

## Coming soon: Max Accumulator+ II IUL & updates. Effective November 21, 2020.

Beginning November 21, 2020, **Max Accumulator+ II** - now with new rates and enhancements to Non-med Underwriting program to improve customer experience. This accumulation-focused index universal life (IUL) product will have adjusted cap rates, bonus calculations and max illustrated rates to comply with AG 49-A (refer to [Bulletin 20-090](#) for more about AG 49-A). After the change, Max Accumulator+ II will continue to offer competitive cash value accumulation and income distribution potential particularly for issue ages 35 to 55 with attractive targets.

### What's changing.

- **New Rates:** See summary in the chart below.
- **Other Product and Illustration Changes:**
  - Max Illustrated Rates on index accounts will reflect AG 49-A compliant rates using current caps and participation rates.
  - Along with the index account and illustrated rate changes, there will also be adjustments to premium loads and other monthly expenses.
  - Participating loan charge rate will be reduced from 5% to 4.5%.
  - Illustrated participating loan and credit rate spread limit will be limited to 0.5% (down from 1%) pursuant to AG 49-A requirements.
  - **New Early Cash Value Rider:** This optional rider will improve cash surrender value in early policy years. It is available only to business sponsored or premium finance cases and will require additional financial and suitability review by Underwriting and Advanced Sales.

Index Interest Account Type	Guaranteed Minimum Interest	Cap Rate	Participation Rate	Maximum Illustrated Rate	Current Acct Value Enhancement (Policy Yrs 6+) <sup>1</sup>
ML Strategic \Balanced Index	0.00%	NA	110%	6.16%	0.65%
PIMCO Global Index	0.00%	NA	80%	6.16%	0.30%
S&P 500 High Bonus Rate Index	0.25%	7.75%	100%	5.08%	0.60%
S&P 500 High Cap Rate Index	0.00%	10.00%	100%	6.16%	0.10%
Declared Interest	2.00%	NA	NA	2.00%	0.10%

<sup>1</sup>Minimum guaranteed account value enhancement is 0.10%

### Important Dates.

- **November 20:** Application must be received in good order on or before this date to be eligible as an old product and illustrate under current AG 49-A rules.
- **November 21:** Applications received on or after this date will be considered an application for a new product and illustrate under AG 49-A rules.

### Interest rate changes.

In addition, starting November 21, our current IUL products (Max Accumulator+ and Value+ Protector) as well as other inforce IULs will have changes to the interest crediting rates and cap/participation rates to reflect the current market environment. Please refer to the [interest rate flyers](#) (login required).

### State Availability.

All states, except New York.

### Resources.

- AG 49-A [Bulletin 20-090](#)
- AG 49-A [Training](#)
- Non-med Expansion [Bulletin 20-083-LB](#)

>> See next page for details on [transition rules](#).

### Other changes and enhancements.

- **Non-Medical Underwriting is increasing the Death Benefit limit to \$1 Million on Max Accumulator+ II** and Underwriting classes are changing to Standard up to Preferred Plus. In addition, a Vendor-completed tele-interview is now required to qualify for Non-medical Underwriting – [See Bulletin 20-083-LB](#) for more details.
- **IUL Annual Statements: *We heard you!*** Effective November 2020, we are making [enhancements to all new and in-force Max Accumulator+ policy Annual Statements](#) to make it easier for you and your clients to understand their index returns.

### Transition rules.

#### Paper Applications

- New IUL products are effective **November 21, 2020**.
- Applications received on or after **November 21, 2020** will be considered applications for new products and illustrate under AG 49-A rules.
- Starting **4:00 PM CDT on November 20, 2020** only the **new product** will be available in Winflex.
- To be eligible as an old product and illustrate under current AG 49-A rules, applications must be received in good order on or before **November 20, 2020**.
- Applications for the old product must be in force and funded by January 29, 2021. Otherwise, an illustration for the new product that reflects the new AG 49-A max illustrated rate will be required.
- Reissue requests will not be honored.

#### 1035 Exchanges

- Funding for 1035 exchanges for applications received before November 20, 2020 must be received from the transferring carrier no later than January 22, 2021. If funds from the transferring carrier are received after January 22, 2021, a new AG 49-A compliant illustration will be required and the policy will be issued with the new product.
- Additional option: Alternatively, the insured may pay the minimum initial out-of-pocket premium by January 22, 2021, to continue toward issuance of the policy with the old product.

**Note:** If this option is taken, any funds subsequently received from the transferring carrier after January 22, 2021 will be applied to the policy as a lump-sum payment at the time of receipt. Funds received from the transferring carrier in this scenario will not be applied as initial premium.

[Continue >>](#)

### Transition rules (continued...)

#### AG Quick Ticket

- New IUL products are effective **November 21, 2020**.
- Applications submitted via Quick Ticket by **November 20, 2020** will receive the **old product** if AIG receives the application **in good order** by **December 7, 2020**.
- Applications submitted via Quick Ticket by **November 20, 2020** will receive the **new product** if AIG receives the application **in good order** after **December 7, 2020**.
- Applications submitted to AIG via Quick Ticket on or after **November 21, 2020** will automatically receive the **new product**.
- Applications for the old product must be in force and funded by January 29, 2021. Otherwise, an illustration for the new product that reflects the new AG 49-A max illustrated rate will be required.
- Reissue requests **will not** be honored.

#### iGO full eApp

- Per compliance, new AG 49-A rates are applied for this IUL product. Please start a new case from the Case information screen and attach a new illustration.
  - PDF Retrieval for older cases:**
    - **For IUL cases started before November 20** - you will get blocker message and as a reference you can view the older case PDF from “My Cases” screen
    - **For IUL cases unlocked after November 20** - you will get blocker message and as a reference you can view the older case PDF from “My Cases” screen
    - **For IUL cases Locked before November 20** - you will be able to complete signatures and submit the case to AIG within 15 business days
- Applications for the old product must be in force and funded by January 29, 2021. Otherwise, an illustration for the new product that reflects the new AG 49-A max illustrated rate will be required.

Policies issued by American General Life Insurance Company (AGL), Houston, TX. Policy Form Numbers: ICC19-19646 19646; Rider Form Numbers: ICC15-15994, 15994, 15994N, ICC15-15600, ICC13-13601, ICC18-18012, ICC16-16420, ICC14-14002, 14306, 07620, ICC15-15997, ICC15-15996, ICC18-18004, ICC15-15271, ICC15-15274, ICC15-15273, ICC18-18276, except in New York, where issued by The United States Life Insurance Company in the City of New York (US Life), Policy Form Number: 19646N, 19646NU; Rider Form Numbers: 17600N, 13601N, 14012N, 16420N, 14002N, 07620N, 15996N, 15274N, 15272N. Issuing companies AGL and US Life are responsible for financial obligations of insurance products and are members of American International Group, Inc. (AIG). All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company. Products may not be available in all states and product features including rates may vary by state. Please refer to your policy. © AIG 2020. All rights reserved.

