

June 19, 2007  
AD 07-052

*This bulletin modifies all related communications referring to table shaving guidelines.*

**Audience:**

Life Producers

**Re:**

Changes to AXA Equitable's Table Shaving Guidelines

**What's New:**

- Effective **Monday, June 25, 2007**, the maximum issue age of proposed insureds eligible for table shaving will be lowered to **issue age 60 for Athena UL<sup>sm</sup> products** – e.g. ASUL II, Athena UL II, Athena UL-LPR and Athena UL-DB.
- The maximum issue age for table shaving on all other permanent products will remain age 70.
- Table-shaved policies will be excluded as qualifying policies in the Preferred Client Program.
- More information on Athena UL products is available on [AXADistributors.com](http://AXADistributors.com).

**When:**

The new maximum age limit of 60 for Athena UL products will be effective with applications received on or after June 25, 2007.

**For More Info:**

See the following page for details. If you have questions, contact your chief underwriter in the Life Underwriting Department in Farmington.

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NP07417 (6/07)

AXA Distributors, LLC, New York, NY 10104. AXA Equitable Life Insurance Company is the parent company of AXA Distributors, LLC.

<b>2007 Eligibility Guidelines</b>	
<b>Products:</b>	All individual permanent life plans All Survivorship life plans*
<b>Minimum face amount:</b>	\$100,000
<b>Maximum age (table shaved insured):</b>	Issue age 70 for permanent products <b>except</b> Athena UL <b>Issue age 60</b> for all Athena UL products
<b>Maximum face amount for individual, including all coverage under prior policies and riders:</b>	\$10 million
<b>Maximum face amount for Survivorship, including all coverage under prior policies and riders:</b>	\$20 million

\*Only one life may be table-shaved on a Survivorship plan.

A select group of insureds with excess mortality within Table C are eligible for the AXA Equitable Table Shaving Program. All current eligible insureds that fall within these guidelines, and are evaluated at Industry Table 2/Table B, will be automatically issued as “standard.” All reductions to standard need to be within AXA Equitable’s retention parameters.

The Table Shaving Program will allow reduction to standard on **fully underwritten** permanent plan applications that meet the above criteria. **Only one proposed insured** on a joint life product is permitted to be table shaved.

Table shaving is **not** available with any of the following:

- Any term insurance plan
- Cases rated for drug and alcohol abuse
- Cases rated for driving criticism
- Cases submitted for facultative reinsurance offers
- Flat extras for medical impairments (the table rate portion of any rating will be eligible)
- Flat extras for occupation, travel, avocation or aviation
- Ratings for waiver of premium or monthly deduction
- Cases back-dated to save the maximum table shaving issue age
- Cases issued as a result of term conversion, OPAI or other purchase option election, or the Preferred Client Program or any other program that provides for limited underwriting
- Changes on inforce policies, including face amount increases.

In addition:

- Smoker/Non-smoker designations will remain unchanged on eligible table-shaved cases.
- There is **no** table shaving to any of the Preferred categories.

Competitive underwriting practices continue to be one of AXA Equitable’s priorities. The company will continue to refine its underwriting guidelines and requirements to provide a competitive edge in the marketplace and to make it easier for producers to do business with AXA Equitable.

**Note:** The Table Shaving Program will continue if AXA Equitable meets certain prescribed mortality expectations. The program will continue to be monitored, and will be subject to modification or discontinuation as warranted.

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