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**IIPRC-A-03-I-GLB**

**ADDITIONAL STANDARDS FOR GUARANTEED LIVING BENEFITS  
FOR INDIVIDUAL DEFERRED VARIABLE ANNUITIES**

1. Date Adopted: February 22, 2010
2. Purpose and Scope: These standards apply to guaranteed living benefits (GLB) that are built into individual deferred variable annuity contracts or added to such contracts by rider, endorsement or amendment. The GLB feature provides for a minimum guarantee under specified conditions for any of the following: (1) periodic withdrawals (Guaranteed Minimum Withdrawal Benefit); (2) the annuitization amount and related annual income amount (Guaranteed Minimum Income Benefit); or (3) the account value after a specified period of time (Guaranteed Minimum Accumulation Benefit).
3. Rules Repealed, Amended or Suspended by the Rule: None.
4. Statutory Authority: Among the IIPRC's primary purposes and powers is to establish reasonable uniform standards for insurance products covered under the Interstate Insurance Product Regulation Compact, specifically pursuant to Article I §2, Article IV § 2 and Article VII § 1 of the Compact, as enacted into law by each IIPRC member state.
5. Required Findings: None
6. Effective Date: June 3, 2010

## **ADDITIONAL STANDARDS FOR GUARANTEED LIVING BENEFITS for Individual Deferred Variable Annuities**

**Scope:** These standards apply to guaranteed living benefits (GLB) that are built into individual deferred variable annuity contracts or added to such contracts by rider, endorsement or amendment. The GLB feature provides for a minimum guarantee under specified conditions for any of the following: (1) periodic withdrawals (Guaranteed Minimum Withdrawal Benefit or GMWB); (2) the annuitization amount and related annual income amount (Guaranteed Minimum Income Benefit or GMIB); or (3) the account value after a specified period of time (Guaranteed Minimum Accumulation Benefit or GMAB).

**Mix and Match:** These standards are available to be used in combination with State Product Components as described in Section 110(b) of the Operating Procedure for the Filing and Approval of Product Filings.

As used in these standards, the following definitions apply:

The term “GLB form” refers to a GLB feature that is either built into the contract or added by rider, endorsement or amendment on or after the date of issue of the contract.

The terms “GLB charge rate,” “initial GLB charge rate,” and “maximum GLB charge rate” refer to percentages that are applied to the same base amount, as specified in the contract (e.g. account value, guaranteed benefit base, or remaining benefit amount), to produce a dollar amount GLB charge which is then deducted from the account value. “GLB charge rate,” “initial GLB charge rate,” and “maximum GLB charge rate” may also refer to a formula to produce a dollar amount GLB charge (e.g. a percentage plus a flat dollar amount or a just a flat dollar amount).

“Covered Person(s)” is the person or persons whose age (and possibly gender) is used to determine the guaranteed period withdrawal percentage, guaranteed lifetime withdrawal percentage, or any other amounts that are based on life expectancy.

“Guaranteed Lifetime Withdrawal Amount” is the amount available for periodic withdrawal (usually annual) beginning at a specified age for the lifetime of a covered person or persons.

“Guaranteed Period Withdrawal Amount” is the amount available for periodic withdrawal for a specified number of years or until the remaining benefit amount is reduced to zero.

“Guaranteed Benefit Base” is the amount used to determine the value of the GLB, such as a guaranteed period withdrawal amount or a guaranteed lifetime withdrawal amount, a minimum annuitization amount under a GMIB, or a minimum accumulation amount under a GMAB.

“Guaranteed Lifetime Withdrawal Percentage” is the percentage applied to the guaranteed benefit base to determine the guaranteed lifetime withdrawal amount.

“Guaranteed Period Withdrawal Percentage” is the percentage applied to the guaranteed benefit base to determine the guaranteed period withdrawal amount.

“Minimum Accumulation Amount” is an amount which, on the effective date, is equal to the guaranteed benefit base and becomes a new floor for the contract account value.

