

**State:** Arkansas **Filing Company:** Sterling Life Insurance Company  
**TOI/Sub-TOI:** MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010  
**Product Name:** AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing  
**Project Name/Number:** 2013 Rate Refiling/

## Filing at a Glance

Company: Sterling Life Insurance Company  
Product Name: AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing  
State: Arkansas  
TOI: MS08I Individual Medicare Supplement - Standard Plans 2010  
Sub-TOI: MS08I.001 Plan A 2010  
Filing Type: Rate  
Date Submitted: 09/14/2012  
SERFF Tr Num: STLG-128684884  
SERFF Status: Closed-Disapproved  
State Tr Num:  
State Status: Disapproved-Closed  
Co Tr Num: RATE REVISION  
  
Implementation: 01/01/2013  
Date Requested:  
Author(s): Stacey Nguyen, Andrea Callahan, Jane Zhang, Anna Arena, Alisha Zimmer, Darin Berdinka, Joy Sarin  
  
Reviewer(s): Stephanie Fowler (primary)  
Disposition Date: 09/28/2012  
Disposition Status: Disapproved  
Implementation Date:  
  
State Filing Description:

**State:** Arkansas **Filing Company:** Sterling Life Insurance Company  
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**Project Name/Number:** 2013 Rate Refiling/

## General Information

Project Name: 2013 Rate Refiling  
Project Number:  
Requested Filing Mode: Review & Approval  
Explanation for Combination/Other:  
Submission Type: New Submission  
Overall Rate Impact: 9.9%  
Deemer Date:  
Submitted By: Stacey Nguyen  
Status of Filing in Domicile:  
Date Approved in Domicile:  
Domicile Status Comments:  
Market Type: Individual  
Individual Market Type:  
Filing Status Changed: 09/28/2012  
State Status Changed: 09/28/2012  
Created By: Stacey Nguyen  
Corresponding Filing Tracking Number:  
Filing Description:  
Re: Sterling Life Insurance Company Medicare Select and Standard Medicare Supplement Insurance Filing: Rates  
NAIC # 77399  
NAIC Group #361

### "2010" Standard Medicare Supplement

Medicare Supplement Plan A – Form Number: AR STD A (05/10)  
Medicare Supplement Plan B – Form Number: AR STD B (05/10)  
Medicare Supplement Plan C – Form Number: AR STD C (05/10)  
Medicare Supplement Plan F – Form Number: AR STD F (05/10)  
Medicare Supplement Plan G – Form Number: AR STD G (05/10)  
Medicare Supplement Plan K – Form Number: AR STD K (05/10)  
Medicare Supplement Plan N – Form Number: AR STD N

### "2010" SELECT Medicare Supplement

Medicare Select Plan A – Form Number: AR SEL A (05/10)  
Medicare Select Plan B – Form Number: AR SEL B (05/10)  
Medicare Select Plan C – Form Number: AR SEL C (05/10)  
Medicare Select Plan F – Form Number: AR SEL F (05/10)  
Medicare Select Plan G – Form Number: AR SEL G (05/10)  
Medicare Select Plan K – Form Number: AR SEL K (05/10)  
Medicare Select Plan N – Form Number: AR SEL N

Dear Sir or Madam:

This is a rate revision filing for existing Medicare Supplement forms. The purpose of this rate filing is to demonstrate that the anticipated loss ratio, reflecting any requested revision in rates, meets the minimum requirements of your state. This filing is not intended to be used for other purposes.

We are requesting a 6% increase for Plans K and N, and a 9.9% increase for all other Plans. The rate revisions will become effective on the policyholders anniversary date, upon approval and after proper notification of enrollees. The number of policies in force as of August 31, 2012 and the estimated average annual premium before and after the proposed rate revision are provided in Exhibit I. This exhibit also fully describes the rating area by county.

Sterling is requesting a tiered rate increase due to significant variations in loss ratio performance between plans. Plans K and

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N, which require enrollee cost sharing on Part B coinsurance, are performing close to target. As a result we are requesting a 6% increase in premium rates for Plans K and N to account for utilization and medical cost trends. Due to a loss ratio that is significantly greater than target, other plans (A, B, C, F and G) require a rate increase greater than anticipated trend to bring experience back into alignment. To avoid shock lapse of enrollees and to maintain reasonably competitive rates Sterling is capping this adjustment at 9.9%. Due to credibility issues with state specific data nationwide experience is used to project anticipated future and lifetime loss ratios.

