

Sun Life Assurance Company of Canada (U.S.)

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**Important Notice:
REPLACEMENT OF LIFE INSURANCE OR ANNUITIES**

This document must be signed by the applicant and the producer, and a copy left with the applicant, if the applicant has existing life insurance policy(ies) or annuity contract(s).

You are contemplating the purchase of a life insurance policy or annuity contract. In some cases this purchase may involve discontinuing or changing an existing policy or contract. If so, a replacement is occurring. Financed purchases are also considered replacements.

A replacement occurs when a new policy or contract is purchased and, in connection with the sale, you discontinue making premium payments on the existing policy or contract, or an existing policy or contract is surrendered, forfeited, assigned to the replacing insurer, or otherwise terminated or used in a financed purchase.

A financed purchase occurs when the purchase of a new policy involves the actual or intended use of funds obtained by the withdrawal or surrender of or by borrowing some or all of the policy values, including accumulated dividends, of an existing policy to pay all or part of any premium or payment due on the new policy. A financed purchase is a replacement.

You should carefully consider whether a replacement is in your best interest. You will pay acquisition costs and there may be surrender costs deducted from your policy or contract. You may be able to make changes to your existing policy or contract to meet your insurance needs at less cost. A financed purchase will reduce the value of your existing policy and may reduce the amount paid upon the death of the insured.

We want you to understand the effects of replacement before you make your purchase decision and ask that you answer the following questions and consider the questions provided with this form.

1. Are you considering discontinuing making premium payments, surrendering, forfeiting, assigning to the insurer, or otherwise terminating an existing life insurance policy or annuity contract? YES _____ NO _____
2. Are you considering using funds from your existing life insurance policies or annuity contracts to pay premiums due on the new policy or contract? YES _____ NO _____

If you answered “no” to both questions, please sign and date the form on page 2.

If you answered “yes” to either of the above questions, list each existing policy or contract you are contemplating replacing (include the name of the insurer, the insured, and the contract number if available) and whether each policy or contract will be replaced or used as a source of financing, and complete the statement below:

Insurer Name	Contract or Policy #	Insured or Annuitant	Replaced (R) or Financing (F)
1.			
2.			
3.			

(Attach a sheet listing additional policies and/or contracts, if necessary.)

Make sure you know the facts. Contact your existing company or its agent for information about the old policy or contract. If you request one, an in-force illustration, policy summary or available disclosure documents must be sent to you by the existing insurer. Ask for and retain all sales material used by the agent in the sales presentation and a copy of this form. Be sure that you are making an informed decision.

If you replace or use values from an old policy or contract to purchase a new policy or contract you will have thirty days from the date the new policy or contract is delivered to you to cancel that policy or contract and receive back all payments made for that policy or contract, including any policy fees or charges or, in the case of a variable contracts, the amount you receive back will be the current account value plus any policy fees paid.

The existing policy(ies) or contract(s) is being replaced because _____.

I certify that the responses herein are, to the best of my knowledge, accurate.

Print Name of Applicant(s)

Applicant's Signature

Date

I do not want this notice read aloud to me.

(Applicants must initial only if they do not want the notice read aloud.)

Applicant's Initials

I certify that the original or copies of all sales material used in connection with this application have been delivered to the applicant in accordance with replacement regulations applicable to this jurisdiction and that only sales material approved by the Sun Life Financial group of companies was used. I also certify that the responses herein are, to the best of my knowledge, accurate.

Print Name of Producer(s)

Producer's Signature

Date

A replacement may not be in your best interest, or your decision could be a good one. You should make a careful comparison of the costs and benefits of your existing policy or contract and the proposed policy or contract. One way to do this is to ask the company or agent that sold you your existing policy or contract to provide you with information concerning your existing policy or contract. This may include an illustration of how you existing policy or contract is working now and how it would perform in the future based on certain assumptions. Illustrations should not, however, be used as a sole basis to compare policies or contracts. You should discuss the following with your agent to determine whether replacement or financing your purchase makes sense:

PREMIUMS:

- Are they affordable?
- Could they change?
- You're older - are premiums higher for the proposed new policy?
- How long will you have to pay premiums on the new policy? On the old policy?

Form A (4/1/05)

Annuities – AL, AZ, CO, HI, IA, LA, MD, MS, MT, NH, NJ, NM, NC, OR, VT

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POLICY VALUES:

- New policies usually take longer to build cash values and top pay dividends.
- Acquisition costs for the old policy may have been paid: you will incur costs for the new one.
- What surrender charges do the policies have?
- What expense and sales charges will you pay on the new policy?
- Does the new policy provide more insurance coverage?

INSURABILITY:

- If your health has changed since you bought your old policy, the new one could cost you more or you could be turned down.
- You may need a medical exam for a new policy.
- (Claims on most new policies for up to the first two years can be denied based on inaccurate statements. Suicide limitations may begin anew on the new coverage.)

IF YOU ARE KEEPING THE OLD POLICY AS WELL AS THE NEW POLICY:

- How are premiums for both policies being paid?
- How will the premiums on your existing policy be affected?
- Will a loan be deducted from death benefits?
- What values from the old policy are being used to pay premiums?

IF YOU ARE SURRENDERING AN ANNUITY OR INTEREST SENSITIVE LIFE PRODUCT:

- Will you pay surrender charges on your old contract?
- What are the interest rate guarantees for the new contract?
- Have you compared the contract charges or other policy expenses?

OTHER ISSUES TO CONSIDER FOR ALL TRANSACTIONS:

- What are the tax consequences of buying the new policy?
- Is this a tax-free exchange? (See your tax advisor.)
- Is there a benefit from favorable “grandfathered” treatment of the old policy under the federal tax code?
- Will the existing insurer be willing to modify the old policy?
- How does the quality and financial stability of the new company compare with your existing company?

