



# MINIMAL POLICYHOLDER BEHAVIOR FORMAT



To submit policyholder behavior in addition to the mortality study, this format assumes:

1. All Minimal Mortality Data Contribution format fields are submitted.
2. Providing data for all fields is NOT required for submitting policyholder behavior data.
  - Each company will supply data for fields easily available in their systems/databases.
  - The Minimal Policy Behavior format provides a good starting point for what data will be needed for their principles-based reserves and experience studies.
3. Contributing companies will be sent a questionnaire on policyholder behavior items that are not typically kept on an individual policy record level but vary by plan/policy form.

## PREMIUMS AND SECONDARY GUARANTEES

COLUMN	L	DATA ELEMENT	DESCRIPTION
355-364	10	BASE POLICY GUARANTEED PREMIUM	ANNUAL PREMIUM AMOUNT THAT MUST BE PAID TO GUARANTEE THE POLICY WILL NOT LAPSE :  1) FOR UL/VUL SPECIFIED PREMIUM DESIGNS: IT IS THE SPECIFIED PREMIUM AMOUNT REQUIRED TO MAINTAIN THE NO LAPSE GUARANTEE. 2) FOR UL/VUL WITH SHADOW ACCOUNT DESIGNS: IT IS THE PREMIUM ILLUSTRATED AT ISSUE TO MAINTAIN NO LAPSE GUARANTEE. 3) FOR WHOLE LIFE/TERM: IT IS THE PREMIUM AMOUNT REQUIRED TO MAINTAIN THE POLICY INFORCE.  THE PREMIUM INFORMATION PROVIDED HERE WILL NEED TO BE CONSISTENT WITH THE NEXT TWO FIELDS.
365-367	3	LENGTH OF BASE POLICY PREMIUM GUARANTEE (NUMBER OF YEARS)	IF THE BASE POLICY PREMIUM IS GUARANTEED FOR A SPECIFIED NUMBER OF YEARS, PROVIDE THE LENGTH OF THE GUARANTEE IN YEARS. USE THE LONGEST GUARANTEE PERIOD. 999= LIFETIME.  IF THIS FIELD IS FILLED OUT, LEAVE NEXT FIELD BLANK.
368-370	3	LENGTH OF BASE POLICY PREMIUM GUARANTEE (ATTAINED AGE)	IF THE BASE POLICY PREMIUM IS GUARANTEED FOR A SPECIFIED NUMBER OF YEARS, PROVIDE THE ATTAINED AGE AT WHICH THE GUARANTEE ENDS.  IF THIS FIELD IS FILLED OUT, LEAVE PRIOR FIELD BLANK.
371	1	SECONDARY GUARANTEES:  RETURN OF PREMIUM OPTION	1= POLICYHOLDER ELECTED A RETURN OF PREMIUM (ROP) RIDER 2= POLICYHOLDER DID NOT ELECT RETURN OF PREMIUM RIDER (ROP) 3= POLICY INCLUDES RETURN OF PREMIUM AS PART OF THE BASE POLICY 4 = POLICY DOES NOT OFFER RETURN OF PREMIUM OPTION
372-374	3	SECONDARY GUARANTEES:  RETURN OF PREMIUM PERIOD	IF THE ROP OPTION FIELD ABOVE IS CODED AS "1" OR "3",  PLEASE PROVIDE THE NUMBER OF YEARS UNTIL THE FULL RETURN OF PREMIUM IS AVAILABLE
375	1	SECONDARY GUARANTEES:  GUARANTEED WITHDRAWAL BENEFITS	1 = POLICYHOLDER ELECTED GUARANTEED WITHDRAWAL BENEFIT RIDER. 2= POLICYHOLDER DID NOT ELECT GUARANTEED WITHDRAWAL BENEFIT RIDER.