“Minimum Annuitization Amount” is an amount which, on the effective date, is equal to the guaranteed benefit base and becomes a new floor for the contract annuity value.

“Remaining Benefit Amount” is the guaranteed benefit base of a GMWB adjusted for withdrawals to-date.

“Reset” is a change in the guaranteed benefit base, the remaining benefit amount, the guaranteed period withdrawal amount, or the guaranteed lifetime withdrawal amount, for any reason, except for additional premium payments.

“Step-up” is a reset that is an increase.

“Proportional Withdrawal Amount” is the amount by which the guaranteed benefit base could be reduced, when the account value is reduced by a withdrawal (under a GMAB or GMIB feature) or an excess withdrawal (under a GMWB feature or a corridor feature of a GMAB or GMIB). It is equal to the guaranteed benefit base (immediately preceding the withdrawal or excess withdrawal), multiplied by the ratio of the withdrawal (or excess withdrawal) including any surrender charge over the account value (immediately preceding the withdrawal or excess withdrawal).

“Waiting period” means any minimum time period the contract must be in force before: (1) the first guaranteed withdrawal or the first withdrawal based on a step-up is allowed under a GMWB feature; (2) annuitization under a GMIB feature is allowed; or (3) the minimum guarantee under a GMAB feature is effective.

**Drafting Note:** These definitions are only for the purpose of defining these terms as they are used in this standard. It does not suggest that these terms must be used in the contract. Other terms may be used, provided they are defined and used consistently. Or the same terms can be used in different ways, as long as they are clearly defined in the contract. In addition, these definitions are not intended to dictate specific product designs, as long as the elements of the product design are mathematically equivalent to (or better than) the elements defined above.

## **§ 1 ADDITIONAL SUBMISSION REQUIREMENTS**

### **A. GENERAL**

The following additional filing submission requirements apply:

- (1) If a GLB feature is provided by attachment to the contract by rider, endorsement or amendment, the following shall be included:

- (a) A listing by filing jurisdiction of the types of contracts with which the GLB form will be used, including the contract form numbers, the corresponding approval date for these contracts and any filing identification number.
- (b) A statement as to whether the GLB form will be made part of the contract at issue or is intended for use after the date of issue of a contract, or both.
- (c) A statement as to whether the GLB form is intended for use with new issues and/or in force business.
- (d) A description of the GLB feature for all types of contract forms with which the benefit will be used.
- (e) Any contract pages or provisions referenced in the GLB form.

## **B. ACTUARIAL MEMORANDUM**

- (1) The actuarial memorandum required by the Individual Deferred Variable Annuity Contract Standards to which these GLB standards are attached, and which is prepared, dated and signed by the member of the American Academy of Actuaries, shall include the following information about the GLB feature:
  - (a) A description of the GLB feature, including any formulae or methodology used to determine GLB amounts;
  - (b) A description of any elements used in determining the GLB amounts and any guarantees or ranges associated with these elements;
  - (c) Any age limitations on adding the GLB feature;
  - (d) Any conditions that may reduce or terminate the GLB feature;
  - (e) What forms of withdrawal are available (e.g. spousal guarantee with a payout for the survivor of two covered persons);
  - (f) Whether the GLB charge rate, guaranteed period withdrawal percentages, guaranteed lifetime withdrawal percentages, or other elements of the GLB vary by issue age, attained age, duration or other criteria;
  - (g) Examples showing the derivation of the following GLB amounts over the potential life of the contract, under both positive and negative economic scenarios:
    - (i) The potential changes in the guaranteed benefit base before the date the GLB feature is exercised (i.e. the date the first guaranteed withdrawal is taken under a GMWB, the effective date of the minimum accumulation

amount under a GMAB, or the effective date of the minimum annuitization amount under a GMIB), illustrating all the types of options for increases and decreases. The example(s) shall include, if applicable, the derivation of proportional withdrawal amounts;

- (ii) For a GMWB feature, the guaranteed period withdrawal amount and/or the guaranteed lifetime withdrawal amount at the time the GMWB feature is exercised, and how the amounts might change over time;
  - (iii) For a GMWB feature, the change in the remaining benefit amount from the time the GMWB feature is exercised to the termination of the contract, illustrating the effect of excess withdrawals and any other options that might be available during this time period; and
  - (iv) The change in the account value related to any of the above changes to amounts described in items (i), (ii), and (iii) above.
- (h) A description of the GLB charge rate, including how it is applied to produce the GLB charge.