If you have any questions, please do not hesitate to contact me at (360) 647-9090 Extension 20099 or Stacey.Nguyen@SterlingPlans.com.

Sincerely,  
 Stacey Nguyen  
 Rate Analyst II  
 Business Analytics and Pricing  
 Sterling Life Insurance Company

## Company and Contact

### Filing Contact Information

Stacey Nguyen, Rate Analyst II stacey.nguyen@sterlingplans.com  
 2219 Rimland Drive 360-647-9080 [Phone] 20099 [Ext]  
 P.O. Box 5348 360-647-8632 [FAX]  
 Bellingham, WA 98227-5348

### Filing Company Information

Sterling Life Insurance Company	CoCode: 77399	State of Domicile: Illinois
P.O. Box 5348	Group Code: 361	Company Type: Insurance
Bellingham, WA 98227	Group Name:	Company - Life, Accident & Health
(360) 647-9080 ext. [Phone]	FEIN Number: 13-1867829	State ID Number:

## Filing Fees

Fee Required?	Yes
Fee Amount:	\$700.00
Retaliatory?	No
Fee Explanation:	Filing/review of each Life and/or Accident and Health rate filing or loss ratio guarantee filing, per form...\$50.00.
	14 forms x \$50 = \$700
Per Company:	No

Company	Amount	Date Processed	Transaction #
Sterling Life Insurance Company	\$700.00	09/14/2012	62706550

SERFF Tracking #:

STLG-128684884

State Tracking #:

Company Tracking #:

RATE REVISION

State: Arkansas

Filing Company:

Sterling Life Insurance Company

TOI/Sub-TOI: MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010

Product Name: AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing

Project Name/Number: 2013 Rate Refiling/

## Correspondence Summary

### Dispositions

Status	Created By	Created On	Date Submitted
Disapproved	Stephanie Fowler	09/28/2012	09/28/2012

### Objection Letters and Response Letters

#### Objection Letters

Status	Created By	Created On	Date Submitted
Pending Industry Response	Stephanie Fowler	09/20/2012	09/20/2012

#### Response Letters

Responded By	Created On	Date Submitted
Stacey Nguyen	09/27/2012	09/27/2012

**State:** Arkansas **Filing Company:** Sterling Life Insurance Company  
**TOI/Sub-TOI:** MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010  
**Product Name:** AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing  
**Project Name/Number:** 2013 Rate Refiling/

## Disposition

Disposition Date: 09/28/2012

Implementation Date:

Status: Disapproved

Comment: Given the current state of the economy and the fact that this block of business is not credible, we cannot approve this rate increase at this time.

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Sterling Life Insurance Company	8.790%	7.950%	\$3,104	296	\$39,038	9.900%	6.000%

Schedule	Schedule Item	Schedule Item Status	Public Access
<b>Supporting Document</b>	Health - Actuarial Justification	Disapproved	No
<b>Rate (revised)</b>	Standard Current and Proposed Rates	Disapproved	No
<b>Rate</b>	Standard Current and Proposed Rates	Disapproved	No
<b>Rate</b>	Standard Actuarial Memorandum	Disapproved	No
<b>Rate</b>	Standard Actuarial Memorandum and Filing Exhibits	Disapproved	No
<b>Rate (revised)</b>	Select Current and Proposed Rates	Disapproved	No
<b>Rate</b>	Select Actuarial Memorandum	Disapproved	No
<b>Rate</b>	Select Actuarial Memorandum and Filing Exhibits	Disapproved	No

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**State:** Arkansas **Filing Company:** Sterling Life Insurance Company  
**TOI/Sub-TOI:** MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010  
**Product Name:** AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing  
**Project Name/Number:** 2013 Rate Refiling/

## Objection Letter

Objection Letter Status	Pending Industry Response
Objection Letter Date	09/20/2012
Submitted Date	09/20/2012
Respond By Date	10/22/2012

