



BULLETIN:

Reminder: New Suitability/Personal Worksheet Forms Required April 4, 2011

genworth.com

March 18, 2011

Effective: **04/04/11**

States: **All**

Important Note:

Current Suitability/Personal Worksheet forms will not be accepted after 05/06/11.

Contact: Questions?
Please contact New
Business or your
Genworth Sales Team.

Beginning April 4, 2011, new Suitability/Personal Worksheet forms will be required for all Genworth Life and Genworth Life of New York (Genworth) long term care insurance (LTCI) products. This change is due to Genworth's announced in-force rate action. The revised forms disclose the upcoming in-force rate modification that will be implemented over the next two to three years.

The updated forms booklets for all LTCI products will have a revision date of 04/04/11 and contain the new worksheets with an order form date of 01/01/11. The individual forms will be available on producer websites for download only on April 4, 2011. The updated forms booklets will be available through normal fulfillment channels beginning March 28, 2011.

Transition Period: There will be a 30-day transition period for switching to the updated forms. Genworth will accept older versions of the Suitability/Personal Worksheets until May 6, 2011.

Important Dates to Remember:

- **04/04/11:** Begin using new Suitability/Personal Worksheet forms with the 01/01/11 revision date for new business submissions.
- **05/06/11:** Last Home Office Received Date for existing Suitability/Personal Worksheet forms.

Genworth Financial 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 licensed to conduct business in New York.

Long term care insurance products issued by Genworth Life Insurance Company and in New York by Genworth Life Insurance Company of New York.

Variable products issued by Genworth Life and Annuity Insurance Company and in New York by Genworth Life Insurance Company of New York.

Principal Underwriter: Capital Brokerage Corporation (dba Genworth Financial Brokerage Corporation in Indiana) 6620 West Broad Street, Building 2, Richmond, VA 23230, Member FINRA

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