



IMPORTANT FFIUL UPDATES

COMMITTED TO PROVIDING YOU THE MOST COMPETITIVE PRODUCT POSSIBLE

We'd like to give our valued partners advance notice of a communication that will be sent out to the field tomorrow, August 23.

Over the past several years, we've worked diligently to maintain our caps. However, we aren't immune to the economic pressures that have required many of our peers to lower caps significantly in recent years. In response to the current interest rate environment and market volatility, Transamerica will also be lowering the cap rates on our IUL products effective September 24, including *Transamerica Financial Foundation IUL*[®] (FFIUL). That said, we stand competitive against our peers and are committed to remaining a top player in the IUL category.

Additionally, we've been listening and working hard to improve FFIUL based on your feedback. We're excited to announce several enhancements:

Effective August 1:

- Internal 1035 exchanges to FFIUL and TFLIC FFIUL: Effective August 1, Transamerica has removed the requirement that both the MNLP and the face amount must be increased by 25% to waive the originating policy's surrender charge for Internal 1035 exchanges to FFIUL. As of August 1, we will require only an increase in the face amount by 25% to waive the charge.

Effective September 24:

- Our Long Term Care Rider in CA and FL will soon include International Claims and Informal Care.
- Elimination of the \$25 withdrawal fee.
- Reduction in the current charge for cost basis loans in years 11+.

Our success begins with the success of our partners — we remain committed to supporting your agents with optimized products and dedicated support in the field.

The cap rate changes will go into effect September 24. To better understand our index account strategy and why cap rates have changed, please download and review the bulletin below.

To learn more about updates to the 1035 exchange process, [click here.](#)

For more information on the cap rate changes, [click here.](#)

For additional details, check your inbox September 23.

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