### **C. VARIABILITY OF INFORMATION**

- (1) Guaranteed elements used in determining GLB amounts or any other product specifications may be changed for new issues without prior notice or approval, as long as the Statement of Variability presents reasonable and realistic ranges for each guaranteed element. At issue a single value within the range filed for the guaranteed element shall be applicable for the life of the contract.
- (2) The maximum GLB charge rate may be considered a variable item and marked to denote variability.
- (3) A zero entry in a range for any benefit or credit is unacceptable, and any change to a range requires a refiling for prior approval.

## **§ 2 GENERAL REQUIREMENTS**

### **A. COVER PAGE**

- (1) If the GLB feature is provided by attachment to the contract by rider, endorsement or amendment, the following shall be included on the cover page:
  - (a) At least one signature of a company officer if the GLB form is added after the date of issue of a contract. Alternatively, the signature may be added at the end of the rider, endorsement or amendment.

- (b) A statement to the effect that the GLB form is made a part of the contract and that its provisions apply in lieu of any contract provisions to the contrary.
- (2) The GLB form shall contain a brief description that shall appear in prominent print on the cover page of the GLB form or is visible without opening the GLB form. The brief description shall contain at least the following information:
- (a) A caption stating that a GLB feature is provided; for example, single premium deferred variable annuity contract with guaranteed minimum withdrawal benefit provision, guaranteed minimum withdrawal benefit rider, guaranteed minimum accumulation benefit rider, or guaranteed minimum income benefit rider.
- (3) If the GLB form provides for termination of the GLB feature upon assignment or a change in ownership as permitted under paragraph (2)(f) of the TERMINATION section of this standard, the following statement shall be included in prominent print on the cover page or the first specifications page:

The purpose of the guaranteed living benefit provided under this annuity contract is to provide security through a stream of monthly income payments to the owner. The guaranteed living benefit will terminate upon assignment or a change in ownership of the contract unless the new assignee or owner meets the qualifications specified in the Termination provision of the guaranteed living benefit.

## **B. SPECIFICATIONS PAGE**

- (1) The specifications page of the GLB form shall include:
- (a) For a GMWB feature, covered person(s), if the guaranteed lifetime withdrawal percentage is based on a life (lives) other than the owner or annuitant, or if the guaranteed period withdrawal percentage is based on a covered person(s)'s age;
  - (b) Effective date, if the GLB form is an attachment to the contract;
  - (c) Any guaranteed elements which affect any GLB amounts, including, but not limited to, the guaranteed period withdrawal percentage, the guaranteed lifetime withdrawal percentage, any maximum guaranteed benefit base, any waiting period, any minimum guaranteed bonus credits/percentages, any limitations on additional premium payments, and any investment allocations restrictions/limitations; and
  - (d) The maximum GLB charge rate.
- (2) The specifications page may include the initial GLB charge rate, provided it is subject to a guarantee and such guarantee is stated on the specifications page. Examples of guarantees include:

- (a) For a particular time period;
  - (b) For the life of the contract, provided no step-ups elected; or
  - (c) For the life of the contract, provided no changes elected to investment allocations.
- (3) The specifications page of the GLB form shall state, if applicable, that:
- (a) The GLB charge rate is not guaranteed and can be changed by the company, subject to the maximum GLB charge rate in the contract.
  - (b) The initial GLB charge rate is guaranteed under the conditions stated in the contract and in effect when it was set. Utilization of step-ups, changes to investment allocations, or other changes may increase the GLB charge rate, subject to the maximum GLB charge rate in the contract.