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Dear Stacey Nguyen,

**Introduction:**

*This will acknowledge receipt of the captioned filing.*

*The rates are considered to be public information and in order to keep the confidential information from public eye we ask that you please remove the actuarial information from the rate tab.*

**Conclusion:**

*A.C.A. 23-79-109(1)-(5) sets forth the procedure by which filings may be deemed approved upon the expiration of certain time periods with no affirmative action by the commissioner. If the commissioner determines that additional information is needed to make a decision regarding approval, such request for information will be made to the company. The filing will not be considered complete until said additional information is received. The time periods set forth in this statute will not begin to run until the filing is complete.*

*Please feel free to contact me if you have questions.*

*Sincerely,  
Stephanie Fowler*

SERFF Tracking #:

STLG-128684884

State Tracking #:

Company Tracking #:

RATE REVISION

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**State:**

Arkansas

**Filing Company:**

Sterling Life Insurance Company

**TOI/Sub-TOI:**

MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010

**Product Name:**

AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing

**Project Name/Number:**

2013 Rate Refiling/

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## Response Letter

Response Letter Status	Submitted to State
Response Letter Date	09/27/2012
Submitted Date	09/27/2012

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*Dear Stephanie Fowler,*

### **Introduction:**

### **Response 1**

#### **Comments:**

*The Filing exhibits have been removed from the Rate/Rule Schedule Tab so as not to disclose the proposed rates.*

#### **Changed Items:**

*No Supporting Documents changed.*

*No Form Schedule items changed.*

**State:** Arkansas **Filing Company:** Sterling Life Insurance Company  
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**Product Name:** AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing  
**Project Name/Number:** 2013 Rate Refiling/

Rate/Rule Schedule Item Changes				
Document Name	Affected Form Numbers	Rate Action*	Rate Action Information	Attachments
<i>Standard Actuarial Memorandum</i>	<i>AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N</i>	<i>Revised</i>	<i>Previous State Filing Number 49932 Percent Rate Change Request 9.9</i>	
<i>Previous Version</i>				
<i>Standard Actuarial Memorandum and Filing Exhibits</i>	<i>AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N</i>	<i>Revised</i>	<i>Previous State Filing Number 49932 Percent Rate Change Request 9.9</i>	
<i>Select Actuarial Memorandum</i>	<i>AR SEL A (05/10), AR SEL B (05/10), AR SEL C (05/10), AR SEL F (05/10), AR SEL G (05/10), AR SEL K (05/10), AR SEL N</i>	<i>Revised</i>	<i>Previous State Filing Number 49932 Percent Rate Change Request 9.9</i>	
<i>Previous Version</i>				
<i>Select Actuarial Memorandum and Filing Exhibits</i>	<i>AR SEL A (05/10), AR SEL B (05/10), AR SEL C (05/10), AR SEL F (05/10), AR SEL G (05/10), AR SEL K (05/10), AR SEL N</i>	<i>Revised</i>	<i>Previous State Filing Number 49932 Percent Rate Change Request 9.9</i>	

**Conclusion:**

Sincerely,  
Stacey Nguyen

**State:** Arkansas **Filing Company:** Sterling Life Insurance Company  
**TOI/Sub-TOI:** MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010  
**Product Name:** AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing  
**Project Name/Number:** 2013 Rate Refiling/

## Rate Information

Rate data applies to filing.

**Filing Method:** SERFF  
**Rate Change Type:** Increase  
**Overall Percentage of Last Rate Revision:** 0.000%  
**Effective Date of Last Rate Revision:** 06/01/2010  
**Filing Method of Last Filing:** SERFF

## Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Sterling Life Insurance Company	8.790%	7.950%	\$3,104	296	\$39,038	9.900%	6.000%

**State:** Arkansas  
**TOI/Sub-TOI:** MS081 Individual Medicare Supplement - Standard Plans 2010/MS081.001 Plan A 2010  
**Product Name:** AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing  
**Project Name/Number:** 2013 Rate Refiling/

