

SERFF Tracking Number: SUNL-126997500 State: Arkansas  
Filing Company: Sun Life Assurance Company of Canada (U.S.) State Tracking Number: 47788  
Company Tracking Number: SOV VUL-SCOLI-07  
TOI: L06I Individual Life - Variable Sub-TOI: L06I.002 Single Life - Flexible Premium  
Product Name: SOV VUL-SCOLI-07  
Project Name/Number: SOV VUL-SCOLI-07/SOV VUL-SCOLI-07

## Filing at a Glance

Company: Sun Life Assurance Company of Canada (U.S.)

Product Name: SOV VUL-SCOLI-07

SERFF Tr Num: SUNL-126997500 State: Arkansas

TOI: L06I Individual Life - Variable

SERFF Status: Closed-Filed-  
Closed

State Tr Num: 47788

Sub-TOI: L06I.002 Single Life - Flexible  
Premium

Co Tr Num: SOV VUL-SCOLI-07

State Status: No Fee Required

Filing Type: Form

Reviewer(s): Linda Bird

Authors: Margaret Carvalho,  
Thomas Miele, Christopher  
McAuliffe, Pat Squillacioti  
Date Submitted: 01/26/2011

Disposition Date: 01/27/2011

Implementation Date Requested: On Approval

Disposition Status: Filed-Closed

State Filing Description:

Implementation Date:

## General Information

Project Name: SOV VUL-SCOLI-07

Status of Filing in Domicile: Pending

Project Number: SOV VUL-SCOLI-07

Date Approved in Domicile:

Requested Filing Mode: Review & Approval

Domicile Status Comments: Pending with our  
domiciliary state of Delaware.

Explanation for Combination/Other:

Market Type: Individual

Submission Type: New Submission

Individual Market Type:

Overall Rate Impact:

Filing Status Changed: 01/27/2011

Deemer Date:

State Status Changed: 01/26/2011

Submitted By: Margaret Carvalho

Created By: Margaret Carvalho

Filing Description:

Corresponding Filing Tracking Number:

Sun Life Assurance Company of Canada (U.S.)

NAIC # 549-79065

FEIN # 04-2461439

Re: Statement of Variability for VUL-SCOLI-07

Dear Sir or Madam:

SERFF Tracking Number: SUNL-126997500 State: Arkansas  
 Filing Company: Sun Life Assurance Company of Canada (U.S.) State Tracking Number: 47788  
 Company Tracking Number: SOV VUL-SCOLI-07  
 TOI: L06I Individual Life - Variable Sub-TOI: L06I.002 Single Life - Flexible Premium  
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We submit the above referenced statement of variability for your review and approval. This new statement of variability will be used in connection with previously approved policy form VUL-SCOLI-07. It will replace the previous statement of variability dated May 17, 2007. This new statement of variability includes expanded ranges of variability to support possible future changes. We do anticipate changes in the premium expense charge within in the new range. Of course, any future change will apply to new issues only at a point in time and on a going forward basis. The use of variability in the enclosed statement will continue to be administered in a uniform and non-discriminatory manner and shall not result in unfair discrimination.

Accordingly, we also enclose an updated actuarial memorandum for your reference.

Please do not hesitate to contact me if you have any questions regarding this submission. Thank you for your attention to this matter.

## Company and Contact

### Filing Contact Information

Margaret Carvalho, Compliance Consultant      margaret.carvalho@sunlife.com  
 One Sun Life Executive Park                      781-446-1811 [Phone]  
 Wellesley Hills, MA 02481                      781-237-3327 [FAX]

### Filing Company Information

Sun Life Assurance Company of Canada (U.S.) CoCode: 79065                      State of Domicile: Delaware  
 One Sun Life Executive Park                      Group Code: 549                      Company Type:  
 State Filings, SC2175                      Group Name:                      State ID Number:  
 Wellesley Hills, MA 02481                      FEIN Number: 04-2461439  
 (800) 432-1102 ext. [Phone]