### **C. GLB AMOUNTS**

- (1) The GLB form shall describe any formulae or methodology used to determine the GLB amounts. The GLB form shall describe:
- (a) The calculation of the guaranteed benefit base. The value of the guaranteed benefit base shall be equal to the initial premium payment, increased by any additional premium payments, and may be further increased or decreased as follows:
    - (i) Increased under specified conditions (e.g. bonus credits received on specified dates, step-up provisions, percentage increases or roll-up amounts, etc.);
    - (ii) Decreased due to a reset that is triggered by a change that is stated in the contract (e.g. a change in covered person may trigger a reset to the account value);
    - (iii) Decreased due to a reset that is triggered by a decrease in the account value or an external index. Such reset shall not allow the guaranteed benefit base to fall below the sum of all premiums paid less the greater of (a) the dollar amount of any withdrawals previously made, and (b) the value of those same withdrawals in the proportion that each withdrawal reduced the account value on the date of the withdrawal;
    - (iv) Decreased due to partial withdrawals made under a GMWB feature before some minimum time period (or attained age) or that are in excess of the guaranteed period withdrawal amount or guaranteed lifetime withdrawal amount;

- (v) Decreased due to proportional withdrawals;
  - (vi) Increased or decreased based on changes made at the request of the owner; and/or
  - (vii) Decreased due to a GLB charge.
- (b) For a GMWB feature, the calculation of the guaranteed period withdrawal amount or the guaranteed lifetime withdrawal amount, and how the guaranteed period withdrawal percentage or the guaranteed lifetime withdrawal percentage used in that calculation might increase under specified conditions (e.g. when the covered life is receiving care from a health care facility or is unable to perform a specified number of “activities of daily living”).
- (c) How any reset provision works.
- (d) How and when any guaranteed lifetime withdrawal percentage (or, if applicable, a guaranteed period withdrawal percentage) based on the age of a specific covered person is determined.
- (e) How proportional withdrawals, if applicable, are determined.
- (2) The GLB form shall describe any condition or limitations on the GLB feature, including:
- (a) A statement, if applicable, in prominent print, to the effect that the guaranteed benefit base cannot be withdrawn in a lump sum and is not payable as a death benefit.
  - (b) The maximum limit, if any, on the guaranteed benefit base.
  - (c) Any waiting period.
  - (d) Any limitations /conditions on availability of a reset.
  - (e) Any limitations on the investment options or allocations while the GLB feature is in effect (e.g. required reallocations upon the first withdrawal), and that the owner would be notified in writing if these limitations change.
  - (f) Any limitations on or triggers with respect to transfers among the separate account funds and/or the general account (including any index-linked funds) while the GLB feature is in effect.
  - (g) How withdrawals and additional premium payments shall be allocated among the separate account funds and/or the general account, including any index-linked funds (e.g. prorated among accounts/funds or subject to some limitations).

- (h) Any limitations on additional premium payments.
  - (i) Whether or not the guaranteed period withdrawal amount or the guaranteed lifetime withdrawal amount is locked in once the first withdrawal is made.
  - (j) Whether or not any premium payments are excluded in determining the guaranteed benefit base.
  - (k) Whether any changes in covered person are allowed, and whether such change triggers any changes in the GLB feature (e.g. a reset of the guaranteed benefit base to the account value).
- (3) A GMWB form shall describe what happens to future benefits and/or contractual rights if the owner withdraws more than the guaranteed period withdrawal amount or the guaranteed lifetime withdrawal amount in any one year (referred to in these standards as excess withdrawal treatment). The GMWB form, shall also state, if applicable, the following:
- (a) A warning in prominent print, that such excess withdrawals could reduce future benefits by more than the dollar amount of the excess withdrawals.
  - (b) That surrender charges would apply if withdrawals exceed the contract's annual free withdrawal amount.
  - (c) That if such excess withdrawals are RMDs, those excess withdrawals will be:
    - (i) Treated the same as any other excess withdrawal; or
    - (ii) Subject to more favorable excess withdrawal treatment (including not being subject to excess withdrawal treatment at all), and that such treatment is contingent on the owner accepting the company's calculations of the RMD amounts, and that the calculations will be limited to this contract only.
  - (d) That if, at any time, the owner requests a withdrawal over the telephone, the company will let the owner know whether such withdrawal will trigger excess withdrawal treatment and/or what the maximum amount is that the owner could withdraw without triggering excess withdrawal treatment.
  - (e) That if, at any time, the owner requests a withdrawal via a withdrawal form provided by the company, the withdrawal form shall include:
    - (i) A warning in prominent print that any excess withdrawals could reduce future benefits by more than the dollar amount of the excess withdrawals, and

