



IIPRC-A-03-I-BONUS

ADDITIONAL STANDARDS FOR BONUS BENEFITS FOR INDIVIDUAL DEFERRED VARIABLE ANNUITY CONTRACTS

Effective Date: October 13, 2021

Scope: These standards apply to bonus benefits that are built into individual deferred variable annuity contracts or added to such contracts by rider, endorsement or amendment. The bonus benefit can be an interest bonus, a premium bonus, a persistency bonus or any other amounts/percentages that are credited to the premiums paid, account value, cash value, cash surrender value or annuity/maturity value under a specified condition, other than benefits of the type described above that are provided through any pattern of non-level interest rate guarantees (interest rate guarantees that vary over time) on the general account portion of the contract that may be similar to but are not specifically referred to as bonuses or additional credits. The bonus benefit form may reference the bonus as a credit, enhancement, bonus or similar terminology. These standards do not apply to products with a zero (0) bonus.

Mix and Match: These standards are available to be used in combination with State Product Components as described in Section 111(b) of the Operating Procedure for the Filing and Approval of Product Filings.

Self-Certification: These standards are not available to be filed on a self-certification basis in accordance with the Rule for the Self-Certification of Products Filed with the Interstate Insurance Product Regulation Commission.

As used in these standards, the following definitions apply:

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

In addition to the Core Standards requirements, the following standards, as appropriate, apply:

§1. ADDITIONAL SUBMISSION REQUIREMENTS

A. GENERAL

The following additional filing submission requirements shall apply:

YES N/A

		(1) If a bonus benefit is provided by attachment to the contract by rider, endorsement or amendment, include:
		(a) A listing by filing jurisdiction of the types of contracts with which the bonus benefit 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 bonus benefit 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 bonus benefit form is intended for use with new issues and/or in force business.
		(d) A description of the bonus benefit for all types of contract forms with which the benefit will be used.
		(e) Any contract pages or provisions referenced in the bonus benefit form.

B. ACTUARIAL MEMORANDUM REQUIREMENTS

YES N/A

		(1) The actuarial memorandum required by the Core Standards for Individual Deferred Variable Annuity Contract to which these standards apply, and which is prepared, dated and signed by the member of the American Academy of Actuaries, shall include the following bonus benefit information concerning the calculation of the nonforfeiture values (including both cash surrender values and nonforfeiture values):
		(a) A description of the bonus benefit, including any formulae or methodology used to determine the bonus benefit and any requirements for the amount of premiums received or the level of account value attained, or any other conditions that must be met to receive the bonus benefit;
		(b) A description of any elements used in determining the bonus benefit and any guarantees or ranges associated with these elements;
		(c) An example showing the derivation of the bonus benefit;
		(d) A demonstration that the values of the contract, including any guaranteed bonus benefit, comply with Section 7 of the NAIC Model Variable Annuity Regulation, model #250 as interpreted in the Core Standards for Individual Deferred Variable Annuity Contracts to which these standards apply. For purposes of demonstrating compliance with the minimum nonforfeiture requirements of Section 7.D. of the NAIC Model Variable Annuity Regulation, model #250, any bonus is to be treated as a "gross consideration". Bonus benefit assumptions used in any general account nonforfeiture demonstration shall be disclosed in Appendices A-1 and A-2; and
		(e) An actuarial certification that the cost trade offs between the product being filed and similar products without a bonus were reviewed and deemed appropriate (i.e. that there will be some situations (e.g., time period or level of premium) in which the bonus creates value to the contract owner relative to the product without the bonus).

C. VARIABILITY OF INFORMATION

YES N/A

		(1) Guaranteed elements used in determining the bonus benefit 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. Any change to the range
--	--	---

		filed for a guaranteed element requires a refiling for prior approval and shall be accompanied by a demonstration, if applicable, signed by a member of the American Academy of Actuaries, that the contracts issued within the new range comply with Section 7 of the NAIC Model Variable Annuity Regulation, model #250 as interpreted in the Core Standards for Individual Deferred Variable Annuity Contracts to which these standards apply.
	(2)	Any identifiable charge for the bonus benefit 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 FORM REQUIREMENTS

A. COVER PAGE

YES N/A

	(1)	If a bonus benefit 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 bonus benefit form is added after the date of issue of a contract.
	(b)	A statement to the effect that the bonus benefit form is made a part of the contract and that its provisions apply in lieu of any contract provisions to the contrary.
	(2)	The bonus benefit form shall contain a brief description that shall appear in prominent print on the cover page of the bonus benefit form or is visible without opening the bonus benefit form. The brief description shall contain at least the following information:
	(a)	A caption stating that a bonus benefit is provided; for example, flexible premium deferred variable annuity contract with bonus provision.

