

Sun Life Assurance Company of Canada

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April 1, 2007

John Client
123 My Street My town, ON H0H 0H0

Re: Important information about your Adjustable Life insurance policy, contract number LI-R1234,567-8

Dear Mr. Client,

We recently reviewed your Adjustable Life insurance policy and we're pleased to inform you that, for the next three year period, your death benefit will increase from \$XX,XXX to \$YY,YYY and your premium will remain unchanged.

Let me explain why we've made this change.

Your policy includes a provision that allows us to adjust the death benefit – referred to in your annual statement as your “basic insurance” – and premium amounts every three years when we review your policy's cost basis.

Use this paragraph instead for clients with total disability benefit:

Your policy includes a provision that allows us to adjust the following every three years when we review your policy's cost basis:

- the death benefit amount, referred to in your annual statement as your “basic insurance” benefit,
- the total disability benefit amount, referred to in your annual statement as “waiver of premiums,” and
- the premium amounts.

We determine the cost basis according to our future expectations of pricing factors such as investment returns, mortality, expenses, taxes, inflation and how long people keep their policies. Each factor may have a positive or negative effect on the adjustment we make to your policy.

The declining investment returns that we've experienced have had a negative effect on your policy. However, we've also experienced lower than expected death claims (mortality), which have outweighed the negative effects of these investment returns. This allows us to offer you an increased death benefit for the next three years.

While this is good news, the low interest rate environment continues to put pressure on our investment returns, which means it's possible we may have to increase your policy's premium when we review your policy again in three years.

Your new death benefit for the next three years will take effect on your policy's anniversary date of <month/day/year>. The cash values and paid-up values for your policy for the next three years (assuming all premiums are paid) will be:

Year	Cash value	Paid-up values
2013	\$	\$
2014	\$	\$
2015	\$	\$

Please keep the enclosed amendment and this letter with your policy.

If you have any questions, you can reach your advisor, Peter Smith, at (123) 456-7890 or our Customer Service Centre at 1-800-786-5433.

Sincerely,

Paul Fryer
Vice-President, Individual Business Management

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