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 Advantage℠ IUL, when the client pays the long-term no-lapse protection premium, they receive a meaningful guarantee period at a competitive price.

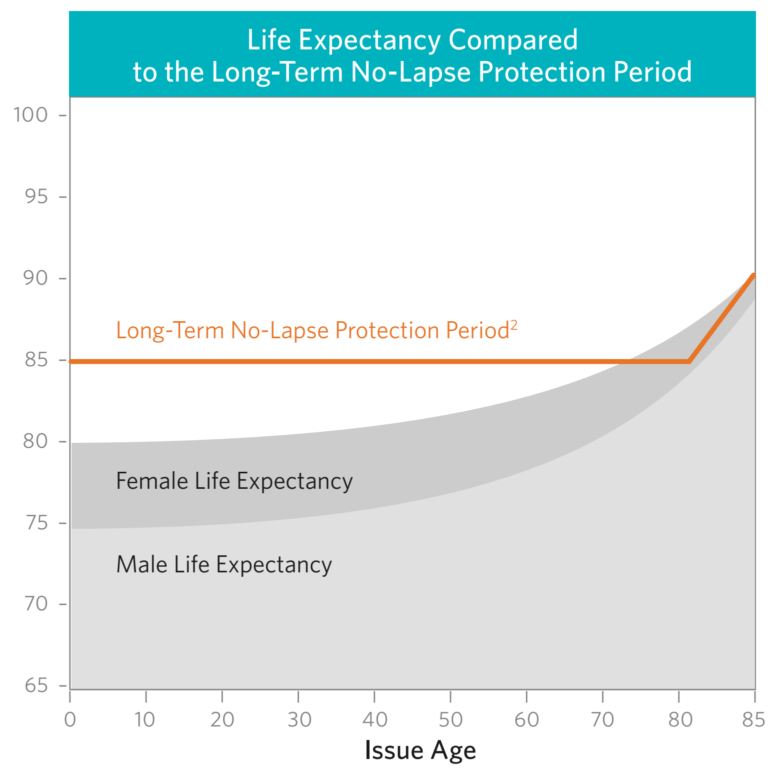
The Premium Guarantees

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 85.[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.



For producer use only. Not for use with the general public.

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

[1] For insureds issue ages 75 and above, this guarantee is provided by paying the short-term no-lapse protection premium. Insureds issue age 80 and over receive a 5-year guarantee.

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

358272_0420

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 85
- 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 85 – 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 value[3] 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.

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