



Date: March 15, 2005

To: US Individual Producers

From: Felix Martinez, Senior Vice President, International Operations
and US Sales & Marketing

Re: **Date Extension for Final Apps on DI Policies written with Return of Premium and Cash Value Riders**

To alleviate any concerns that might have occurred as a result of the immediate suspension of all Return of Premium and Cash Value rider sales, we have decided to extend the deadline for final applications. **We will accept applications with Return of Premium and/or Cash Value riders provided that said applications are dated no later than March 18, 2005, and received in Home Office no later than March 31, 2005.**

All applications with ROP and CV riders dated after March 18th, and/or received in the home office after March 31st will be handled according to our normal underwriting processes, but the riders will not be issued and a Policy Contract Amendment will be issued deleting the riders from the application.

We hope that you will use this extension to complete and submit any pending cases you might have been working on, and we fully anticipate your usual level of due diligence and quality field underwriting in the submission of these cases. All applications received by the end of March will be underwritten carefully to preclude anyone from trying to take advantage of this situation and large blocks of applications will be examined to make sure that the above parameters have been met. As of March 18th, the riders will be deactivated on the illustrations system.

As we stated in our fax of March 11th, we will remain an active provider in the disability marketplace, and believe that even without these riders, we still offer one of the better disability policies in the market today. As we analyze our disability portfolio, we will make changes that will place us in a competitive position in the markets we desire to serve. I want to thank you for your business in the past and encourage you to look forward to substantial improvements in our offerings in the future.