

Foresters
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Presents

Your Term Medically Underwritten



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Agenda

Your Term

- Opportunity
- Product highlights
- Sales strategies



Where is the opportunity?

What percentage of households have a life insurance need gap of \$200,000 on average?

48%

That's 60 million households

Medically Underwritten Your Term

Delivering a solution- Your Term

- **Fully underwritten death benefit options**
 - **Minimum: \$100,000**
 - **Maximum:**
 - **No maximum- subject to underwriting approval**
 - **Level death benefit**
 - **Reduced by any paid Accelerated Benefit Rider**
 - **Premium Banding:**
 - **Band 1: \$100,000 - \$999,999**
 - **Band 2: \$1,000,000 +**

Delivering a solution- Your Term

– Underwriting classes

Non-Tobacco

- Preferred Plus Non-Tobacco
- Preferred Non-Tobacco
- Non-Tobacco Plus
- Non-Tobacco

Tobacco

- Tobacco Plus
- Tobacco

- Substandard medical ratings available

– Issue ages & terms available

- Age Basis: Age nearest birthday

Non-Tobacco		Tobacco	
10-year	18-80	10-year	18-80
15-year	18-70	15-year	18-70
20-year	18-65	20-year	18-60
25-year	18-60	25-year	18-55
30-year	18-55	30-year	18-50



Delivering a solution- Your Term

- Premium modes

Premium Mode	Modal Factors
Monthly PAC	0.0875
Quarterly	0.26
Semi-Annual	0.51
Annual	1.00

- Minimum premium

Premium Mode	Minimum Premium
Monthly PAC	\$10
Quarterly	\$30
Semi-Annual	\$60
Annual	\$120



Delivering a solution- Your Term

- **Certificate fees**
 - **Medical: Certificate fee is not commissionable**

Premium Mode	Fee
Monthly PAC	\$6.13
Quarterly	\$18.20
Semi-Annual	\$35.70
Annual	\$70.00

- **Conversion period**
 - **Earlier of**
 - **End of initial term period, less 5 years**
 - **Certificate anniversary on which insured is 65 years old**
- **Renewable**
 - **After initial term period**
 - **Annual renewal to age 100**
 - **Without evidence of insurability**

Delivering a solution- Your Term

- **Grace period**
 - 31 days from due date of the premium in default

- **Reinstatements**
 - **Within 3 years of the date of lapse, subject to**
 - Evidence of insurability
 - Payment of all unpaid premiums with interest and any other existing debt
 - Interest will not exceed 6% on premiums
 - Can only be reinstated during initial term period
 - Existing state variations will apply

Charity Benefit Provision- Your Term

- **Contractual provision is automatically included, at no additional premium, on all term certificates**

- **Upon death of insured, the provision pays an additional 1% of base face amount**
 - **Maximum payment under provision: \$100,000**
 - **Not reduced by any ABR claims**
 - **Benefit is paid in the name of the life insured**

- **Beneficiaries:**
 - **Must be named prior to the death of the insured**
 - **Must be classified with the IRS as a charity under section 501(c)(3) of the Internal Revenue Code and eligible to receive charitable contributions as defined in section 170(c) of that code**
 - **Allows for multiple beneficiaries**
 - **May be changed at any time prior to the death of the insured**

Offering options for your client- Your Term

Riders available:

- **Value added riders:**
(automatically included for no additional premium)
 - Accelerated Death Benefit Rider
 - Family Health Benefit Rider
 - Common Carrier Accidental Death Rider

- **Optional riders:**
 - Disability Income Rider (Accident only and/or Accident & Sickness)
 - Waiver of Premium Rider
 - Accidental Death Rider
 - Children's Term Rider



Sales strategies- Your Term

- Mortgage protection
- Short-term needs
- Buy term/ Invest the difference
- Auto loan protection
- Student loan protection
- Co-signature loan protection
- Income replacement



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Thank you!

Any questions?



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