

# Term Life Insurance

## AGENT GUIDE



[www.unitedhomelife.com](http://www.unitedhomelife.com)  
800-428-3001

## Term Life Portfolio

- Three straight term products<sup>1</sup>.
- One return-of-premium term product<sup>1</sup>.
- Simple application.
- Affordable, guaranteed<sup>2</sup> coverage.
- Level premiums guaranteed for the initial term period.
- Know Before You Go<sup>®</sup> point-of-sale telephone interviews.
- No routine medical exams, bodily fluids testing<sup>3</sup>, or physician's statements.
- Initial premium can be drafted.
- Initial 1st-year commissions paid daily.

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### Target Markets:

- Middle Market
- “Term-ites”
- Mortgage Protection
- Family Protection Needs
- Clients who prefer simplified issue to full underwriting.
- Clients who are overweight or have minor health issues.
- Clients who are insulin-dependent diabetics.<sup>4</sup>

<sup>1</sup> Product and rider/benefit availability, and issue ages may vary by state. Issue ages vary by product.

<sup>2</sup> So long as premiums are paid. See policy for details. Exclusions and limitations may apply.

<sup>3</sup> Excluding applicants written in Wisconsin.

<sup>4</sup> Must qualify otherwise.

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## Simple Term 20

### 20-Year Simplified Issue Term

|                    |                                      |
|--------------------|--------------------------------------|
| Issue Ages:        | 20 – 60 (age last birthday)          |
| Face Amounts:      | Minimum: \$25,000                    |
|                    | Maximums: \$200,000 (through age 45) |
|                    | \$150,000 (ages 46 – 55)             |
|                    | \$100,000 (ages 56 – 60)             |
| Rate Classes:      | Non-Tobacco/Tobacco                  |
| Built-in Rating:   | 4 Tables                             |
| Annual Policy Fee: | \$100 (commissionable)               |

|                      |      |
|----------------------|------|
| Modal Factors:       |      |
| Semi-annual:         | .515 |
| Quarterly:           | .260 |
| Monthly EFT:         | .087 |
| Direct Monthly Bill: | .095 |

Ideal product for clients with minor health issues.

