

# Product & Service Notice



Date: Nov. 17, 2021  
To: Ameritas Field Associates  
RE: 2021 Life Insurance Product Revisions  
Transition Guidelines

Memo Number: PS4335  
Product Area: Life Insurance

**Summary: Effective Jan. 1, 2022, Ameritas will launch revised versions of select life insurance products to comply with the 2022 nonforfeiture requirements. The current versions of all products will be available for issue dates through the end of 2021, while revised versions will be available for issue dates of Jan. 1, 2022 or later. The current versions of impacted products will not be available for issue after Dec. 31, 2021. Backdating will not be allowed to receive a prior version. The version of the product represented on the signed sales illustration must match the issued policy. The revised versions of these products will be available in the illustration software beginning Dec. 15, 2021.**

Whole life insurance products will see the largest impacts from the new nonforfeiture rate and every whole life product will be impacted. The names of the products are remaining the same and each product will maintain the same objectives. Ameritas Access Whole Life Insurance will continue to provide strong early cash value, Ameritas Growth Whole Life and Growth 10-Pay Whole Life Insurance will provide strong long-term accumulation potential and Ameritas Value Plus Whole Life Insurance will continue to offer the lowest-cost death benefit protection. **If your client would like the current version of any of these products, please submit the application as soon as possible. The policy must be issued with premium paid by Dec. 31, 2021. We cannot issue any of the current versions of these products past the end of this year. If your client would like the revised versions, the policy's issue date must be Jan. 1, 2022 or later.**

Changes to the Ameritas universal and index universal insurance product portfolio are limited to the products listed in the following table. As with whole life insurance, the version of the product represented on the signed sales illustration must match the policy issued. **The policy must be issued with premium paid by Dec. 31, 2021. We cannot issue any of the current versions of these products past the end of this year. If your client would like the revised versions, the policy's issue date must be Jan. 1, 2022 or later.** Please refer to the table below for a brief summary of changes.

Product	Changing on January 1, 2022
Ameritas Value Plus Index Universal Life Insurance	<ul style="list-style-type: none"><li>• Guaranteed fixed rate and loan account crediting rate decreases to 1%.</li><li>• Limited number of surrender charge reductions.</li></ul>
Ameritas Value Plus Universal Life Insurance	<ul style="list-style-type: none"><li>• Guaranteed fixed rate and loan account crediting rate decreases to 1%.</li><li>• Limited number of surrender charge reductions.</li><li>• Increased 7702 Limits.</li></ul>

Information on the Ameritas variable universal life insurance products will be communicated at a later date. Ameritas Growth Index Universal Life Insurance, Ameritas Value Plus Survivorship Index Universal Life Insurance, Ameritas Value Plus Term Life Insurance, and Focus 10 Term Life Insurance are not impacted.

**Please note:** Submit all applications that are funded by 1035 exchanges no later than **Dec. 1, 2021**. All monies are required by Dec. 31, 2021 at 3 p.m. ET in order to issue and pay the policy using the 2021 product version. If the 1035 money arrives after Dec. 31, 2021, the policy will be issued with the new product version and we will need a new illustration with that version.

**The following dates and guidelines will help answer your questions about submitting new business, pending applications and replacing existing policies for all the product versions closing Dec. 31, 2021 at 3 p.m. ET.**

### **New Business**

Note that for current versions of these products, the policy must be underwritten, approved and paid no later than **Dec. 31, 2021, 3 p.m. ET**. It is important to get all business requirements in as soon as possible as no exceptions can be made.

### **Pending Business**

If you have pending applications for product versions that will not be available in January 2022, please submit a new illustration for the policy to be issued with the new version. Contact your new business representative for further questions.

### **Jan. 1, 2022 – New Business**

Only the revised versions of all products will be available for new sales. Please follow normal new business procedures. Remember, backdating will not be allowed, and the policy's issue date must be Jan. 1, 2022 or later on any of the products impacted.

**For further questions, please call Ameritas Sales Development at 800-319-6903 or your new business representative.**

Policy guarantees are based upon the claims paying ability of the issuer. Products and riders may not be available in all states or in all distribution channels. Optional provisions and riders may have limitations, restrictions and additional charges.

Ameritas Value Plus Term (form 3021), Ameritas Growth Index Universal Life (form 3022), Ameritas Value Plus Index Universal Life (form 3024), Ameritas Value Plus Universal Life (form 3023), Ameritas Value Plus Whole Life (form 3017), Ameritas Growth Whole Life (form 3018) and Ameritas Access Whole Life (form 3018 with 3018 P75 SCH) are issued by Ameritas Life Insurance Corp.

In New York, Ameritas Value Plus Term (form 5021), Ameritas Growth Index Universal Life (form 5022), Ameritas Value Plus Index Universal Life (form 5024), Ameritas Value Plus Universal Life (form 5023), Ameritas Value Plus Whole Life (form 5017), Ameritas Growth Whole Life (form 5018) and Ameritas Access Whole Life (form 5018 with 5018 P75 SCH) are issued by Ameritas Life Insurance Corp. of New York.

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