

**[ IC CIRCULAR LETTER NO. 23-2005, August 03, 2005 ]**

**GUIDELINES ON SALES ILLUSTRATIONS OF LIFE INSURANCE PROPOSALS**

In view of the differing sales illustrations interest rates in the market being used by life insurance companies on various life products there is a need to come up with a standard basis of these illustrations.

Attached is the *Guidelines on Sales Illustrations of Life Insurance Proposal*<sup>\*</sup> to be used for traditional and variable life products to provide the life insurance industry a standard format of illustrating projected values for purposes of making sales presentations.

This Circular shall take effect immediately.

Adopted: 3 Aug. 2005

(SGD.) BENJAMIN S. SANTOS  
*Insurance Commissioner*

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<sup>\*</sup> Text Available at Office of the National Administrative Register, U.P. Law Complex, Diliman, Quezon City.

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