

Foresters
Financial

Learning
Academy

Presents

Prepared Accidental Death Term Insurance



For Producer Use Only
414954B US (03/17)

Agenda

Prepared Accidental Death Term

- Opportunity
- Product highlights
- Application process



Underwritten by The Independent Order of Foresters

Where is the opportunity?

- **The 5 leading causes of death in 2014**
 1. Disease of heart
 2. Cancer
 3. Chronic lower respiratory disease
 4. Accidents (unintentional injuries)
 5. Stroke



Prepared Product Features

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- **No medical exams**
- **Foresters Financial™ relies on applicants' answers to 3 "knock-out" health & lifestyle questions (4 "knock-out" questions in some states due to state variations)**
- **Who's not eligible**
 - Client has no Social Security Number
 - Client who answers "Yes" to any one of the health/lifestyle questions on application
 - Client is engaged in a hazardous occupation which may predispose the client to an accident. Excluded occupations listed in producer guide
- **State Availability**
 - Approved in 42 states

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- **Issue ages (age last birthday)**
 - 18 to 60

- **Death benefit amount**
 - Minimum: \$50,000

 - Maximum:
 - \$300,000
 - Total in-force Foresters accidental death insurance coverage across all products cannot exceed \$300,000

- **Death benefit payout**
 - If insured dies within 180 days from an accidental bodily injury

- **Expiry Date**
 - Certificate expires on the anniversary on which insured is age 75

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- **Underwriting classes**
 - Simplified issue (non-medical) bases
 - Sub-standard is not available
- **Insurance classes**
 - Male
 - Female
 - Note: There are no smoker or non-smoker classes
- **Certificate fees**
 - Certificate fee is Commissionable

Premium Mode	Fee
Monthly PAC	\$5.50
Quarterly	\$16.50
Semi-Annual	\$32.00
Annual	\$60.00

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- Premium modes

Premium Mode	Modal Factors
Monthly PAC	0.091667
Quarterly	0.275000
Semi-Annual	0.533333
Annual	1.00

- Minimum premium

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



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- **Premiums**
 - Payable to expiry
 - Rates vary by age band and gender
 - 3 rate scales for base
 - U.S. general
 - Alternate rates to meet different state requirements
 - Unisex rates for MT

- **Non-Convertible**

- **Guarantees**
 - Non-cancellable
 - Guaranteed renewable
 - Certificate can't be cancelled and is guaranteed to provide coverage to certificate expiry date as long as the premiums are paid as due
 - Base premium rate is guaranteed to remain level and unchanged for life of certificate

- **Commission Schedule**
 - Variation applies to states where alternate base rate scale is used
 - 100% chargeback for non-accidental death within 1st certificate year

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– Important Notes:

- Foresters Prepared filed under health insurance regulations in most states
 - Producers in these states require health license
 - See state availability chart
- Foresters Prepared filed and approved under life insurance regulations for FL & IN
 - Producers in these states require life license and all point of sale life requirements
 - » Replacement forms
 - » Life insurance buyer's guide
- Similar to other accidental death term products, Prepared has exclusions (i.e. risk not covered) that life insurance products may not have – refer to producer guide or sample contract for details
- To avoid unnecessary declines, before submitting the application, be sure to pre-screen clients by reviewing
 - Health/lifestyle question on application of the state of solicitation
 - Excluded occupations listing in the producer guide

Offering options for your client- Prepared Accidental Term

Riders available:

- **Optional riders:**
 - **Disability Income Rider (Accident only)**
 - **Waiver of Premium Rider (Accident only)**
 - **Return of Premium 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.

Prepared Application Process

Applying for Foresters Prepared – as affordable accidental death term protection



- Be sure to check who's not eligible section in producer guide
- A copy of Accidental Death Term Insurance required outline of coverage must be left with proposed insured with premium information filled out
- Be sure to leave the Notices section with the proposed insured at the point of sale
- Following your usual new business submission process to submit application to Foresters

Applying for Foresters Prepared – as affordable accidental death term protection

– Important Notes:

- No conditional or temporary insurance coverage available even though an amount was collected with the application
- At time of application, the proposed insured must be certificate owner and payer
 - Assignment form can be submitted after the certificate is issued
- If first premium on PAC is elected for monthly premium mode, specific preferred draw date for the first premium is not allowed, only on subsequent premiums

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Thank you!

Any questions?



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