

Field Announcement

Dear Valued Agents,

As you know, just over 18 months ago Bankers Life Insurance Company became part of Global Bankers Insurance Group (Global Bankers), an international family of insurance and reinsurance companies focused on life insurance and annuities. We discussed this relationship and its potential to grow our organization as well as to create strategic and operational efficiencies to bring BLIC to the next level in terms of superior technology, improved product offerings and premier customer service.

Bankers Life Insurance is one of many insurance entities under Global Bankers, which manages a diverse portfolio of insurance companies in the U.S. and abroad. In order to take advantage of higher ratings, a diverse product portfolio and more efficient processes, we will be consolidating all future annuity sales into Global Bankers' flagship company, Colorado Bankers Life Insurance Company (CBLife). CBLife has invested a tremendous amount of time and resources in perfecting a state-of-the-art digital platform featuring enhancements such as policy eDelivery and eApplications. We feel trying to replicate this effort across multiple companies is not prudent.

Therefore, at this time we will suspend all new sales of BLIC products effective **October 1, 2018**. As in the past with similar situations, we will honor all annuity applications in the pipeline. However, BLIC will accept no new business annuity applications after October 1st.

Please note: There will be no interruption in service to your clients and/or contract owners. The customer service quality they are accustomed to receiving will continue uninterrupted.

For more than 40 years Bankers Life Insurance Company has provided quality deferred and immediate annuity products, services and support to our policyholders across America. You have been an integral part of our history. On behalf of every member of the BLIC team, I wish to thank you for your loyalty and all that you have done to make what Bankers Life Insurance Company is today.

Sincerely,

John Muscolino