

Provide Your Clients with Protection Through Life Insurance

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 universal life policy (with a level premium and death benefit to age 100 or beyond) can be expensive. With Life Protection Advantage IUL, when the client pays the long-term no-lapse protection premium, they receive a meaningful guarantee period at a competitive price.

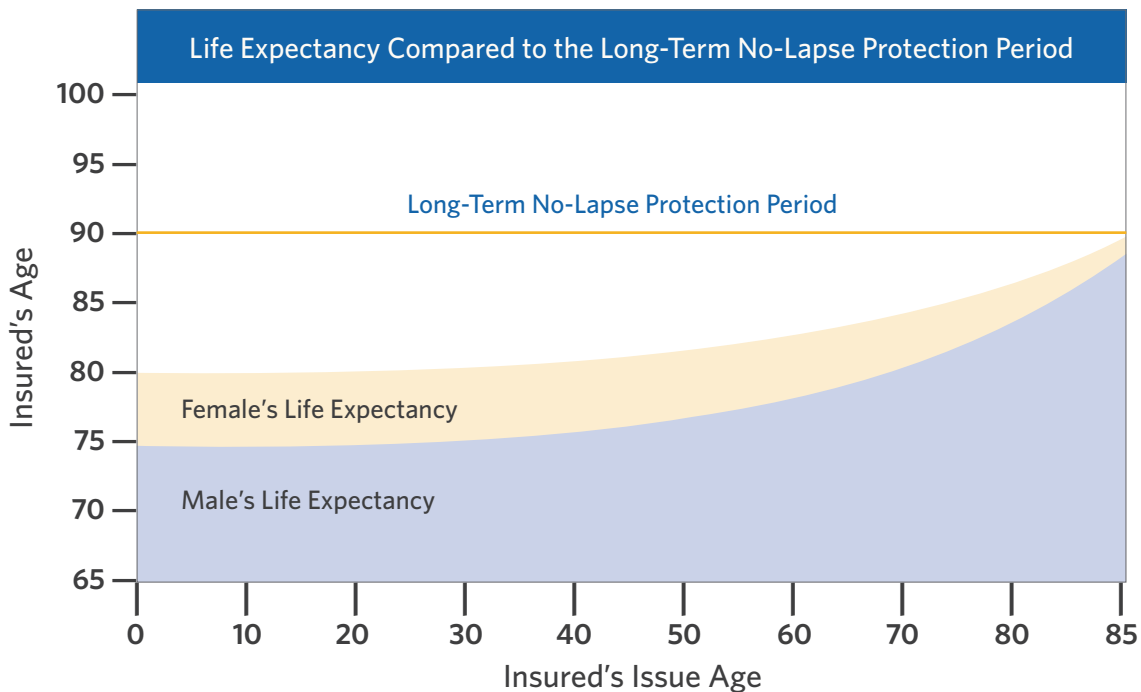
The Premium Guarantees

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.



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

² Source: 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%, the \$4,325 annual premium takes Chris' death benefit to age 102.

Chris' family has a history of having long life expectancies. And 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% average crediting rate.

- Even at a more conservative rate of 4.5%, if Chris paid the long-term no-lapse protection premium of \$4,325 annually, his 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% projected rate, an annual premium of \$5,420 would extend his death benefit to age 120, based on non-guaranteed assumptions.
- And if the policy performance is better over time than what was had originally projected, he is able 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

Being able to explain the significance of the long-term no-lapse protection premium to your clients is very important. The structure of a policy can offer a less expensive premium that could potentially last well beyond the age guaranteed in the policy.⁴

Help ensure your clients plan for their intended legacy.

For more information on our IUL products, visit www.DiscoverIUL.com

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

⁴ Premium cost and duration of the policy depends upon the index interest crediting rate received or the amount of premium committed.