

Provide Your Clients With Protection Through Life

When clients are looking for death benefit protection, they generally want a life insurance policy that can last for their lifetime. However, a fully-guaranteed UL policy (with a level premium and death benefit to age 100 or beyond) can be expensive. With Life Protection AdvantageSM IUL, when the client pays the long-term no-lapse protection premium, they receive a meaningful guarantee period at a competitive price.

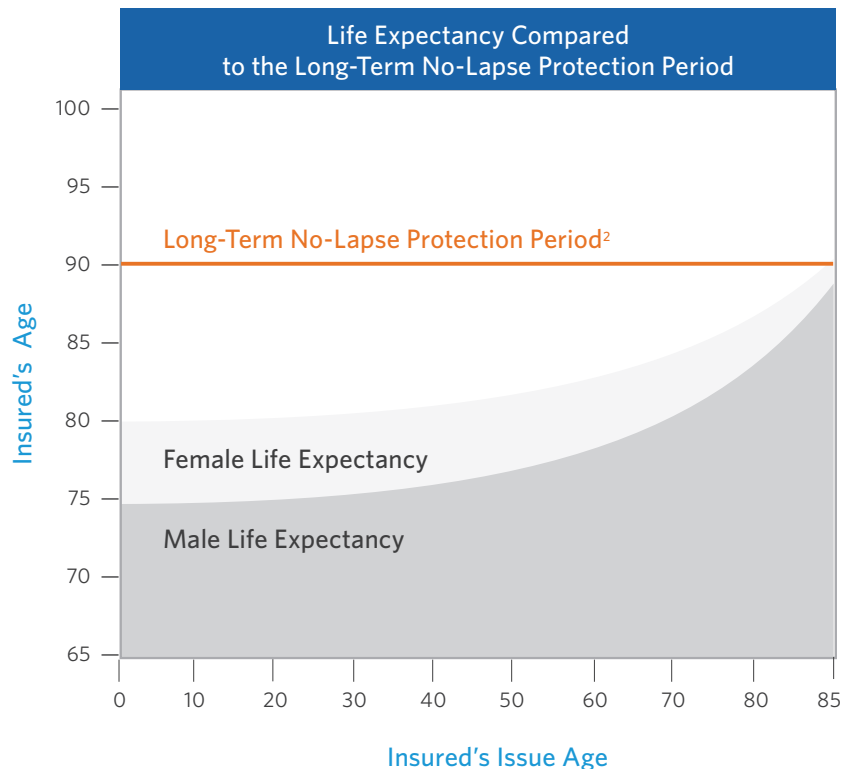
The Premium Guarantees

With a Life Protection Advantage policy, the client is encouraged to pay at least the long-term no-lapse protection premium, which guarantees coverage up to age 90.¹

Life Expectancy

For most clients issue ages 60 and under and of average health, the long-term no-lapse protection period provided by a Life Protection Advantage policy will last up to – or even beyond – their life expectancy.²

If the insured outlives their life expectancy, the death benefit protection can extend beyond the no-lapse protection period as long as the surrender value is sufficient to cover the monthly policy charges.



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Underwritten by
 United of Omaha Life Insurance Company
 A Mutual of Omaha Company

¹For insureds issue ages 80 and above, a guarantee to age 90 is provided by paying the short-term no-lapse protection premium.

²Source: Social Security Administration, Estimates from the 2019 Trustees Report.

A Hypothetical Example

Chris is a male, age 50, in good health. He has a need for \$500,000 in death benefit protection.

- At Preferred Nontobacco rates, Chris' long-term no-lapse protection premium is \$4,325 annually. This premium guarantees his coverage will last through age 90
- Using a projected interest rate of 5.5 percent, the \$4,325 annual premium takes Chris' death benefit to age 102

Chris' parents are still in great health, and his grandparents and great-grandparents lived into their late 90s. Because of that, he wants more certainty that his death benefit will last beyond age 90 – even if the market doesn't perform well enough to result in a 5.5 percent average crediting rate. Here's how Chris' policy would perform in a lower interest rate environment:

- Even at a more conservative rate of 4.5 percent, if Chris paid the long-term no-lapse protection premium of \$4,325 annually, Chris' death benefit is projected to last until age 95 based on non-guaranteed assumptions

- If Chris wants to extend his death benefit even further, he can choose to pay a higher annual premium. Assuming the 4.5 percent projected rate, an annual premium of \$5,420 would extend his death benefit to age 120, based on non-guaranteed assumptions
- As Chris gets older, if he sees that his actual policy performance is better than what he had originally projected, he has the option to use his policy's cash value³ to pay for his monthly policy charges (as long as the surrender value is positive). This gives him the flexibility to reduce – or even possibly stop – making premium payments in the future

It's a Good Thing

So, as you can see, being able to explain the significance of the long-term no-lapse protection premium to your clients is very important. Its design allows for a less expensive premium and can potentially (depending upon the index interest crediting rate received or amount of premium committed) last well beyond the age guaranteed in the policy.

³The amount that may be available through loans or withdrawals, as defined in the contract.