Form Nos. ICC10-410, ICC10-415, ICC10-420, ICC10-425, and ICC10-430 respectively. **Higher premiums may be necessary to maintain coverage starting at the end of any planned level premium period, and payment at any time of premiums that are insufficient to continue coverage may result in termination of coverage.** Policy forms and numbers may vary and these policies may not be available in all jurisdictions. Insurance eligibility and premiums are subject to underwriting.

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