



Re-Branding of Beechwood's Guaranteed Rate Plan

To: Beechwood Distribution Partners

Given the strong client demand for our fixed and variable products, Beechwood has grown significantly over the past year, including our expansion into Asia and the Middle East and our acquisition of Old Mutual (Bermuda). Due to trademark issues in certain markets, effective this month we are changing the name of our guaranteed rate plan from "Beechwood Accumulator Plus" to a new name: **Beechwood Preferred Rate Plus**. This new name will enable us to have consistent global branding. It also describes the substantial client benefits that our product offers -- the very attractive guaranteed fixed rate, the segregated trust structure that protects client investments, and the opportunity for clients to earn a higher rate with larger investments.

In conjunction with the name change, we are also making a significant enhancement to the liquidity of our *Preferred Rate Plus* product. Clients currently have an option to make a one-time up to 10% free withdrawal. Based on feedback from clients seeking more flexibility, we will now allow a free withdrawal each year starting in year two of the plan up to a cumulative maximum of 10% for the three year plan and 15% for the five year plan. This will enable clients to enjoy the benefits of a very attractive rate while also having improved access to their assets.

We will be reaching out to your advisors about these changes over the next few weeks, and they will be reflected on our website, statements, and marketing materials. We look forward to continued partnership with you and your clients.

Best regards,

David Lessing
Executive Vice President, Beechwood Bermuda

Preferred Rate *Plus*
Guaranteed Fixed Rate Plan



Escalator Plus
Guaranteed Investment Plan