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## Filing Fees

Fee Required?                      No  
 Retaliatory?                      No  
 Fee Explanation:  
 Per Company:                      No

COMPANY	AMOUNT	DATE PROCESSED	TRANSACTION #
Sun Life Assurance Company of Canada (U.S.)	\$0.00	01/26/2011	

SERFF Tracking Number: SUNL-126997500 State: Arkansas  
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TOI: L06I Individual Life - Variable Sub-TOI: L06I.002 Single Life - Flexible Premium  
Product Name: SOV VUL-SCOLI-07  
Project Name/Number: SOV VUL-SCOLI-07/SOV VUL-SCOLI-07

## Correspondence Summary

### Dispositions

Status	Created By	Created On	Date Submitted
Filed-Closed	Linda Bird	01/27/2011	01/27/2011

*SERFF Tracking Number:*      *SUNL-126997500*                      *State:*                      *Arkansas*  
*Filing Company:*              *Sun Life Assurance Company of Canada (U.S.)*      *State Tracking Number:*      *47788*  
*Company Tracking Number:*      *SOV VUL-SCOLI-07*  
*TOI:*                      *L06I Individual Life - Variable*                      *Sub-TOI:*                      *L06I.002 Single Life - Flexible Premium*  
*Product Name:*              *SOV VUL-SCOLI-07*  
*Project Name/Number:*      *SOV VUL-SCOLI-07/SOV VUL-SCOLI-07*

## **Disposition**

Disposition Date: 01/27/2011

Implementation Date:

Status: Filed-Closed

Comment:

Rate data does NOT apply to filing.

*SERFF Tracking Number:* SUNL-126997500      *State:* Arkansas  
*Filing Company:* Sun Life Assurance Company of Canada (U.S.)      *State Tracking Number:* 47788  
*Company Tracking Number:* SOV VUL-SCOLI-07  
*TOI:* L061 Individual Life - Variable      *Sub-TOI:* L061.002 Single Life - Flexible Premium  
*Product Name:* SOV VUL-SCOLI-07  
*Project Name/Number:* SOV VUL-SCOLI-07/SOV VUL-SCOLI-07

<b>Schedule</b>	<b>Schedule Item</b>	<b>Schedule Item Status</b>	<b>Public Access</b>
<b>Supporting Document</b>	Flesch Certification		No
<b>Supporting Document</b>	Application		No
<b>Supporting Document</b>	Life & Annuity - Actuarial Memo		No
<b>Supporting Document</b>	Statement of Variability		Yes

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## Supporting Document Schedules

**Item Status:**

**Status**

**Date:**

**Satisfied - Item:** Statement of Variability

**Comments:**

**Attachment:**

VUL-SCOLI-07 Revised SOV 1-25-11.pdf

**Sun Life Assurance Company of Canada (U.S.)  
Statement of Variability**

Form #: VUL-SCOLI-07

Revision Date: January 25, 2011

Variability denoted by bracketing

Page No.	Field	Scope of Variation
1	Insured	Hypothetical - John Doe specimen information.
1	Policy Number	Hypothetical - John Doe specimen information.
1	Officers	These will vary if officers change
3	Insured	Hypothetical - John Doe specimen information.
3	Policy Number	Hypothetical - John Doe specimen information.
3	Issue Age, Sex	Issue Age Range = 18 – 85. Sex Range = Male, Female or Unisex. Variability due to insured specific information.
3	Class	Variability Range = Super Preferred Non-tobacco - Medical Issue, Preferred Non-Tobacco - Medical Issue, Preferred Tobacco - Medical Issue, Standard Non-Tobacco - Medical Issue, Standard Tobacco - Medical Issue, Standard Non-Tobacco - Guaranteed Issue, Standard Tobacco - Guaranteed Issue. Variability based on insured-specific underwriting evaluation.
3	Specified Face Amount	Hypothetical - John Doe specimen information. Variability determined by the policy owner's request and insured's risk class, subject to the Minimum Specified Face Amount.
3	Supplemental Insurance Face Amount	Hypothetical - John Doe specimen information. Variability determined by the policy owner's request and insured's risk class, subject to the Minimum Specified Face Amount.
3	Total Face Amount	Hypothetical - John Doe specimen information.
3	Minimum Total Face Amount	Variable Amount Range = \$50,000 - \$300,000 Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.