**Filing Company:** Sterling Life Insurance Company

## Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action*	Rate Action Information		Attachments
					Previous State Filing Number:	Percent Rate Change Request:	
1	Disapproved 09/28/2012	Standard Current and Proposed Rates	AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N	Revised	Previous State Filing Number:	49932	Standard Current and Proposed Rates.pdf
					Percent Rate Change Request:	9.900	
2	Disapproved 09/28/2012	Select Current and Proposed Rates	AR SEL A (05/10), AR SEL B (05/10), AR SEL C (05/10), AR SEL F (05/10), AR SEL G (05/10), AR SEL K (05/10), AR SEL N	Revised	Previous State Filing Number:	49932	Select Current and Proposed Rates.pdf
					Percent Rate Change Request:	9.900	

STERLING LIFE INSURANCE COMPANY  
 CHICAGO, ILLINOIS  
 NAIC COMPANY CODE #77399  
 INDIVIDUAL STANDARDIZED MEDICARE SUPPLEMENT PLANS  
 POLICY FORM(S) AR STD A (05/10), AR STD B (05/10)

**MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Plan A	Plan B			Plan A	Plan B
Under 65*	5,516.85	N/A	9.9%	Under 65*	6,063.02	N/A
65 and Above	1,755.02	2,172.33	9.9%	65 and Above	1,928.77	2,387.39

**NON-MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Plan A	Plan B			Plan A	Plan B
Under 65*	5,439.60	N/A	9.9%	Under 65*	5,978.12	N/A
65 and Above	1,647.41	2,082.05	9.9%	65 and Above	1,810.50	2,288.17

Premium modalization factors:

Semi-Annual	Quarterly	Monthly	ACH
0.5203	0.2646	0.0900	0.0855

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY  
CHICAGO, ILLINOIS  
NAIC COMPANY CODE #77399  
INDIVIDUAL STANDARDIZED MEDICARE SUPPLEMENT PLANS  
POLICY FORM(S) AR STD C (05/10)

**MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	2,310.31	2,684.96	9.9%	65 and Above	2,539.03	2,950.77

**NON-MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	2,232.97	2,595.07	9.9%	65 and Above	2,454.03	2,851.98

Premium modalization factors:

Semi-Annual	Quarterly	Monthly	ACH
0.5203	0.2646	0.0900	0.0855

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY  
 CHICAGO, ILLINOIS  
 NAIC COMPANY CODE #77399  
 INDIVIDUAL STANDARDIZED MEDICARE SUPPLEMENT PLANS  
 POLICY FORM(S) AR STD F (05/10)

**MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	2,201.44	2,558.43	9.9%	65 and Above	2,419.38	2,811.71

**NON-MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	2,127.67	2,472.69	9.9%	65 and Above	2,338.31	2,717.49

Premium modalization factors:

Semi-Annual	Quarterly	Monthly	ACH
0.5203	0.2646	0.0900	0.0855

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY  
 CHICAGO, ILLINOIS  
 NAIC COMPANY CODE #77399  
 INDIVIDUAL STANDARDIZED MEDICARE SUPPLEMENT PLANS  
 POLICY FORM(S) AR STD G (05/10)

**MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	2,010.61	2,336.65	9.9%	65 and Above	2,209.66	2,567.98

**NON-MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	1,936.83	2,250.91	9.9%	65 and Above	2,128.58	2,473.75

Premium modalization factors:

Semi-Annual	Quarterly	Monthly	ACH
0.5203	0.2646	0.0900	0.0855

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY  
 CHICAGO, ILLINOIS  
 NAIC COMPANY CODE #77399  
 INDIVIDUAL STANDARDIZED MEDICARE SUPPLEMENT PLANS  
 POLICY FORM(S) AR STD K (05/10)

**MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	995.61	1,157.06	6.0%	65 and Above	1,055.35	1,226.48

**NON-MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	956.04	1,111.07	6.0%	65 and Above	1,013.40	1,177.73

Premium modalization factors:

Semi-Annual	Quarterly	Monthly	ACH
0.5203	0.2646	0.0900	0.0855

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY  
 CHICAGO, ILLINOIS  
 NAIC COMPANY CODE #77399  
 INDIVIDUAL STANDARDIZED MEDICARE SUPPLEMENT PLANS  
 POLICY FORM(S) AR STD N

**MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	1,697.28	1,972.52	6.0%	65 and Above	1,799.12	2,090.87

**NON-MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	1,637.56	1,903.11	6.0%	65 and Above	1,735.81	2,017.30

Premium modalization factors:

