

SERFF Tracking Number: AEGJ-128462507 State: Arkansas
Filing Company: Transamerica Life Insurance Company State Tracking Number: RPT-LTC 2011
Company Tracking Number:
TOI: LTC06 Long Term Care - Other Sub-TOI: LTC06.000 Long Term Care - Other
Product Name: Long Term Care
Project Name/Number: Agent Lapse & Replacement Report/

Filing at a Glance

Company: Transamerica Life Insurance Company

Product Name: Long Term Care SERFF Tr Num: AEGJ-128462507 State: Arkansas
TOI: LTC06 Long Term Care - Other SERFF Status: Closed-Accepted State Tr Num: RPT-LTC 2011
For Informational Purposes

Sub-TOI: LTC06.000 Long Term Care - Other Co Tr Num: State Status: Closed-Accepted for
Informational Purposes

Filing Type: Form
Author: Jera Dawson Reviewer(s): Donna Lambert
Date Submitted: 06/08/2012 Disposition Date: 06/08/2012
Disposition Status: Accepted For
Informational Purposes
Implementation Date:
Implementation Date Requested:

State Filing Description:

General Information

Project Name: Agent Lapse & Replacement Report
Project Number:
Requested Filing Mode:
Explanation for Combination/Other:
Submission Type: New Submission
Overall Rate Impact:

Status of Filing in Domicile:
Date Approved in Domicile:
Domicile Status Comments:
Market Type: Individual
Individual Market Type:
Filing Status Changed: 06/08/2012
State Status Changed: 06/08/2012
Created By: Jera Dawson
Corresponding Filing Tracking Number:

Deemer Date:
Submitted By: Jera Dawson
Filing Description:
Transamerica Life Insurance Company - Agent Lapse & Replacement Report
State Narrative:

Company and Contact

Filing Contact Information

Jera Dawson, Jera.Dawson@transamerica.com
1900 L Don Dodson 817-285-3470 [Phone]
Bedford, TX 76021

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Filing Company Information

Transamerica Life Insurance Company CoCode: 86231 State of Domicile: Iowa
P O Box 93005 Group Code: 468 Company Type:
Hurst, TX 76053-3005 Group Name: State ID Number:
(800) 553-7600 ext. [Phone] FEIN Number: 39-0989781

Filing Fees

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

COMPANY	AMOUNT	DATE PROCESSED	TRANSACTION #
Transamerica Life Insurance Company	\$0.00	06/08/2012	

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Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Accepted For Donna Lambert Informational Purposes		06/08/2012	06/08/2012

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Disposition

Disposition Date: 06/08/2012

Implementation Date:

Status: Accepted For Informational Purposes

Comment:

Rate data does NOT apply to filing.

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Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Flesch Certification		Yes
Supporting Document	Application		Yes
Supporting Document	Health - Actuarial Justification		Yes
Supporting Document	Outline of Coverage		Yes
Supporting Document	LTC Agent Lapse & Replacement Report	Accepted for	Yes
		Informational Purposes	

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Supporting Document Schedules

	Item Status:	Status Date:
Bypassed - Item: Flesch Certification Bypass Reason: N/A Comments:		
Bypassed - Item: Application Bypass Reason: N/A Comments:		
Bypassed - Item: Health - Actuarial Justification Bypass Reason: N/A Comments:		
Bypassed - Item: Outline of Coverage Bypass Reason: N/A Comments:		
Satisfied - Item: LTC Agent Lapse & Replacement Report Comments: Attachment: TLIC-LAPSE-AR.PDF	Accepted for Informational Purposes	06/08/2012



LONG TERM CARE NAIC #86231

Home Office: Cedar Rapids, Iowa
Administrative Office: 1900 L Don Dodson Rd., Ste.#300
Bedford, Texas 76021
Telephone: (817) 285-3383 Fax: (817) 285-3377

5/16/2012

The Honorable Jay Bradford:
Commissioner of Insurance
1200 W. Third St.
Little Rock, AR 72201-1904

Re: 2011 Lapse and Replacement Reports

Dear Commissioner Bradford,

The purpose of this letter and its attachment is to comply with your state's requirements for reporting Long-Term Care lapses and replacements. The attachment illustrates, for sales in your state during 2011 the top 10% (ranked by replacement percentage or lapse percentage) of agents who wrote at least 1 policy.

This report includes information on all long-term care policies combined. We have prepared a separate report for Tax qualified long-term care policies as required under HIPAA. Should you wish to receive this report, please notify us.

Sincerely,

A handwritten signature in cursive script, appearing to read "Jared Fults".

Jared Fults, ASA, MAAA
Valuation Manager
Long Term Care

ARKANSAS

Appendix G. Replacement and Lapse Reporting Form

Long-Term Care Insurance Replacement and Lapse Reporting Form

For the State of ARKANSAS For the Reporting Year 2011

Company Name TRANSAMERICA LIFE INSURANCE COMPANY

Company Address 1900 L Don Dodson Rd. Ste #300 Company NAIC Num 86231

Contact Person: JARED FULTS Phone Numbe (817) 285-3336

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 agents'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 Greatest Percentage of Lapsed

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
CAMPBELL TIMOT IV, C	6	0	0
MICHAEL A WOODFIELD	23	2	9

Listing of the 10% of Agents with 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
CAMPBELL TIMOT IV, C	6	6	100

Company Totals

Percentage of Replacement Policies Sold to Total Annual Sales 16 %

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

Percentage of Lapsed Policies Sold to Total Annual Sales 63 %

Percentage of Lapsed Policies Sold to Policies In Force (as of the end of the preceding calendar year) 1 %