B. SPECIFICATIONS PAGE

YES N/A

	(1)	The specifications page of the bonus benefit form shall include any guaranteed elements used in determining the bonus benefit and a statement, if applicable, that:
	(a)	The elements used in determining the bonus benefit are not guaranteed and can be changed by the company, subject to the guarantees in the bonus benefit form, and that any such changes can affect the account value.
	(b)	There may be situations in which your bonus benefit may not be fully earned and the owner should read the bonus benefit, surrender charge and bonus benefit forfeiture provisions (or the provisions where those topics are addressed) of the contract carefully.
	(2)	The specifications page of the bonus benefit form shall include any identifiable charge for the bonus benefit.
	(3)	Separate policy forms must be submitted when the product is being offered with bonus and non-bonus features. Separate specifications pages to handle both

		cannot be accepted.
	(4)	For variations in types of bonuses or guaranteed elements for bonus features, these benefits can be shown through different specifications pages, with a generic cover page indicating a bonus is present. Alternatively, separate policy forms may be submitted to reflect the variations.

C. BONUS BENEFIT

YES N/A

	(1)	The bonus benefit form shall describe any formulae or methodology used to determine the bonus benefit, including any requirements applicable to the amount of premiums received or the level of account value attained, or any other conditions that must be met to receive the bonus benefit.
	(2)	The bonus benefit form shall describe any elements used in determining the bonus benefit and any guarantees or ranges associated with these elements.
	(3)	The bonus benefit form shall describe the effect of any bonus benefit credited to the contract on all contract values. The bonus benefit form shall describe the date the bonus benefit is to be credited and the order in which the bonus benefit will be credited to the contract values, relative to other contract charges and credits that could be applied on the same date.
	(4)	If the bonus benefit is applicable to a contract with multiple separate account funds and/or a general account, the bonus benefit form shall disclose how the bonus shall be allocated among separate account funds and/or the general account.
	(5)	If the bonus benefit is related to the premiums paid, for any portion of the bonus allocated to the general account, the bonus benefit form shall disclose that the amount of the bonus benefit is not considered a premium payment, but is considered part of interest earnings.

D. BONUS BENEFIT GUARANTEES

YES N/A

	(1)	The values of any elements used in determining the bonus benefit and stated in the bonus benefit form shall be guaranteed. Values of nonguaranteed elements shall not be included in the contract.
	(2)	The bonus benefit form shall indicate which elements are guaranteed and which may be changed at the discretion of the company. The bonus benefit form shall also indicate that the right to change any of these elements is subject to any guarantees with respect to the element and that any change shall be based on future anticipated experience.

E. CONDITIONS UNDER WHICH BONUS BENEFIT MAY BE FORFEITED

YES N/A

	(1)	The contract may, at the option of the company, deduct from the account value the amount of any bonus benefit credited, provided the following conditions are met:
	(a)	The conditions for forfeiture are described in the contract;

		(b) Forfeiture of the bonus will not reduce the cash value below the minimum nonforfeiture benefit as required under this standard; and
		(c) No bonus will be forfeited after the end of the surrender charge period.
		(d) A zero bonus is not acceptable under the conditions outlined.

F. RIGHT TO EXAMINE CONTRACT

YES N/A

		(1) The contract shall disclose that if the contract is returned under the right to examine provision, any bonus benefit credited will not be returned.
--	--	---

G. TERMINATION

YES N/A

		(1) A bonus benefit 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) Upon nonpayment of any identifiable charge.

The Reviewer Checklist is intended for the sole purpose of assisting a company product filer ("User") in understanding the requirements of the applicable Uniform Standard(s) for IIPRC product filings. Users are hereby notified not to rely solely upon the Reviewer Checklist in preparing a product filing or in complying with the IIPRC Uniform Standards, Rules and Operating Procedures. The User also acknowledges there is a possibility of human, mechanical or technical error in the development, presentation or use of the Reviewer Checklist. The Interstate Insurance Product Regulation Commission (Commission) accepts no liability for any loss, cost or damage caused by use of this tool, including without limitation, direct or indirect, incidental, special, consequential or exemplary or punitive damages arising out of the use or inability to use the Reviewer Checklist. There are no warranties either express or implied and User specifically acknowledges the Commission does not warrant the truth, accuracy or completeness of the Reviewer Checklist.