- (ii) An option to contact the company by telephone to find out if, as of that date, a contemplated withdrawal amount would trigger excess withdrawal treatment.

And that the actual dollar effect of such withdrawal on future benefits will be determined as of the date the form is received by the company, consistent with the terms set out in the GMWB form.

- (4) A GMWB form shall describe what happens if the owner withdraws less than the guaranteed period withdrawal amount or the guaranteed lifetime withdrawal amount in any one year, if the difference can be applied toward future withdrawals, and if so, how it is applied and what effect such application has on other GMWB amounts.
- (5) The GLB form shall describe what happens when the account value becomes zero (e.g. any effect on contract values or contract rights).
- (6) A GMWB form shall describe the rights to and options for income when the contract to which it is attached or built into matures. The annuity purchase rates available at maturity shall not provide an income less than the Guaranteed Lifetime Withdrawal Amount in effect on the day prior to the maturity date.
- (7) A GMWB form shall describe any additional forms of withdrawal, if available.
- (8) The GLB form shall describe the effect of any withdrawals on all GLB amounts. The GLB form shall describe the impact that exercising other contract benefits will have on GLB amounts.
- (9) A GMWB form shall describe under what circumstances a covered person may be removed or added and what happens when one of the covered persons dies or there is a divorce.

**D. EVIDENCE OF SURVIVAL**

- (1) A GMWB or GMIB form may provide the company with the right to require proof that the covered person is living on the date of withdrawal.

**E. DEATH BENEFIT**

- (1) The GLB form shall describe how the GLB feature affects the amount of the entire contract's death benefit (if different than the account value or cash surrender value).
- (2) If there is an option for the spouse to continue the contract in lieu of receiving the death benefit, the GLB form shall state the effect, if any, on all the GLB amounts, percentages, and conditions.
- (3) With respect to an option for the spouse to continue the contract,

- (a) The GLB form shall comply with the applicable state law where the form is delivered or issued for delivery, with respect to the coverage and benefits available to a person who is in a legally-sanctioned domestic partnership or civil union and to their families, or available to a person who is in a legally-sanctioned marriage with the insured and to their families; and
- (b) Nothing in this provision shall be construed as requiring any company to provide coverage or benefits to any person who is in a domestic partnership, civil union or marriage or to their families in a state where such relationships are not legally recognized.