| Male Non-Tobacco        |                                     |          |          |           |           |           |           |           |           | Female Non-Tobacco      |                                     |          |          |           |           |           |           |           |
|-------------------------|-------------------------------------|----------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------------------|-------------------------------------|----------|----------|-----------|-----------|-----------|-----------|-----------|
| Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |          |           |           |           |           |           | Issue Age | Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |          |           |           |           |           |           |
|                         | \$25,000                            | \$50,000 | \$75,000 | \$100,000 | \$125,000 | \$150,000 | \$175,000 | \$200,000 |           |                         | \$25,000                            | \$50,000 | \$75,000 | \$100,000 | \$125,000 | \$150,000 | \$175,000 | \$200,000 |
| 2.49                    | 14.12                               | 19.53    | 24.95    | 30.36     | 35.78     | 41.19     | 46.61     | 52.03     | 20        | 2.02                    | 13.09                               | 17.49    | 21.88    | 26.27     | 30.67     | 35.06     | 39.45     | 43.85     |
| 2.49                    | 14.12                               | 19.53    | 24.95    | 30.36     | 35.78     | 41.19     | 46.61     | 52.03     | 21        | 2.02                    | 13.09                               | 17.49    | 21.88    | 26.27     | 30.67     | 35.06     | 39.45     | 43.85     |
| 2.49                    | 14.12                               | 19.53    | 24.95    | 30.36     | 35.78     | 41.19     | 46.61     | 52.03     | 22        | 2.02                    | 13.09                               | 17.49    | 21.88    | 26.27     | 30.67     | 35.06     | 39.45     | 43.85     |
| 2.49                    | 14.12                               | 19.53    | 24.95    | 30.36     | 35.78     | 41.19     | 46.61     | 52.03     | 23        | 2.02                    | 13.09                               | 17.49    | 21.88    | 26.27     | 30.67     | 35.06     | 39.45     | 43.85     |
| 2.49                    | 14.12                               | 19.53    | 24.95    | 30.36     | 35.78     | 41.19     | 46.61     | 52.03     | 24        | 2.02                    | 13.09                               | 17.49    | 21.88    | 26.27     | 30.67     | 35.06     | 39.45     | 43.85     |
| 2.49                    | 14.12                               | 19.53    | 24.95    | 30.36     | 35.78     | 41.19     | 46.61     | 52.03     | 25        | 2.02                    | 13.09                               | 17.49    | 21.88    | 26.27     | 30.67     | 35.06     | 39.45     | 43.85     |
| 2.54                    | 14.22                               | 19.75    | 25.27    | 30.80     | 36.32     | 41.85     | 47.37     | 52.90     | 26        | 2.04                    | 13.14                               | 17.57    | 22.01    | 26.45     | 30.89     | 35.32     | 39.76     | 44.20     |
| 2.57                    | 14.29                               | 19.88    | 25.47    | 31.06     | 36.65     | 42.24     | 47.83     | 53.42     | 27        | 2.07                    | 13.20                               | 17.70    | 22.21    | 26.71     | 31.21     | 35.71     | 40.22     | 44.72     |
| 2.59                    | 14.33                               | 19.97    | 25.60    | 31.23     | 36.87     | 42.50     | 48.13     | 53.77     | 28        | 2.10                    | 13.27                               | 17.84    | 22.40    | 26.97     | 31.54     | 36.11     | 40.67     | 45.24     |
| 2.61                    | 14.38                               | 20.05    | 25.73    | 31.41     | 37.08     | 42.76     | 48.44     | 54.11     | 29        | 2.12                    | 13.31                               | 17.92    | 22.53    | 27.14     | 31.76     | 36.37     | 40.98     | 45.59     |
| 2.61                    | 14.38                               | 20.05    | 25.73    | 31.41     | 37.08     | 42.76     | 48.44     | 54.11     | 30        | 2.17                    | 13.42                               | 18.14    | 22.86    | 27.58     | 32.30     | 37.02     | 41.74     | 46.46     |
| 2.71                    | 14.59                               | 20.49    | 26.38    | 32.28     | 38.17     | 44.07     | 49.96     | 55.85     | 31        | 2.18                    | 13.44                               | 18.18    | 22.92    | 27.67     | 32.41     | 37.15     | 41.89     | 46.63     |
| 2.71                    | 14.59                               | 20.49    | 26.38    | 32.28     | 38.17     | 44.07     | 49.96     | 55.85     | 32        | 2.21                    | 13.51                               | 18.31    | 23.12    | 27.93     | 32.73     | 37.54     | 42.35     | 47.15     |
| 2.71                    | 14.59                               | 20.49    | 26.38    | 32.28     | 38.17     | 44.07     | 49.96     | 55.85     | 33        | 2.26                    | 13.62                               | 18.53    | 23.45    | 28.36     | 33.28     | 38.19     | 43.11     | 48.02     |
| 2.77                    | 14.72                               | 20.75    | 26.77    | 32.80     | 38.82     | 44.85     | 50.87     | 56.90     | 34        | 2.27                    | 13.64                               | 18.57    | 23.51    | 28.45     | 33.39     | 38.32     | 43.26     | 48.20     |
| 2.79                    | 14.77                               | 20.84    | 26.90    | 32.97     | 39.04     | 45.11     | 51.18     | 57.25     | 35        | 2.29                    | 13.68                               | 18.66    | 23.64    | 28.62     | 33.60     | 38.58     | 43.57     | 48.55     |
| 2.93                    | 15.07                               | 21.45    | 27.82    | 34.19     | 40.56     | 46.94     | 53.31     | 59.68     | 36        | 2.39                    | 13.90                               | 19.10    | 24.29    | 29.49     | 34.69     | 39.89     | 45.09     | 50.29     |
| 3.16                    | 15.57                               | 22.45    | 29.32    | 36.19     | 43.07     | 49.94     | 56.81     | 63.68     | 37        | 2.57                    | 14.29                               | 19.88    | 25.47    | 31.06     | 36.65     | 42.24     | 47.83     | 53.42     |
| 3.35                    | 15.99                               | 23.27    | 30.56    | 37.85     | 45.13     | 52.42     | 59.70     | 66.99     | 38        | 2.71                    | 14.59                               | 20.49    | 26.38    | 32.28     | 38.17     | 44.07     | 49.96     | 55.85     |
| 3.60                    | 16.53                               | 24.36    | 32.19    | 40.02     | 47.85     | 55.68     | 63.51     | 71.34     | 39        | 2.91                    | 15.03                               | 21.36    | 27.69    | 34.02     | 40.35     | 46.68     | 53.00     | 59.33     |
