



Sun Life Assurance Company of Canada
227 King St South
PO Box 1601 STN Waterloo
Waterloo ON N2J 4C5

Bus 1 877 786-5433 ext 341-5446
Fax 1 866 487-4745
www.sunlife.ca

Client
Address line 1
Address line 2
Address line 3

Date

Dear Client:

Important information about your Adjustable Life insurance policy, contract number [LP-xxxx,xxx-x](#).

We recently reviewed your Adjustable Life insurance policy and we're pleased to inform you that, for the next three year period, your death benefit will increase from \$[xx,xxx](#) to \$[xx,xxx](#) and your premium will remain unchanged. Contractual changes outlined in your policy such as benefits expiring or renewing may affect future premiums.

Let me explain why we've made this change.

Your policy includes a provision that allows us to adjust the death benefit – referred to in your annual statement as your 'basic insurance' benefit – and premium amounts every three years when we review your policy's cost basis.

We determine the cost basis according to our future expectations of pricing factors such as investment returns, mortality, expenses, taxes, inflation and how long people keep their policies. Each factor may have a positive or negative effect on the adjustment we make to your policy.

The declining investment returns that we've experienced have had a negative effect on your policy. However, we've also experienced lower than expected death claims (mortality), which have offset the negative effects of these investment returns. This allows us to maintain your death benefit and premium for the next three years.

While this is good news, the low interest rate environment continues to put pressure on our investment returns, which means it's possible we may have to increase your policy's premium when we review your policy again in three years.

Your death benefit for the next three years will take effect on your policy's anniversary date of [MMM DD YYYY](#). The cash values and paid-up values for your policy for the next three years (assuming all premiums are paid) will be:

Insert table

Please keep the enclosed amendment and this letter with your policy.

If you have any questions, you can reach your advisor, Attest Attest, at (905)559-2202 ext 213, or our Customer Care Centre, toll-free, at 1 877 SUN-LIFE (1 877 786-5433).

Sincerely,

A handwritten signature in black ink, appearing to read "Dean Chambers". The signature is fluid and cursive, written over a light grey background.

Dean Chambers
Vice-President, Individual Insurance

TEST DATA