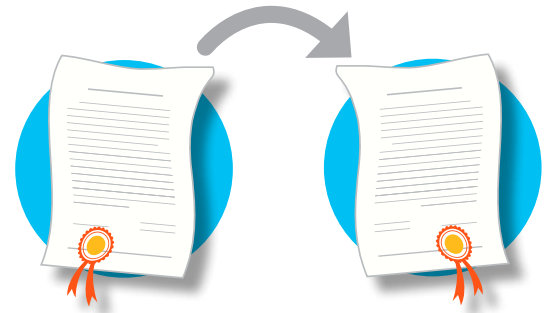


Full and Partial Term Conversion Guide



Conversion Premium Credit:

- Premium paid in year of conversion can be credited to a new policy through the 5th policy anniversary.
- Premium credit is prorated in the first policy year. A conversion in policy years two through five receives a credit equal to 100% of premiums paid in the year of conversion.
- Not available with annual renewable term conversions to level term.

| | | Issue Ages 18-55 | Issue Ages 56-60 | Issue Ages 61-65 |
|-----------------------------|--------------------|---------------------------------|------------------|------------------|
| Annual Renewable Term (ART) | → 20 Year Term | ✓ Within 3 years | ✗ | ✗ |
| | → 30 Year Term | ✓ Within 3 years (up to age 50) | ✗ | ✗ |
| | → Permanent Policy | ✓ Within 10 years | ✓ Before Age 65 | ✓ Within 5 years |

| | | Issue Ages 18-55 | Issue Ages 56-60 | Issue Ages 61-70 |
|----------------------------|--------------------|-------------------|------------------|------------------|
| 10-Year Level Premium Term | → Permanent Policy | ✓ Within 10 years | ✓ Before Age 65 | ✓ Within 5 years |

| | | Issue Ages 18-50 | Issue Ages 51-60 | Issue Ages 61-65 |
|----------------------------|--------------------|-------------------|------------------|------------------|
| 15-Year Level Premium Term | → Permanent Policy | ✓ Within 15 years | ✓ Before Age 65 | ✓ Within 5 years |

| | | Issue Ages 18-45 | Issue Ages 46-60 | Issue Ages 61-65 |
|----------------------------|--------------------|-------------------|------------------|------------------|
| 20-Year Level Premium Term | → Permanent Policy | ✓ Within 20 years | ✓ Before Age 65 | ✗ |

| | | Issue Ages 18-35 | Issue Ages 36-50 | Issue Ages 51-65 |
|----------------------------|--------------------|-------------------|------------------|------------------|
| 30-Year Level Premium Term | → Permanent Policy | ✓ Within 30 years | ✓ Before Age 65 | ✗ |

NOTES:

- The conversion period to a permanent policy will not be less than five years.
- The owner may convert to any permanent policy available for conversion offered by American National at the time of conversion.
- Policies are issued on an Age Nearest basis. If the insured's birthday falls within six months after the policy issue date, the policy will be issued at the older age.
- Conversions of Signature Term Simplified Issue (SI) are allowed within the first 5 years or prior to the insured reaching age 65. Signature Term SI policies can only convert to permanent SI products.

This reference guide summarizes the process of converting an eligible term life insurance policy at American National. All forms are available on the IMG website (img.anicoweb.com). Please contact the IMG Field Support Center if you have any questions.

Required Paperwork:

| Converting to: | Policy Change Application | USA PATRIOT Act Form | Full Signed Illustration or Illustration Acknowledgment | Supplemental Application |
|------------------------|---------------------------|----------------------|---|--------------------------|
| Indexed Universal Life | ✓ | ✓ | ✓ | ✓ |
| Universal Life | ✓ | ✓ | ✓ | |
| Whole Life | ✓ | ✓ | ✓ | ✓ |
| Term Life | ✓ | | | |

Tips for Completing the Policy Change Application:

Sections Required for Conversion:

Page 1:

- Name and Policy Number
- If converting a child or spouse term rider, complete Section 1 in full

Section 5:

- Present Plan and face amount
- New Plan and face amount
- "If partial coverage, will original policy remain in force?": check yes or no
- "Death Benefit Option": check A, B, or C if applicable
- If converting a child or spouse term rider, provide beneficiary and owner information

Section 6:

- Include any riders that are to be added to the new policy by marking "A" (Please note that any riders that increase the policy over the original coverage amount will require evidence of insurability)
- Include any riders that will be converted from the original policy by marking "C"

Section 13:

- Complete this section in full

Section 14:

- Please include any notes or miscellaneous information in this section

Section 15:

- Insert desired billable premium into section 15A (for universal policies)
- Include the mode and method of payment.

Section 16:

- Include banking information, if applicable, or note that banking is to remain the same as the original policy

Page 5:

- Date the application, and include the city and state
- Sign as the agent, and include your PC#
- Have insured and owner sign, if applicable. If the insured is not the owner, both the owner and insured must sign the application. If the insured is under the age of majority in the issue state, then the insured's parent or legal guardian must sign for the insured.

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ART Conversions

ART policies may be converted to term or permanent policies

- If converting to a term policy, only a full conversion is allowed.
- If converting to a permanent policy, partial and full conversions are allowed.

Miscellaneous Conversion Specifications

- Conversion policies are always issued at the attained age.
- All conversions must be "one for one". Multiple term coverages cannot be combined for conversion.
- Premium waiver riders, child term riders, and accelerated death benefit riders in force under the original term policy, and available for use under the new policy, will be included in the new policy. (Please see instructions for completing Section 6 of the Policy Change Application).
- Conversion credit is available to all conversions to permanent policies, if it is within the conversion credit expiry date.
- Conversion credit may be used towards the cash value or premiums for all universal life policies. For whole life policies, this credit may only be used toward premiums. If a preference is not specified on the Policy Change Application for universal life policies, this credit will be automatically added to the cash value.
- If corrections on the application are requested and the insured is not the owner, the insured must initial if over the age of majority in the issue state. If under this age, the insured's parent or legal guardian must sign.

**For more information, contact the
Marketing Field Support Center**

888-501-4043, option 1

Form Series ART12; ART12R(NY) (Forms may vary by state)

American National Insurance Company, headquartered in Galveston, Texas is licensed to conduct business in all states except New York. Business is conducted in New York by American National Life Insurance Company of New York, (Glenmont, New York). Each company is responsible for only the products and services it issues.

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