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			<p>3= GUARANTEED WITHDRAWAL BENEFITS ARE OFFERED AS PART OF THE BASE POLICY.</p> <p>4= POLICY DOES NOT OFFER GUARANTEED WITHDRAWAL BENEFITS.</p>
376-378	3	<p>SECONDARY GUARANTEES:</p> <p>GUARANTEED WITHDRAWAL BENEFIT PERIOD</p>	<p>IF THE GUARANTEED WITHDRAWAL BENEFIT FIELD ABOVE IS CODED AS "1" OR "3":</p> <p>PLEASE PROVIDE THE NUMBER OF YEARS OVER WHICH THE POLICYHOLDER MAY MAKE EQUAL WITHDRAWALS OF BENEFIT.</p>
379	1	<p>SECONDARY GUARANTEES:</p> <p>GUARANTEED MINIMUM DEATH BENEFITS</p>	<p>1= POLICYHOLDER ELECTED GUARANTEED MINIMUM DEATH BENEFIT RIDER.</p> <p>2= POLICYHOLDER DID NOT ELECT GUARANTEED MINIMUM DEATH BENEFIT RIDER.</p> <p>3= GUARANTEED MINIMUM DEATH BENEFIT IS OFFERED AS PART OF THE BASE POLICY.</p> <p>4= POLICY DOES NOT OFFER GUARANTEED MINIMUM DEATH BENEFIT.</p>
380-389	10	CURRENT YEAR TOTAL PREMIUM COLLECTED	REPORT THE TOTAL AMOUNT OF PREMIUM COLLECTED DURING THE CURRENT OBSERVATION YEAR.
390-399	10	PRIOR YEAR TOTAL PREMIUM COLLECTED	REPORT THE TOTAL AMOUNT OF PREMIUM COLLECTED DURING THE PRIOR OBSERVATION YEAR.
400-409	10	TARGET PREMIUM (UL AND VUL PRODUCTS ONLY)	TARGET PREMIUM IS TYPICALLY THE AMOUNT OF PREMIUM ON WHICH A FULL FIRST YEAR COMMISSION IS PAID. ENTER THE EXACT DOLLAR AMOUNT.
410-419	10	PLANNED PREMIUM	<p>FOR UL AND VUL PLANS, THIS IS THE AMOUNT OF ANNUAL PREMIUM THAT THE POLICYHOLDER PLANS TO PAY AT ISSUE. TYPICALLY THIS IS THE BILLED AMOUNT.</p> <p>FOR WHOLE LIFE AND TERM PLANS, THIS IS THE ANNUAL REQUIRED PREMIUM.</p> <p>ENTER THE EXACT DOLLAR AMOUNT.</p>
420	1	MODE OF PREMIUM PAYMENT	<p>1= ANNUAL</p> <p>2= SEMIANNUAL</p> <p>3= QUARTERLY</p> <p>4= MONTHLY</p> <p>5= SEMIMONTHLY</p> <p>6= BIWEEKLY</p> <p>7= WEEKLY</p> <p>8= SINGLE PREMIUM</p> <p>9= OTHER</p>
421-422	2	BILLING TYPE	<p>01= DIRECT BILL</p> <p>02= PAYROLL DEDUCTION</p> <p>03= ELECTRONIC FUNDS TRANSFER</p> <p>04= CREDIT CARD</p> <p>05= DEBIT</p> <p>06= COUPON BOOK</p> <p>07= ON PREMIUM WAIVER</p> <p>08= AUTOMATIC PREMIUM LOAN</p> <p>09= POLICY IS PAID UP</p> <p>10= POLICY IS IN VANISH (NOT PAID UP BUT NOT PAYING PREMIUM CURRENTLY)</p> <p>11= OTHER</p>



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## ACCOUNT VALUES AND TRANSFERS

COLUMN	L	DATA ELEMENT	DESCRIPTION
423-432	10	TOTAL ACCOUNT VALUE	<p>PROVIDE THE ACCOUNT VALUE BEFORE SURRENDER CHARGES BUT AFTER ADDITIONS FOR PREMIUMS, INTEREST CREDIT AND DEDUCTIONS FOR MORTALITY AND EXPENSE CHARGES, POLICY LOANS, AND WITHDRAWALS.</p> <p>THIS SHOULD INCLUDE VALUES IN FIXED, VARIABLE AND INDEXED ACCOUNTS FOR VUL AND INDEXED UL PRODUCTS.</p>
433-442	10	SURRENDER ACCOUNT VALUE	<p>PROVIDE THE ACCOUNT VALUE <b>AFTER</b> SURRENDER CHARGES CURRENTLY APPLICABLE.</p> <p>THIS SHOULD INCLUDE VALUES IN FIXED, VARIABLE AND INDEXED ACCOUNTS FOR VUL AND INDEXED UL PRODUCTS.</p>
443-452	10	FIXED ACCOUNT VALUE	<p>PROVIDE THE FIXED ACCOUNT PORTION OF THE POLICY'S TOTAL ACCOUNT VALUE FOR VUL AND INDEXED UL PRODUCTS.</p>
453-462	10	INDEXED ACCOUNT VALUE	<p>PROVIDE THE INDEXED ACCOUNT PORTION OF THE POLICY'S TOTAL ACCOUNT VALUE FOR INDEXED UL PRODUCTS.</p>
463-472	10	VARIABLE ACCOUNT VALUE	<p>PROVIDE THE VARIABLE ACCOUNT PORTION OF THE POLICY'S TOTAL ACCOUNT VALUE FOR VARIABLE UNIVERSAL LIFE PRODUCTS.</p>
473-482	10	FIXED ACCOUNT TRANSFERS	<p>PROVIDE THE NET AMOUNT OF MONEY TRANSFERRED INTO FIXED ACCOUNT(S) FOR THE CURRENT OBSERVATION YEAR. THIS MAY BE NEGATIVE.</p> <p>DO NOT INCLUDE FUNDS TRANSFERRED DUE TO AUTOMATIC REBALANCING PROGRAMS.</p>
483-492	10	VARIABLE ACCOUNT TRANSFERS	<p>PROVIDE THE NET AMOUNT OF MONEY TRANSFERRED INTO VARIABLE ACCOUNT(S) FOR THE CURRENT OBSERVATION YEAR. THIS MAY BE NEGATIVE</p> <p>DO NOT INCLUDE FUNDS TRANSFERRED DUE TO AUTOMATIC REBALANCING PROGRAMS.</p>
493-502	10	SHADOW ACCOUNT VALUE	<p>FOR UNIVERSAL LIFE AND VARIABLE UNIVERSAL LIFE PRODUCTS WITH SHADOW ACCOUNT DESIGNS,</p> <p>PROVIDE THE SHADOW ACCOUNT VALUE AS OF THE END OF THE CURRENT YEAR OF OBSERVATION.</p> <p>LEAVE BLANK IF PRODUCT DOES NOT EMPLOY A SHADOW ACCOUNT DESIGN.</p>



