



Field
Update



October 20, 2011

Updated Certificates of Disclosure forms for the MultiChoice Income Series now available

In our continued effort to make our forms more understandable for customers while meeting regulatory guidelines, we have updated our Certificates of Disclosure (CODs) for the MultiChoice Income Series, including:

- MultiChoice IncomeFiveSM
- MultiChoice IncomeSevenSM
- MultiChoice IncomeTenSM
- MultiChoice IncomePlusSM

Please note these products are only available in the states of Delaware, New Jersey, Oregon and Pennsylvania. The previous versions of CODs for these products will continue to be accepted through November 18, 2011.

In the past, there has been some confusion on Certificates of Disclosure (CODs), and whether or not updated CODs will be required prior to issue versus obtained upon delivery of the policy. If the COD that is received has rate elements (e.g., bonus, cap, bonus recapture rates, etc.) that are more favorable than those the policy will be issued with, we will require the correct, signed and dated COD prior to issue. The following describe some specific scenarios for clarification.

Transfer business submitted prior to a rate cut-off when the rate changes are unfavorable (e.g., rates go down): If the COD submitted with the application matches the rates/bonus/etc. in place prior to the rate change, and the funds are received by Aviva by the premium cut-off date, nothing further needs to be done. If the case does not fund by the premium cut-off date, and the policy is to be issued with rates less favorable than those shown in the COD on file, we will require an updated COD prior to issue.

Regarding business submitted prior to favorable rate changes (e.g., rates go up) and business is issued after the rate change: If the COD submitted with the application shows lower/less favorable rates than the rates the policy will be issued with, the policy will be issued. However, a new COD will be required upon delivery.

If you have any questions, please contact Sales Support at (800) 255-2405, ext. 6620.