**F. GLB CHARGE**

- (1) The GLB form shall describe any elements used in determining the GLB charge and any guarantees or ranges associated with these elements.
- (2) The GLB form shall include a description of the GLB charge, including how it is calculated (e.g. as a percentage of the account value, the guaranteed benefit base or the remaining benefit amount), how it is deducted (e.g. from the entire account value or from only the separate account portion of the account value via the mortality and expense charge), how often it is deducted, and how it affects the guaranteed benefit base, if at all. If the GLB charge is included as part of another expense charge under the contract, the GLB portion of that charge must be explicitly identified. If the GLB charge rate varies based on the asset allocation model used, the GLB form shall so state.
- (3) The GLB form shall describe how the GLB charge is allocated among the separate account funds and/or the general account, including any index-linked funds.
- (4) The GLB form shall describe the conditions under which the GLB charge rate could increase (e.g. a change in the asset allocation model or a step-up), what rights the owner has to accept or reject the increase, and that the owner will be notified in writing of such increase.
- (5) The GLB form shall state that the GLB charge rate will never exceed the maximum GLB charge rate on the specifications page.
- (6) The GLB form shall state under what conditions, if any, the GLB charge will be waived.
- (7) The GLB form shall describe the method and timing of deducting the GLB charge from the account value (e.g. if the GLB charge is deducted in arrears, or if the GLB charge is prorated for effective date of a change in the rate that is not at the beginning of a charge period).
- (8) The GLB form shall state that if the GLB is terminated, the GLB charge shall be terminated.

## **G. REPORT**

- (1) The GLB form shall state that the annual report will contain at least the following:
  - (a) For a GMWB feature that pays a guaranteed period withdrawal amount:
    - (i) Before the first guaranteed withdrawal is taken, the guaranteed benefit base and the guaranteed period withdrawal amount.
    - (ii) After the first guaranteed withdrawal is taken, the guaranteed period withdrawal amount and the remaining benefit amount.
  - (b) For a GMWB feature that pays a guaranteed lifetime withdrawal amount:
    - (i) Before the first guaranteed withdrawal is taken, the guaranteed benefit base and the guaranteed lifetime withdrawal amount for the earliest possible initial withdrawal date (or an option to contact the company to find out what the guaranteed lifetime withdrawal amount would be for a particular initial withdrawal date, assuming future activity is limited to continuation of guarantees in the contract).
    - (ii) After the first guaranteed withdrawal is taken, the guaranteed lifetime withdrawal amount.
  - (c) For a GMIB feature, the guaranteed benefit base (i.e. the minimum annuitization amount) and related minimum income amount, based on the guaranteed purchase rates in the contract for the earliest possible date the GMIB feature can be exercised.
  - (d) For a GMAB feature, the guaranteed benefit base (i.e. the minimum accumulation amount).

## **H. TERMINATION**

- (1) A GLB form that is attached to the contract by rider, endorsement or amendment shall include the following termination conditions:
  - (a) Upon termination of the contract; or
  - (b) After the remaining benefit amount is reduced to zero, if applicable.
- (2) A GLB form that is built in or attached to the contract by rider, endorsement or amendment may include the following conditions for termination of the benefit feature or the rider, endorsement, or amendment:

- (a) Upon written request from the owner;
  - (b) Upon the death of an owner, annuitant or sole surviving covered person;
  - (c) Upon divorce, annulment, or dissolution of a marriage, if the form contains a spousal benefit;
  - (d) Upon transfers or changes to the investment allocations such that the resulting investment allocations no longer meet the requirements of the GLB form;
  - (e) Upon change in a covered person that isn't otherwise specifically allowed in the GLB form;
  - (f) Upon a change in ownership (or assignment) of the contract unless:
    - (i) The new owner or assignee assumes full ownership of the contract and is essentially the same person (e.g. an individual ownership changed to a personal revocable trust, a joint ownership of husband and wife changed to the surviving spouse when one of them dies, a change to the owner's spouse during the owner's lifetime, a change to a court appointed guardian representing the owner during the owner's lifetime, etc.); or
    - (ii) The assignment is for the purposes of effectuating a 1035 exchange of the contract (i.e. the rider may continue during the temporary assignment period and not terminate until the contract is actually surrendered);
  - (g) Upon reaching specified contract anniversaries, as specified in the GLB form;
  - (h) Upon the payment of the death benefit, unless there is a provision to continue the contract by the spouse;
  - (i) Upon exercising a settlement option under the contract; or
  - (j) Other termination conditions, as approved by the IIPRC.
- (3) If the GLB form is attached to the contract by rider, endorsement or amendment, the GLB form shall describe, if applicable, the procedure for reinstating the GLB feature after termination.