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## OTHER POLICYHOLDER BEHAVIOR ITEMS

COLUMN	L	DATA ELEMENT	DESCRIPTION
503-512	10	FACE AMOUNT OF TERM/PAID UP RIDERS	REPORT THE PORTION OF THE TOTAL POLICY DEATH BENEFIT IN FORCE FROM TERM/PAID UP RIDERS OR THROUGH THE PURCHASE OF ADDITIONAL AMOUNTS OF INSURANCE THROUGH DIVIDEND OPTIONS. REPORT AMOUNTS FOR THE PRIMARY INSURED ONLY.
513-522	10	POLICY LOAN AMOUNT	REPORT THE TOTAL AMOUNT OF ALL POLICY LOANS OUTSTANDING. CODE AS ZERO FOR POLICIES WITH NO CURRENT OUTSTANDING LOANS.
523	1	DEATH BENEFIT OPTION (FOR UL AND VUL ONLY)	1= LEVEL DEATH BENEFIT 2= LEVEL NET AMOUNT AT RISK 3= OTHER
524-528	5	CURRENT INTEREST RATE CREDITED (FOR UL AND VUL PLANS ONLY)	REPORT THE CURRENT RATE OF INTEREST CREDITED TO ACCOUNT VALUES.  FOR VARIABLE PRODUCTS, PROVIDE THE CURRENT RATE CREDITED TO FUNDS ALLOCATED TO THE FIXED ACCOUNT OPTION. (EXAMPLE: ENTER 5.15% AS 00515)
529	1	REPLACEMENT INDICATOR (NEW ISSUE)	FOR POLICIES ISSUED IN CURRENT OBSERVATION YEAR:  1= POLICY IS AN INTERNAL REPLACEMENT (OF OWN COMPANY'S POLICY) 2= POLICY IS AN EXTERNAL (REPLACEMENT OF ANOTHER COMPANY'S POLICY) 3= POLICY IS A NEW ISSUE AND IS NEITHER AN INTERNAL NOR AN EXTERNAL REPLACEMENT. 4= UNKNOWN WHETHER POLICY IS A REPLACEMENT OR BRAND NEW ISSUE.
530	1	REPLACEMENT INDICATOR (TERMINATING POLICY)	FOR POLICIES TERMINATING IN THE CURRENT OBSERVATION YEAR;  1= POLICY WAS REPLACED INTERNALLY WITH A NEW POLICY FROM THE SAME COMPANY. 2= POLICY WAS REPLACED EXTERNALLY WITH THE PRODUCT OF ANOTHER COMPANY. 3 = UNKNOWN WHETHER POLICY TERMINATED FOR REPLACEMENT.
531-540	10	PARTIAL WITHDRAWALS	PROVIDE TOTAL AMOUNT OF PARTIAL WITHDRAWALS MADE DURING THE CURRENT OBSERVATION YEAR. REPORT AMOUNTS BEFORE DEDUCTION FOR SURRENDER CHARGES IF ANY.
541	1	DISTRIBUTION SYSTEM USED	INDICATE THE DISTRIBUTION CHANNEL THROUGH WHICH THE POLICY WAS PURCHASED. 1= CAREER AGENT 2= MULTILINE EXCLUSIVE AGENT (MLEA) 3= HOME SERVICE AGENT 4= PERSONAL PRODUCING GENERAL AGENT (PPGA) 5= INDEPENDENT LIFE BROKER 6= STOCKBROKER/WIREHOUSE AGENT 7= DIRECT RESPONSE MARKETING 8= BANK OF OTHER FINANCIAL INSTITUTION 9= OTHER