



BULLETIN:

Commission Adjustments to Total Living Coverage[®]

genworth.com

January 6, 2015

Effective: 2/9/15

States: All

Contact: If you have any questions about these changes, please contact the Genworth Sales Team.

Effective February 9, 2015, Genworth Life Insurance Company (Genworth Life) and in New York, Genworth Life Insurance Company of New York (Genworth Life of New York) will reduce Total Living Coverage[®] (TLC) commission in all states. The standard agent level commission rate will be reduced to 6.5%.

This decision was not taken lightly. When we make these decisions, our goal is to balance consumer value and value for our distribution partners. The new commission rate will continue to be competitive after this change.

Systems will be updated automatically to change the compensation rates.

Updated Commission Schedules with additional details will be distributed to Agency Principals on January 12, 2015.

Transition Rules

2/8/15 Genworth Life and Genworth Life of New York will apply the current commission rate to applications received on or before this date.

2/9/15 Genworth Life and Genworth Life of New York will apply the adjusted commission rate to applications received on or after this date.

In order to assist in this transition, the Genworth Licensing and Commission team will not be able to accept or accommodate producer compensation schedule changes for the linked benefit product through the end of February 2015.

Genworth companies include:

Genworth Life and Annuity Insurance Company, Richmond, VA

Genworth Life Insurance Company, Richmond, VA

Genworth Life Insurance Company of New York, New York, NY

Only Genworth Life Insurance Company of New York is admitted in and conducts business in New York.

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