

# Term Premium Conversion Rider

## Producer Overview



# MetLife

<b>General Description:</b>	<p>MetLife's Term Premium Conversion (TPC) Rider provides an alternative way to pay premiums on the MetLife Income Guard<sup>SM</sup> and OMNI Essential policies. When the TPC Rider is selected, your client will have the choice to pay for all or part of the Total Disability benefit with term premiums.</p> <p>Term premium refers to a premium amount that increases after a set amount of time.* For example, if you purchase coverage with a term premium period of 5 years, the premium for coverage will begin to increase on an annual basis at the end of the 5-year period. Level premium refers to a premium amount that is not scheduled to change or increase.* Because the term premium will increase after the end of the term premium period, it is initially lower than level premium, often making it a more affordable option when initially purchasing DI coverage.</p>
<b>Ideal Client Profile:</b>	<p>The ideal clients for this rider are young professionals who understand the need for disability income protection but do not have the current budget to afford all level premium. Ideal occupational classes are 3A to 6S, with incomes between \$45,000 and \$100,000.</p>

Overview:	
Policy Availability	MetLife Income Guard and OMNI Essential
Issue Ages	18-50 (the term premium period + the insured's issue age must be less than or equal to 55)
Occupational Classes	B, A, 2A, 3A, 4A, 4M, 5I, 5D, 5M, 5S, 5A, 6M and 6S
Term Premium Periods	1, 5, 10, 15 and 20-year periods After the end of the term premium period, premiums will begin to increase each year
Issue and Participation Limits	Standard issue and participation limits for each occupational class apply
Conversion Privilege	<ul style="list-style-type: none"> <li>Fully or partially convertible to level premium on any policy anniversary before age 56</li> <li>Conversions will be made on the existing policy; no additional/new policy required</li> <li>First year GDC will be paid on all conversions</li> </ul>
Term/Level Premium Split	All or part of the total disability premium can be paid with term premium

\* With Omni Essential policies, subject to the guaranteed renewable provision of the policy (premiums may increase on a class basis).

### The Benefits of the Term Premium Conversion Rider for Your Clients:

You may have a client that is interested in obtaining the maximum amount of disability insurance protection available but is faced with a difficult decision — how can they protect their family in a way they find affordable? In order to meet their budget constraints, they may think they need to sacrifice desired benefits by lowering monthly benefits, shortening benefit periods, lengthening elimination periods, or foregoing optional benefits.

With the Term Premium Conversion Rider, your client may be able to obtain the income protection they need while meeting their budget requirements. Since all or a portion of the total disability premium can be term premium, and term premiums are initially less than level premiums, your client may be able to:

- Obtain the maximum amount of disability insurance protection available
- Obtain the benefit period and elimination period that meets their needs
- Add optional benefits and riders to further customize their policy

Your client can also choose one of five different term premium periods:

- 1-year renewable term premium period
- Four term premium periods that are exclusive to MetLife's Term Premium Conversion Rider: 5, 10, 15 and 20 year periods

Since term premium can be converted to level premium, it is important to keep in touch with your clients to help them make conversion decisions. The option to convert term premium to level premium occurs on each policy anniversary prior to the insured's 56th birthday. Similar to life insurance, conversion letters will be sent to your clients reminding them of this valuable option.

Please note: The Term Premium Conversion Rider is not available in all states

Disability income insurance is issued by Metropolitan Life Insurance Company, New York, NY 10166. All policies, riders and provisions may not be available in all states, at all issue ages and to all occupational classes.

# MetLife

**Metropolitan Life Insurance Company**  
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