

Foresters
Financial

Learning
Academy

Presents

Advantage Plus Whole Life Insurance Non-Med



For Producer/Advisor use only.
Not for use with the public 414928C US (8/17)

Agenda

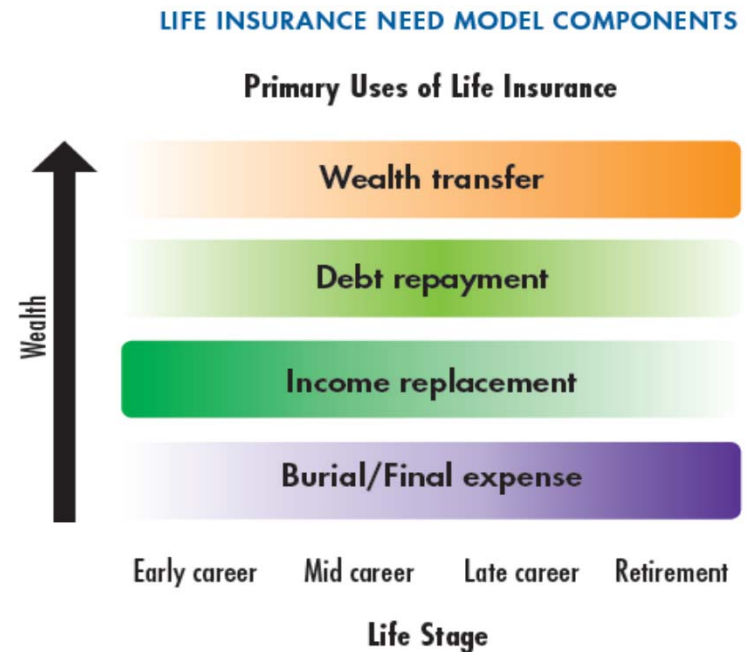
Advantage Plus

- Opportunity
- Product highlights
- Sales strategies



Where is the opportunity?

- Taking a look at life insurance needs as they relate to life stages
 - Early career
 - Mid career
 - Late career
 - Retirement



Non-Med Advantage Plus

Delivering a solution- Advantage Plus

– **Non-medical death benefit options**

- Issue age (age nearest birthday) & death benefit limits

Ages	Minimum D.B.	Maximum D.B.
0-15	\$25,000	\$150,000
16-55	\$25,000	\$400,000
56-75	\$25,000	\$150,000

- This is a participating whole life certificate
- Death benefit
 - Face amount plus (if any) accumulated paid-up additions and/or dividends* on deposit, minus debt (exclusive of all other riders)

– **Underwriting classes**

- Juvenile (0 -15)
- Non-Tobacco: No use of products with nicotine within past 12 months
- Tobacco: Used any product with nicotine within past 12 months

Delivering a solution- Advantage Plus

- **Premiums**
 - Paid-up at age 100
 - 20-Pay
 - **Note: A Premium Deposit Fund is available, subject to state variations and premium restrictions**
- **Benefit period**
 - Endowment at age 121
- **Cash value**
 - Guaranteed and vary based on gender and tobacco status



Delivering a solution- Advantage Plus

– Premium modes & minimums

Premium Mode	Minimum Premium	Modal Factors
Monthly PAC	\$25 (\$17 ages 0-15)	.0875
Quarterly	\$75 (\$51 ages 0-15)	.26
Semi-Annual	\$150 (\$102 ages 0-15)	.51
Annual	\$300 (\$204 ages 0-15)	1.00

– Certificate fees

Premium Mode	Fee
Monthly PAC	\$6.30
Quarterly	\$18.72
Semi-Annual	\$36.72
Annual	\$72



Delivering a solution- Advantage Plus

- **Dividend options***
 - Paid-up additions (default selection)
 - On deposit with interest, minimum 3.5%
 - To reduce premiums
 - Paid in cash

- **Non-forfeiture options**
 - Cash surrender
 - Reduced paid-up
 - Default
 - Minimum face amount of \$1,000
 - Automatic premium loan
 - Mode change to monthly if applicable

* Dividends are not guaranteed and vary by gender, band, smoker, preferred/standard, and premium-pay period.

