



BULLETIN: ColonySM Term UL: New Customer Letters Available

genworth.com

April 16, 2010

Effective: **04/16/10**

States: **All**

*Important Note:
New letters are available to communicate important policy information to your clients. We have created these letters to answer questions most frequently asked by customers.*

Contact: Questions?
Please contact your General Agent.

Communication is key to Genworth's success, and we want to make it easy for you, your producers and agents, to communicate clearly with their clients about their policies.

Based on feedback we have received from our General Agencies (GAs), we have created letters that will be given to customers about their ColonySM Term UL policies. These letters address the most common customer questions and give a basic outline of policy information.

Two sample letters are included on the following pages:

- [Comfort Letter](#) – This letter can be generated from your projection software. It can be given to the customer to reaffirm their choice of the Colony Term UL product. It gives a high-level overview of policy terms, including the premium amount and the frequency of premium payment.
- [Welcome Letter](#) – This letter is delivered with the policy and provides basic policy information similar to that provided by the Comfort Letter.

Colony Term UL is a flexible premium, adjustable life insurance policy (commonly known as Universal Life). Colony Term UL is subject to state availability, terms, issue limitations and conditions of the Policy Forms below:

Colony Term UL: Policy Form No. ICC09GA1002 or GA1002-0709 et al. (Genworth Life & Annuity)

Colony Term UL: Policy Form No. ICC09GL1002 or GL1002-0709 et al. (Genworth Life)

Colony Term UL NY: Policy Form No. GY1002-0709; available only in NY (Genworth Life of New York)

Products, riders and benefits may not be available in all states.

Genworth Financial companies include:

Genworth Life and Annuity Insurance Company, Richmond, VA

Genworth Life Insurance Company, Richmond, VA

Genworth Life Insurance Company of New York, 666 Third Avenue, 9th Floor, New York, NY 10017

Only Genworth Life Insurance Company of New York is licensed to conduct business in New York.

Long term care insurance products issued by Genworth Life Insurance Company and in New York by Genworth Life Insurance Company of New York.

Variable products issued by Genworth Life and Annuity Insurance Company and in New York by Genworth Life Insurance Company of New York.

Principal Underwriter: Capital Brokerage Corporation (dba Genworth Financial Brokerage Corporation in Indiana)

6620 West Broad Street, Building 2, Richmond, VA 23230, Member FINRA

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