Semi-Annual	Quarterly	Monthly	ACH
0.5203	0.2646	0.0900	0.0855

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY  
 CHICAGO, ILLINOIS  
 NAIC COMPANY CODE #77399  
 INDIVIDUAL STANDARDIZED SELECT MEDICARE SUPPLEMENT PLANS  
 POLICY FORM(S) AR SEL A (05/10), AR SEL B (05/10)

**MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Plan A	Plan B			Plan A	Plan B
65 and Above	1,567.14	1,647.05	9.9%	65 and Above	1,722.29	1,810.11

**NON-MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Plan A	Plan B			Plan A	Plan B
65 and Above	1,502.11	1,688.16	9.9%	65 and Above	1,650.82	1,855.29

Premium modalization factors:

Semi-Annual	Quarterly	Monthly	ACH
0.5203	0.2646	0.0900	0.0855

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY  
 CHICAGO, ILLINOIS  
 NAIC COMPANY CODE #77399  
 INDIVIDUAL STANDARDIZED SELECT MEDICARE SUPPLEMENT PLANS  
 POLICY FORM(S) AR SEL C (05/10)

**MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	1,817.27	2,111.96	9.9%	65 and Above	1,997.18	2,321.04

**NON-MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	1,861.31	2,163.14	9.9%	65 and Above	2,045.58	2,377.29

Premium modalization factors:

Semi-Annual	Quarterly	Monthly	ACH
0.5203	0.2646	0.0900	0.0855

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY  
 CHICAGO, ILLINOIS  
 NAIC COMPANY CODE #77399  
 INDIVIDUAL STANDARDIZED SELECT MEDICARE SUPPLEMENT PLANS  
 POLICY FORM(S) AR SEL F (05/10)

**MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	1,596.68	1,855.60	9.9%	65 and Above	1,754.75	2,039.30

**NON-MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	1,635.25	1,900.43	9.9%	65 and Above	1,797.14	2,088.57

Premium modalization factors:

Semi-Annual	Quarterly	Monthly	ACH
0.5203	0.2646	0.0900	0.0855

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY  
 CHICAGO, ILLINOIS  
 NAIC COMPANY CODE #77399  
 INDIVIDUAL STANDARDIZED SELECT MEDICARE SUPPLEMENT PLANS  
 POLICY FORM(S) AR SEL G (05/10)

**MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	1,424.93	1,656.00	9.9%	65 and Above	1,566.00	1,819.94

**NON-MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	1,463.50	1,700.82	9.9%	65 and Above	1,608.39	1,869.20

Premium modalization factors:

Semi-Annual	Quarterly	Monthly	ACH
0.5203	0.2646	0.0900	0.0855

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY  
 CHICAGO, ILLINOIS  
 NAIC COMPANY CODE #77399  
 INDIVIDUAL STANDARDIZED SELECT MEDICARE SUPPLEMENT PLANS  
 POLICY FORM(S) AR SEL K (05/10)

**MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	667.15	775.34	6.0%	65 and Above	707.18	821.86

**NON-MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	692.65	804.97	6.0%	65 and Above	734.21	853.27

Premium modalization factors:

Semi-Annual	Quarterly	Monthly	ACH
0.5203	0.2646	0.0900	0.0855

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY  
 CHICAGO, ILLINOIS  
 NAIC COMPANY CODE #77399  
 INDIVIDUAL STANDARDIZED SELECT MEDICARE SUPPLEMENT PLANS  
 POLICY FORM(S) AR SEL N

**MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	1,166.81	1,356.03	6.0%	65 and Above	1,236.82	1,437.39

**NON-MSA RATING AREA**

Community Rated	<u>Current Annual Premiums</u>		Proposed Revision	Community Rated	<u>Proposed Annual Premiums</u>	
	Non-Tobacco	Tobacco			Non-Tobacco	Tobacco
65 and Above	1,207.03	1,402.77	6.0%	65 and Above	1,279.45	1,486.94

Premium modalization factors:

Semi-Annual	Quarterly	Monthly	ACH
0.5203	0.2646	0.0900	0.0855

All premiums are rounded to the nearest penny.