

SERFF Tracking Number: UNAM-127311312 State: Arkansas  
Filing Company: Pennsylvania Life Insurance Company State Tracking Number: 49241  
Company Tracking Number:  
TOI: LTC06 Long Term Care - Other Sub-TOI: LTC06.000 Long Term Care - Other  
Product Name: LTC LAPSE AND REPLACEMENT - 2010  
Project Name/Number: /

## Filing at a Glance

Company: Pennsylvania Life Insurance Company

Product Name: LTC LAPSE AND REPLACEMENT - 2010 SERFF Tr Num: UNAM-127311312 State: Arkansas

TOI: LTC06 Long Term Care - Other SERFF Status: Closed-Accepted State Tr Num: 49241  
For Informational Purposes

Sub-TOI: LTC06.000 Long Term Care - Other Co Tr Num: State Status: Filed-Closed  
Filing Type: Advertisement Reviewer(s): Stephanie Fowler  
Author: Alicia Phillips-Guiler Disposition Date: 07/15/2011  
Date Submitted: 07/07/2011 Disposition Status: Accepted For  
Informational Purposes  
Implementation Date: Implementation Date:

Implementation Date Requested:

State Filing Description:

## General Information

Project Name: Status of Filing in Domicile:  
Project Number: Date Approved in Domicile:  
Requested Filing Mode: Domicile Status Comments:  
Explanation for Combination/Other: Market Type: Individual  
Submission Type: New Submission Individual Market Type:  
Overall Rate Impact: Filing Status Changed: 07/15/2011  
State Status Changed: 07/15/2011  
Created By: Alicia Phillips-Guiler  
Deemer Date: Corresponding Filing Tracking Number:  
Submitted By: Alicia Phillips-Guiler  
Filing Description:  
Long-Term Care Lapse and Replacement Report – Reporting Year 2010

In compliance with your state's annual reporting requirements, we submit the above-referenced report.

Should you have any questions, please contact me at 407-444-4355, or [Aguiler@universalamerican.com](mailto:Aguiler@universalamerican.com).

Sincerely,

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Alicia P. Guiler  
 Senior Compliance Analyst

## Company and Contact

### Filing Contact Information

Alicia Guiler, AGuiler@uafc.com  
 P.O. Box 958465 407-628-1776 [Phone] 8334 [Ext]  
 Lake Mary, FL 32795-8465 407-628-9021 [FAX]

### Filing Company Information

Pennsylvania Life Insurance Company CoCode: 67660 State of Domicile: Pennsylvania  
 1001 Heathrow Park Lane Group Code: 953 Company Type:  
 Suite 5001 Group Name: State ID Number:  
 Lake Mary, FL 32746 FEIN Number: 23-1305366  
 (407) 995-8000 ext. [Phone]

## Filing Fees

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

COMPANY	AMOUNT	DATE PROCESSED	TRANSACTION #
Pennsylvania Life Insurance Company	\$0.00	07/07/2011	

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## Correspondence Summary

### Dispositions

Status	Created By	Created On	Date Submitted
Accepted For Informational Purposes	Stephanie Fowler	07/15/2011	07/15/2011

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## Disposition

Disposition Date: 07/15/2011

Implementation Date:

Status: Accepted For Informational Purposes

Comment:

Rate data does NOT apply to filing.

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<b>Schedule</b>	<b>Schedule Item</b>	<b>Schedule Item Status</b>	<b>Public Access</b>
<b>Supporting Document</b>	LTC LAPSE AND REPLACEMENT	Accepted for Informational Purposes	No

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## Supporting Document Schedules

	<b>Item Status:</b>	<b>Status</b>
<b>Satisfied - Item:</b> LTC LAPSE AND REPLACEMENT	Accepted for Informational Purposes	<b>Date:</b> 07/15/2011
<b>Comments:</b>		
<b>Attachments:</b>		
AR - LAPSE PLIC 2010.pdf		
PLIC - AUTHORIZATION LTR.pdf		

June 28, 2011

Life and Health Division  
Arkansas Department of Insurance  
1200 W. Third Street  
Little Rock, AR 72201-1904

**RE: PENNSYLVANIA LIFE INSURANCE COMPANY**  
NAIC #67660  
Long-Term Care Lapse and Replacement Report – Reporting Year 2010

In compliance with your state's annual reporting requirements, we submit the above-referenced report.

Should you have any questions, please contact me at 407-444-4355 or [Aguiler@universalamerican.com](mailto:Aguiler@universalamerican.com).

Sincerely,



Alicia P. Guiler  
Senior Compliance Analyst

**Long-Term Care Insurance  
Replacement and Lapse Reporting Form**

For the State of Arkansas

For the Reporting Year of 2010

Company Name: Pennsylvania Life  
 Company Address: 1001 Heathrow Park Ln  
 Contact Person: Alicia P. Guiler

Due: June 30 annually  
 Company NAIC Number: 67660  
 Phone Number: 407-444-4355

**Instructions**

The purpose of this form is to report on a statewide basis information regarding long-term care insurance policy replacements and lapses. Specifically, every insurer shall maintain records for each agent on that agent's amount of long-term care insurance replacement sales as a percent of the agent's total annual sales and the amount of lapses of long-term care insurance policies sold by the agent as a percent of the agent's total annual sales. The tables below should be used to report the ten percent (10%) of the insurer's agents with the greatest percentages of replacements and lapses.

**Listing of the 10% of Agents with the Greatest Percentage of Replacements**

Agent's Name	Number of Policies Sold By This Agent	Number of Policies Replaced By This Agent	Number of Replacements As % of Number Sold By This Agent
<u>N/A</u>			

**Listing of the 10% of Agents with the Greatest Percentage of Lapses**

Agent's Name	Number of Policies Sold By This Agent	Number of Policies Lapsed By This Agent	Number of Lapses As % of Number Sold By This Agent
<u>David S. Richey</u>	<u>0</u>	<u>3</u>	<u>0%</u>

**Company Totals** Statewide

Percentage of Replacement Policies Sold to Total Annual Sales 0 %

Percentage of Replacement Policies Sold to Policies In Force (as of the end of the preceding calendar year) 0 %

Percentage of Lapsed Policies to Total Annual Sales 0 %

Percentage of Lapsed Policies to Policies In Force (as of the end of the preceding calendar year) 22 %



**PENNSYLVANIA  
LIFE INSURANCE CO.**

John Wardle  
President

29100 Aurora Road  
Solon, Ohio 44139  
404-542-5714 phone  
404-287-9797 fax

Mailing address:  
2211 Sanders Road  
MC NBT-10  
Northbrook, IL 60062

May 17, 2011

To Whom It May Concern:

Union Bankers Insurance Company ("UB") and its affiliates are hereby authorized to submit filings related to all life and health insurance policies administered by UB on behalf of:

Pennsylvania Life Insurance Company, NAIC # 67660, FEIN -231305366

This authorization includes providing additional information and responding to questions regarding the filings on our behalf as necessary. This authorization does not apply to Medicare Part D prescription drug policies issued by Pennsylvania Life. This authorization is deemed to be in effect until rescinded in writing.

Sincerely,

John Wardle  
President