



BULLETIN:

CA, CT, IN and NY: New Partnership Minimum Requirements for 2011

genworth.com

November 12, 2010

Effective: 01/01/11

States: CA, CT, IN, NY

Important Note:
See "Policy Issue" on
page 2 for effective date
and daily benefit
minimum information.

Contact: Questions?
Please contact your
Genworth Sales Team.

Important Note: Use New Minimums Now When Quoting

Please note that our quote tools will not be updated to reflect the new minimum amounts until early 2011, so it is very important to be sure you use the new 2011 minimums now when quoting premiums for Partnership policies.

California Partnership

California Partnership has not yet announced the 2011 minimum. We will communicate this information as soon as it is announced.

Connecticut Partnership

Effective January 1, 2011, Partnership policies issued by Genworth Life in Connecticut will have a daily benefit minimum of at least

- \$205 per day for Nursing Home and
- \$102.50 per day for Home Health Care.

The higher daily benefit minimum has been chosen (with Partnership concurrence) to accommodate a monthly minimum available by rider on Genworth Life's Classic SelectSM Partnership product. The minimum monthly amount for Privileged Choice[®] Connecticut Partnership policies will be \$6,200. This minimum benefit requirement applies to all age groups.

(continued)

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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Indiana Partnership

Effective January 1, 2011, Partnership policies issued by Genworth Life in Indiana will continue to have a daily benefit minimum of

- \$115 per day for Classic SelectSM
- \$3,500 per month for Privileged Choice[®]

Total Asset Protection: For applicants intending to obtain Total Asset Protection, the minimum amount for 2011 is \$263,990. Please see the example below to calculate the total coverage amount. Choose a daily benefit above the minimum amount (currently \$115 per day) and a Benefit Multiplier that results in a total coverage amount of \$263,990 or more.

Example: \$185 daily benefit minimum X 1460 Benefit Multiplier = \$270,100.

Policies that do not meet the criteria for Total Asset Protection will receive dollar-for-dollar asset protection.

New York Partnership

All New York Partnership applications dated January 1, 2011, or later must have a minimum daily benefit of at least \$241. In order to administer our policies and ensure the state requirement is met in all instances, we are requiring a slightly higher benefit of \$245 for its products.

Policy Issue

Applicants who choose the Conditional Insurance Agreement, provide the necessary premium and meet underwriting requirements will be issued policies with an effective date that matches their date of application.

Applicants who do not choose the Conditional Insurance Agreement should include a daily benefit minimum that meets the 2011 requirements. This allows for Genworth's underwriting and mailing time, and ensures that Partnership policies issued January 1, 2011, or later meet the new daily minimum requirement.