Page No.	Field	Scope of Variation
3	Minimum Specified Face Amount	Variable Amount Range = \$50,000 - \$300,000 Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.
3	Planned Periodic Premium	Hypothetical - John Doe specimen information. Variability based on amount to be billed as elected by the policy owner.
3	Death Benefit Compliance Test	Variable Range: Cash Value Accumulation Test or Guideline Premium Test. Variability determined by the policy owner. The death benefit compliance test is elected by the policy owner.
3	Billing Period	Variable Range: Annually, Semi-Annually, Quarterly or Monthly. Variability determined by the policy owner. The billing period is elected by the policy owner.
3	Issue Date	Hypothetical - John Doe specimen information.
3	Owner	Hypothetical - John Doe specimen information.
3	Death Benefit Option	Variable Range: Option A – Specified Face Amount, Option B – Specified Face Amount plus Gross Cash Surrender Value, Option C – Specified Face plus cumulative Premiums paid. Variability based on the death benefit option elected by the policy owner.
3	Variable Account Name	Variability only intended for a future Variable Account Name change. Any such change would apply to new issues on a going forward basis only.
3	Securities & Exchange Commission Registration	Variability only intended for a future Securities & Exchange Commission Registration name change. Any such change would apply to new issues on a going forward basis only.
4	Premium Expense Load: Policy Years	Variable Range: Policy Years = 1 – All Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.

Page No.	Field	Scope of Variation
4	Premium Expense Load: On Premium paid during the Policy Year up to and including Target Premium	Variable Range: Rate = 0% - 50% and may vary by Policy Year Policy Years = 1 – All Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.
4	Premium Expense Load: On Premium paid during the Policy Year in excess of Target Premium	Variable Range: Rate = 0% - 50% and may vary by Policy Year Policy Years = 1 – All Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.
4	Target Premium	Hypothetical - John Doe specimen information.
4	Monthly Expense Charge	Variable Range = \$5.00 - \$20.00 Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.
4	Monthly Face Amount Charge	Variable Range: Rate = \$0.02 - \$1.67 per \$1,000 of Specified Face Amount. Policy Years = 1 – All Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.
4	Mortality and Expense Risk Percentage	Variable Range: Rate = 0.05% – 0.70% Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.
4	Daily Risk Percentage	Variable Range: Rate = 0.0001370% – 0.0019111% Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.

Page No.	Field	Scope of Variation
4	Policy Loan Interest Rate (payable in arrears)	Variable Range: Rate = 3.00% – 6.00% Policy Years = 1 – All Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.
4	Interest Credited on Loan Account	Variable Range = 3.00% - 4.00% annually
4	Fixed Account: Transfer Percentage	Variable Range: Rate = 10.00% – 40.00% Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.
4	Fixed Account: Transfer Period	Variable Range: Policy Years = 2 – 10 Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.
4	Fixed Account: Transfer Minimum	Variable Range: Rate = \$1,000 - \$5,000 Variability only intended for a future change by the Company after an actuarial pricing evaluation. Any such change would apply to new issues on a going forward basis only.
5	Supplemental Benefit Rider(s)	Any approved and available rider elected by the policy owner will appear.
6	Table of Death Benefit Percentages	Hypothetical – Based on the Death Benefit Compliance Test elected, specified within the IRS code. Any such change would apply to new issues on a going forward basis only.
7	Table of Guaranteed Maximum Monthly Cost of Insurance Rates per \$1000 of Net Amount at Risk for Specified Face Amount and Supplemental Insurance Face Amount	Hypothetical - John Doe specimen information. Variability for Policy Year and Monthly Rate is determined by the insured's age, sex, duration, and risk class. Maximum guaranteed rates are shown for the hypothetical insured.