

Continuation 10 & Continuation 25

Continuation is an affordable whole life decreasing death benefit product that offers your clients a permanent policy, but at the cost of a term product. Your client selects the initial Level Death Benefit Period (15, 20, 25, or 30 years). At the end of that period, the death benefit will decrease to a percentage of the initial Level Death Benefit.

- ▶ Term 125 product with the addition of life insurance continuing at 10% or 25% of initial face amount after initial Level Death Benefit ends depending on the version of the product purchased
- ▶ Premiums are guaranteed to remain level for as long as the policy is in force
- ▶ The policy changes with clients as they age. The need for higher coverage in the earlier years, and less in later years
- ▶ Instant decision eApplication available
- ▶ Living Benefits (Critical Illness, Chronic Illness, Terminal Illness) included at no additional cost for the life of the policy

How Does it Work?

A 35-year-old healthy male with a 30-year, \$100,000 mortgage wants insurance to help protect the mortgage should anything happen to him. He is hesitant to purchase term insurance; his premiums will increase if he outlives his coverage.

For a few dollars more than a traditional term policy, he could purchase a Continuation policy and be covered for life. He can help cover the mortgage now, and at the end of the initial Level Death Benefit Period, he'll have life insurance coverage. Continuation provides coverage now and for future needs.

Term 125	\$100,000 Death Benefit for 30 years \$39.81
Continuation 10	\$100,000 Death Benefit for 30 years & \$10,000 Death Benefit from age 65+ \$44.84
Continuation 25	\$100,000 Death Benefit for 30 years & \$25,000 Death Benefit from age 65+ \$55.77

All examples shown are hypothetical and intended only for illustrative, educational purposes. Figures used in the hypotheticals are not guaranteed or indications of actual coverage amounts.

Payment Protector Continuation 10

Payment Protector Continuation 10 is a unique whole life decreasing death benefit product designed to provide a death benefit paid in monthly income payments until the end of the Monthly Income Death Benefit Period. At the end of the period, the death benefit will equal 10% of the initial lump sum death benefit and will remain level for the life of the policy. Premiums are guaranteed to remain level for as long as the policy is in force.

- ▶ Payment Protector with the addition of life insurance continuing at 10% of initial face amount after initial Monthly Income Death Benefit ends
- ▶ Premiums are guaranteed to remain level for as long as the policy is in force
- ▶ Instant decision eApplication available
- ▶ Death benefit paid in monthly income payments
- ▶ Simplified issue - no medical exams

How Does it Work?

A 45-year-old healthy male with a \$100,000 mortgage has a \$449 monthly mortgage payment. In the event of his death, he wants his family to be able to continue making this mortgage payment. He is hesitant to purchase term insurance; if he outlives his coverage, his premiums will increase.

To meet this need, he can purchase a Payment Protector Continuation 10 policy with a 30-year Monthly Income Death Benefit Period and be covered for life.

- ▶ Receive a monthly income payment of \$449 until the end of the Income Death Benefit Period.
- ▶ Choose a lump sum death benefit based on the date of death.

If he lives beyond the Monthly Income Death Benefit Period, the policy will continue with a death benefit equal to 10% of the Initial Lump Sum Death Benefit.

For a few dollars more, he could purchase a Payment Protector Continuation policy and be covered for life. He could cover the monthly mortgage now, and at the end of the Monthly Income Death Benefit Period, he'll have \$10,000 of life insurance coverage.

Payment Protector	\$100,000 Decreasing Death Benefit for 30 years - \$54.47
Payment Protector Continuation 10	\$449.04 monthly income / lump sum death benefit; \$10,000 Death Benefit from age 75+ \$65.90

Continuation 10 & Continuation 25 Product Specifications

Type

Decreasing Whole Life

Death Benefit

Minimum initial death benefit: \$25,000
Maximum initial death benefit: \$450,000

The death benefit is level for 15, 20, 25, or 30 years and then is reduced to 10% or 25% of the initial face amount.

Accidental Death Benefit Rider

An Accidental Death Benefit equal to 25% of the base death benefit will be paid if death occurs as a result of an accident.

An additional 25% of the base death benefit will be payable if death is the direct result of an accident while riding as a fare-paying passenger on a common carrier.

Issue Ages

Minimum Issue Age: 20
Maximum Issue Ages:

15 Year: 65
20 Year: 60
25 Year: 55
30 Year: 55

Optional Benefit Riders

- ▶ Additional Insured
- ▶ Children's Term (up to \$15,000 per child)
- ▶ Disability Income (also available on Additional Insured)
- ▶ Income Term Rider
- ▶ Involuntary Unemployment Waiver of Premium
- ▶ Waiver of Premium

Underwriting Classes

Standard Non-nicotine; Standard Nicotine; Premiums are Unisex. Non-nicotine rates available if the applicant has not smoked cigarettes, cigars, used nicotine patches, or chewed tobacco or nicotine gum in the last 24 months.

Issue Limits

Minimum: \$25,000
Maximum: \$450,000

Non-medical through \$450,000

Premium Modes & Modal Factors

Monthly EFT: .095
Annual: 1.00

Policy Fee

\$90, Fully Commissionable

Benefits & Riders Expiration

- ▶ Living Benefits available for the life of the policy.
- ▶ The Accidental Death Benefit rider expires at the end of the Level Death Benefit Period.
- ▶ Additional Insured Rider – the rider expires at the earlier of the rider expiry age or policy termination
- ▶ Children's Term Rider – coverage for each Insured Child expires individually at Insured Child's age 25. Rider coverage, in total, expires on the policy anniversary when the Insured is age 65.
- ▶ Disability Income Rider – expires at age 65 of the Insured person.
- ▶ Involuntary Unemployment Waiver of Premium Rider – expires the later of attained age 60 or the end of the rider benefit period.
- ▶ Monthly Income Death Benefit Rider – expires at the end of the Monthly Income Death Benefit Period.
- ▶ Waiver of Premium Rider – If totally disabled, the rider terminates at attained age 60, but not less than 2 years following onset of total disability. If not totally disabled, the rider terminates at attained age 60.

Payment Protector Continuation 10

Product Specifications

Type

Decreasing Whole Life Insurance

Premium Options

30, 25, 20, 15 years and To Age 70

Accidental Death Benefit Rider

An Accidental Death Benefit will pay if the insured dies as a result of an accident within 180 days of the injury.

A common carrier death benefit will pay if the insured dies as a result of an accident, while riding as a passenger in a common carrier. The amount of the common carrier benefit equals the amount of the accidental death benefit.

Death Benefit: \$10,000 or \$25,000. Rider is optional and available for an additional cost.

Death Benefit

Upon death of the Insured, a level monthly benefit will be paid until the end of the Monthly Income Death Benefit Period, but will be no less than 24 months in duration.

The beneficiary has the right to elect a lump sum payment instead of monthly benefit payments. Payment amount calculated based on date of birth. Once monthly benefit payments begin, a lump sum benefit is no longer available.

If the Insured dies after the Monthly Income Death Benefit Period has ended, the death benefit will be payable as a lump sum payment equal to 10% of the initial lump sum death benefit.

Issue Ages (Age Last Birthday)

Minimum issue age: 20

Maximum issue ages:

15-Year: 60

20-Year: 55

25-Year: 50

30-Year: 45

To Age 70: 50

Optional Benefit Riders

- Additional Insured (not available on “To Age 70” Term Period)
- Disability Income (also available on Additional Insured)
- Involuntary Unemployment Waiver of Premium
- Waiver of Premium