Delivering a solution- Advantage Plus

– Certificate loans:

- Non-direct recognition
- Available if the certificate is in effect and has a positive cash surrender value
- Certificate used as collateral
- Interest rate
 - U.S. variable loan rate (set annually), currently 5%
 - Interest charged daily
- Death benefit payable is net of the outstanding certificate loan amount(s) (including accrued interest)
- If the loan amount exceeds the cash value plus the present value of PUAs and dividends on deposit amount the certificate will terminate



Delivering a solution- Advantage Plus

- **Surrender**
 - Certificate may be surrendered for its cash value at any time
 - Full surrender
 - » Guaranteed cash value plus any paid-up additions and/or accumulated dividends less any debt
 - Partial surrender
 - » Allowed only from paid-up additions
 - » Minimum partial surrender is \$500
- **Grace Period**
 - 31 days from due date of the total premium that was due on the premium date
 - If the insured dies during the grace period, we will reduce the death benefit payable by the overdue amount.
- **Certificate Lapse**
 - Subject to the non-forfeiture and automatic premium loan provisions, the certificate will lapse without cash surrender value as of the end of the 31st day of the grace period if you have not paid the total premium by that day.

Delivering a solution- Advantage Plus

– Reinstatements

- **Within 3 years of the date of lapse, subject to:**
 - Evidence of insurability
 - Payment of:
 - » Unpaid premiums
 - » Existing debt
 - » Applicable interest
 - Interest on unpaid premium (not to exceed 6%)
 - Interest on loans will not exceed Foresters variable loan rate in effect at the time of reinstatement

Charity Benefit Provision

- Contractual provision is automatically included, at no additional premium, on all Advantage Plus 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- Advantage Plus

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 (available for additional premium):**
 - Paid-up Additions Rider (available as single or flexible payment)
 - 10 Year Term Rider
 - 20 Year Term Rider
 - Guaranteed Insurability Rider
 - Disability Income Rider (Accident only)
 - Waiver of Premium Rider
 - Accidental Death Rider
 - Children's Term Rider



Foresters products and riders may not be available or approved in all states and are subject to eligibility requirements, underwriting approval, limitations and state variations.

Disclaimer

- **Foresters Financial and Foresters are trade names and trademarks of The Independent Order of Foresters (a fraternal benefit society, 789 Don Mills Road, Toronto, Canada M3C 1T9) and its subsidiaries.**
- **This presentation cannot be used for the purpose of avoiding penalties that may be imposed on a taxpayer. Neither Foresters nor its Representatives engage in rendering legal, business, estate tax, accounting or tax advice. The information in this presentation is intended as a general overview. Please advise your clients to consult their individual tax or legal advisors regarding their specific situation. This report is not intended to provide advice regarding the sale or purchase of specific investments, financial or insurance products. Treasury Department Circular 230.**
- **All information is intended to be general in nature. All Foresters fraternal requirements need to be considered including the requirement that proceeds must benefit the Foresters member or the member's dependents.**
- **The information contained in this presentation is for information purposes only; it does not form part of the life insurance contract and is not intended to amend, alter or change any of the terms and conditions of the contract. Refer to the Foresters Advantage Plus Whole Life Insurance contract for your state for these terms and conditions. There are other tools available to support your learning needs. You must ensure that you correctly represent, to a customer or prospect, the product features based on the actual wording of the applicable certificate and riders for your state.**

Thank you!

Any questions?



Our Foresters Financial Sales Support team is only a call away, 866-466-7166, option 1 Monday-Friday 8:30-7p.m. ET.

If you're looking for a deeper dive on a particular module or additional training needs please let us know at USLearning@foresters.com

Foresters Financial and Foresters are trade names and trademarks of The Independent Order of Foresters (a fraternal benefit society, 789 Don Mills Road, Toronto, Canada M3C 1T9) and its subsidiaries.