



Life Protection AdvantageSM IUL

> Provide Protection Through Life at Competitive Premiums

Life Protection AdvantageSM IUL is designed to provide clients with protection through life. With our Age Last Birthday advantage, this product dominates much of the full-pay Indexed Universal Life (IUL) market when carrying the product to age 120 at an assumed interest rate of 6 percent. Even at a more conservative assumed interest rate of 5 percent, the product remains extremely competitive.

Here's how Life Protection Advantage IUL (using Age Last Birthday) ranks among some of the industry's top protection-focused IUL competitors as of May 1, 2017:

\$1 Million Death Benefit – Rank when Solving for Minimum Premium to Carry to Maturity (age 120/121) with \$1 Surrender Value

Assuming a 6% rate

| Gender | Risk Class | 35 | 40 | 45 | 50 | 55 | 60 | 65 | 70 | 75 |
|--------|----------------|----|----|----|----|----|----|----|----|----|
| Male | Preferred Best | 3 | 5 | 2 | 1 | 2 | 1 | 2 | 1 | 1 |
| Male | Preferred | 2 | 4 | 1 | 1 | 2 | 1 | 1 | 1 | 2 |
| Male | Standard Plus | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Male | Standard | 1 | 1 | 1 | 1 | 3 | 2 | 3 | 2 | 1 |
| Male | Best Tobacco | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 |
| Female | Preferred Best | 8 | 9 | 3 | 2 | 1 | 1 | 3 | 1 | 1 |
| Female | Preferred | 4 | 4 | 1 | 1 | 3 | 2 | 4 | 2 | 1 |
| Female | Standard Plus | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Female | Standard | 1 | 1 | 2 | 2 | 3 | 2 | 3 | 3 | 1 |
| Female | Best Tobacco | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 3 | 2 |

Assuming a 5% rate

| Gender | Risk Class | 35 | 40 | 45 | 50 | 55 | 60 | 65 | 70 | 75 |
|--------|----------------|----|----|----|----|----|----|----|----|----|
| Male | Preferred Best | 6 | 7 | 5 | 3 | 4 | 2 | 2 | 1 | 1 |
| Male | Preferred | 3 | 6 | 4 | 3 | 4 | 2 | 2 | 2 | 2 |
| Male | Standard Plus | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 2 |
| Male | Standard | 1 | 2 | 2 | 3 | 4 | 3 | 3 | 2 | 2 |
| Male | Best Tobacco | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Female | Preferred Best | 10 | 10 | 6 | 5 | 3 | 3 | 5 | 2 | 1 |
| Female | Preferred | 7 | 7 | 5 | 5 | 4 | 4 | 6 | 2 | 1 |
| Female | Standard Plus | 3 | 2 | 2 | 2 | 3 | 3 | 2 | 2 | 2 |
| Female | Standard | 2 | 4 | 5 | 4 | 5 | 3 | 3 | 4 | 1 |
| Female | Best Tobacco | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 3 | 2 |

Extremely Competitive
Competitive
Less competitive

Give Clients More Certainty with a Double-Guarantee Upgrade

Typically, if the client chooses to pay slightly more than the premium projected to carry the policy to age 120 at a 5-6 percent rate, they will be eligible to receive two additional guarantees.

1. The Long-Term No-Lapse Protection Guarantee – Provides a death benefit that’s guaranteed to last up to age 85.¹ For most clients of average health, the long-term no-lapse protection period will last up to – or even beyond – their life expectancy at issue.²

2. The Guaranteed Refund Option Rider³ – Automatically included with all qualifying policies, this rider provides clients with an option to get all or a portion of their premiums back at predetermined dates if their needs change – or if the market does not perform as expected.

Plus, **all** policies come with built-in Accelerated Death Benefit Riders for Terminal Illness and Chronic Illness. These riders are included at no additional cost and require no additional underwriting.

A Case Study:

Damon is considering purchasing a \$1 million Life Protection Advantage policy. Based on his current health, he would be in a Preferred risk class; and, although he will be turning 45 next month, he would still get premiums based on his current age of 44 since United of Omaha uses Age Last Birthday pricing.

The premium to carry his policy to age 120 based on a projected rate of 5 percent would be \$7,340.02 per year.

Although this premium projects his coverage to age 120 at a fairly conservative rate of 5 percent, if Damon wants more certainty, he can pay slightly more. A premium of \$8,100.00 – less than 10 percent more – would guarantee his policy to age 85. Plus, by paying at the long-term no-lapse protection premium level, he would automatically receive the Guaranteed Refund Option rider.³ And, since he is paying a higher amount, more of his premium goes toward building the cash value,⁴ which may allow him more flexibility in the future.

What Damon Gets in Return for His Premium

\$7,340.02

buys Damon:

- A death benefit projected to last through age 120 at a 5% rate
- A projected cash value of \$187,658 at age 65 (assuming a 5% rate)

Projected Premium for Policy to Last to 120 at 5%

\$8,100.00

buys Damon:

- A death benefit projected to last through age 120 at a 4.5% rate or better
- A guaranteed death benefit to age 85
- The Guaranteed Refund Option rider
- A projected cash value of \$215,688 at age 65 (assuming a 5% rate)

Long-Term No-Lapse Protection Premium

FOR \$15,199.60 MORE IN TOTAL PREMIUM, DAMON COULD HAVE \$28,030 MORE IN CASH VALUE AT AGE 65.

Offer your clients protection through life with Life Protection Advantage. It offers a long-term death benefit at competitive premiums, plus the potential for growth which provides clients with flexibility for the future.

For more information on Life Protection Advantage, visit discoverIUL.com.

¹For 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.

²Source: Social Security Administration, Estimates from the 2016 Trustees Report.

³The GRO rider is not available for clients over age 60 (regardless of risk class), for substandard or tobacco cases under age 50 or for substandard tables 5–16 at ages 50 and above. In order to remain eligible for the rider, the client must continue to make their required premium payments as defined in the rider. Refund is limited to 50 percent of the specified amount.

⁴The amount that may be available through loans and withdrawals, as defined in the contract.