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Genworth Financial

Important Notification Regarding Advanced Commissions ColonySM Term UL Products

Colony Term UL, the Genworth Financial companies' newest product offering, is eligible for advanced commissions. To avoid any disruption of advanced commission payments to producers who are currently enrolled, you should let your producers and their uplines know that a new Commission Advance Addendum (CAA) is required.

To prevent disruption of existing advanced commission agreements, please make sure the new CAA is submitted promptly.

- *If a Colony Term UL application is submitted, we must have a new agreement prior to the release of advanced commissions.*
- We will honor the existing agreement for the traditional term life insurance products through May 10, 2010. Thereafter, a new agreement will be required to continue receiving advanced commissions.

Why is a new addendum required? It is important that producers and their uplines understand and agree to the terms and conditions of the new addendum. The methodology has changed from the previous version -- it's simpler and easier to understand. We have included Colony Term UL in the addendum and also made provisions to add future products eliminating the need for a new addendum for new products going forward.

The CAA is available online at genworth.com/produceronboarding or click here [Commission Advance Addendum](#) to view.

Questions? Please contact us at 1 800 991.5684 or at producerservices@genworth.com.

Genworth Financial companies include:

Genworth Life and Annuity Insurance Company, Richmond, VA

Genworth Life Insurance Company, Lynchburg, VA

Genworth Life Insurance Company of New York, 666 Third Avenue, 9th Floor, New York, NY 10017

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

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