

Sun Life Financial announces revised multi-product individual life insurance application

Sun Life Financial is pleased to introduce a revised multi product individual life insurance application. The revised application is similar to the current application (form no. 14-650), however, it is quicker and easier for you to complete.

The revisions include:

- A new revised application form no. 14-750.
- The addition of a **new Medical Certification section** to the 14-750 application which eliminates the current procedure of having a Sun Life Non-Med Part II policy issue requirement when a Paramed or MD Exam completed for another insurance company is submitted.
 - A Sun Life Non-Med Part II will no longer be required when another company's Paramed or MD Exam is submitted as long as the proposed insured(s) can truthfully provide an affirmative answer in the Medical Certification section of the application and the other company's exam is no more than 180 days old measured from the date the application is signed.
- A **stand alone Medical Certification form** (form no. 14-272) is available for use in these situations:
 - where the Medical Certification section of the application was not completed;
 - for cases submitted using the 14-650 application; or
 - for *medical issue* Sun Executive cases submitted with the 45-11 application.

As with the Medical Certification section of the application, if the proposed insured(s) can truthfully provide an affirmative answer to the Medical Certification and the other company's exam is no more than 180 days from the date the application is signed, then a Sun Life Non-Med Part II is not required.

The new 14-750 application and 14-272 Medical Certification form will be available on our www.sunlifesales.com and from iPipeline, AgencyWorks, and Quik Forms.

Transition guidelines

Formal applications received on or after July 5th, 2010 must be submitted using the new 14-750 application if approved by the contract state.

For states in which the 14-750 application is not yet approved, please continue to submit formal applications using the 14-650 application. Once approved the new 14-750 application will be required for all new applications received the later of July 5th, 2010 or 2 weeks after the date of state approval. Please visit www.sunlifesales.com for current state approvals.

Exception: Please continue to use the specific application forms (Forms 45-11, 45-12, 45-13, and 45-13 XGI) for all Sun Executive product business.

Universal life insurance products are issued by Sun Life Assurance Company of Canada (Wellesley Hills, MA), and variable universal life insurance products are issued by Sun Life Assurance Company of Canada (U.S.) (Wellesley Hills, MA). In New York, universal and variable universal life insurance products are issued by Sun Life Insurance and Annuity Company of New York (New York, NY). Variable products are distributed through Sun Life Financial Distributors, Inc. All are members of the Sun Life Financial group of companies. All guarantees are based on the claims-paying ability of the issuing company.

**NOT FDIC/NCUA INSURED • MAY LOSE VALUE • NO BANK/CREDIT UNION GUARANTEE • NOT A DEPOSIT •
NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY**

© 2010 Sun Life Assurance Company of Canada. All rights reserved. Sun Life Financial and the globe symbol are registered trademarks of Sun Life Assurance Company of Canada.

SLPC 21941 (05/10) Exp. 05/12

FOR PRODUCER USE ONLY. NOT FOR USE WITH THE PUBLIC.

2 of 2