

# Individual Insurance

## Bulletin

### Sun Life Financial Announces Termination of Current Term Portfolio

Sales of current term products offered by Sun Life Assurance Company of Canada declined significantly in the last year and consequently Sun Life Financial will discontinue new sales of the SunTerm10, SunTerm20 and SunART term products in the U.S. effective December 31, 2004.

It is important to emphasize that the term policyholders' contractual rights remain unchanged by this decision. Although we will no longer be accepting new business, we are committed to maintaining our high quality customer service for in-force policyholders.

### Transition Guidelines

This decision may impact cases on which you are currently working, but have not yet submitted. The following transition rules and timeline will apply to those cases:

- ▶ Formal applications must be dated on or before **December 31, 2004** and received by **January 30, 2005** to be accepted.
- ▶ Formal applications for pending trial and informal inquiries must be dated on or before **December 31, 2004** and received by **January 30, 2005** to be accepted.
- ▶ All cases must have the underwriting process completed by **April 30, 2005**. All cases with outstanding underwriting requirements at that time, will be closed. No cases will be re-opened after **April 30, 2005**.
- ▶ All policies must be issued and settled by **June 30, 2005**.

All applications and requirements should be submitted to:

Sun Life Financial Term Center  
421 South 9th Street, Suite 222  
Lincoln, NE 68508  
Fax: (800) 827-3228

*Please continue to submit all in-force requests for policies beginning with SC to the Sun Life Financial Term Center in Lincoln, NE.*

**IMPORTANT:** While we are no longer accepting new Term business, Term rates will continue to appear on the current version of the illustration system, SunSolutions Plus 10.3.1, until the release of the new version in February 2005.

As always, your business and ongoing support is appreciated. If you have any questions, please call Elizabeth Nowakowski at 1-800-432-1102 x 2388.