| 3.88                    | 17.14                               | 25.58    | 34.02    | 42.46     | 50.90     | 59.33     | 67.77     | 76.21     | 40        | 3.10                    | 15.44                               | 22.19    | 28.93    | 35.67     | 42.41     | 49.16     | 55.90     | 62.64     |
| 4.26                    | 17.97                               | 27.23    | 36.50    | 45.76     | 55.03     | 64.29     | 73.56     | 82.82     | 41        | 3.37                    | 16.03                               | 23.36    | 30.69    | 38.02     | 45.35     | 52.68     | 60.01     | 67.34     |
| 4.71                    | 18.94                               | 29.19    | 39.43    | 49.68     | 59.92     | 70.17     | 80.41     | 90.65     | 42        | 3.59                    | 16.51                               | 24.32    | 32.12    | 39.93     | 47.74     | 55.55     | 63.36     | 71.17     |
| 5.20                    | 20.01                               | 31.32    | 42.63    | 53.94     | 65.25     | 76.56     | 87.87     | 99.18     | 43        | 3.93                    | 17.25                               | 25.80    | 34.34    | 42.89     | 51.44     | 59.99     | 68.53     | 77.08     |
| 5.72                    | 21.14                               | 33.58    | 46.02    | 58.46     | 70.91     | 83.35     | 95.79     | 108.23    | 44        | 4.10                    | 17.62                               | 26.54    | 35.45    | 44.37     | 53.29     | 62.21     | 71.12     | 80.04     |
| 6.37                    | 22.55                               | 36.41    | 50.26    | 64.12     | 77.97     | 91.83     | 105.68    | 119.54    | 45        | 4.39                    | 18.25                               | 27.80    | 37.34    | 46.89     | 56.44     | 65.99     | 75.54     | 85.09     |
| 6.95                    | 23.82                               | 38.93    | 54.05    | 69.17     | 84.28     | 99.40     |           |           | 46        | 4.78                    | 19.10                               | 29.49    | 39.89    | 50.29     | 60.68     | 71.08     |           |           |
| 7.62                    | 25.27                               | 41.85    | 58.42    | 74.99     | 91.57     | 108.14    |           |           | 47        | 5.13                    | 19.86                               | 31.02    | 42.17    | 53.33     | 64.49     | 75.65     |           |           |
| 8.32                    | 26.80                               | 44.89    | 62.99    | 81.08     | 99.18     | 117.28    |           |           | 48        | 5.51                    | 20.68                               | 32.67    | 44.65    | 56.64     | 68.62     | 80.61     |           |           |
| 9.06                    | 28.41                               | 48.11    | 67.82    | 87.52     | 107.23    | 126.93    |           |           | 49        | 5.90                    | 21.53                               | 34.37    | 47.20    | 60.03     | 72.86     | 85.70     |           |           |
| 9.85                    | 30.12                               | 51.55    | 72.97    | 94.40     | 115.82    | 137.24    |           |           | 50        | 6.37                    | 22.55                               | 36.41    | 50.26    | 64.12     | 77.97     | 91.83     |           |           |
| 10.74                   | 32.06                               | 55.42    | 78.78    | 102.14    | 125.50    | 148.86    |           |           | 51        | 6.82                    | 23.53                               | 38.37    | 53.20    | 68.03     | 82.87     | 97.70     |           |           |
| 11.66                   | 34.06                               | 59.42    | 84.78    | 110.14    | 135.50    | 160.86    |           |           | 52        | 7.34                    | 24.66                               | 40.63    | 56.59    | 72.56     | 88.52     | 104.49    |           |           |
| 12.10                   | 35.02                               | 61.34    | 87.65    | 113.97    | 140.29    | 166.61    |           |           | 53        | 7.89                    | 25.86                               | 43.02    | 60.18    | 77.34     | 94.50     | 111.66    |           |           |
| 13.23                   | 37.48                               | 66.25    | 95.03    | 123.80    | 152.58    | 181.35    |           |           | 54        | 8.46                    | 27.10                               | 45.50    | 63.90    | 82.30     | 100.70    | 119.10    |           |           |
| 14.57                   | 40.39                               | 72.08    | 103.77   | 135.46    | 167.15    | 198.84    |           |           | 55        | 9.12                    | 28.54                               | 48.37    | 68.21    | 88.04     | 107.88    | 127.72    |           |           |
| 16.15                   | 43.83                               | 78.95    | 114.08   | 149.21    |           |           |           |           | 56        | 9.76                    | 29.93                               | 51.16    | 72.38    | 93.61     |           |           |           |           |
| 18.09                   | 48.05                               | 87.39    | 126.74   | 166.08    |           |           |           |           | 57        | 10.45                   | 31.43                               | 54.16    | 76.89    | 99.62     |           |           |           |           |
| 19.45                   | 51.00                               | 93.31    | 135.61   | 177.92    |           |           |           |           | 58        | 11.66                   | 34.06                               | 59.42    | 84.78    | 110.14    |           |           |           |           |
| 21.39                   | 55.22                               | 101.75   | 148.27   | 194.79    |           |           |           |           | 59        | 12.88                   | 36.71                               | 64.73    | 92.74    | 120.76    |           |           |           |           |
| 24.41                   | 61.79                               | 114.88   | 167.98   | 221.07    |           |           |           |           | 60        | 14.22                   | 39.63                               | 70.56    | 101.49   | 132.41    |           |           |           |           |

Product and rider/benefit availability, and issue ages may vary by state. Exclusions and limitations may apply.

## Simple Term 20

### 20-Year Simplified Issue Term

Simple Term 20 offers guaranteed level premiums for the initial term period (after which premiums increase annually), and guaranteed renewability to age 95.

#### Optional Benefits & Riders\*:

- Total And Permanent Disability Benefit (Waiver of Premium)
- Child Rider (First \$5,000 of Child Rider coverage is at no-cost for face amounts of \$100,000 or more.)
- Accidental Death Benefit (minimum \$25,000)
- No-cost built-in Terminal Illness Accelerated Benefit Rider



| Male Tobacco            |                                     |          |          |           |           |           |           |           |           | Female Tobacco          |                                     |          |          |           |           |           |           |           |           |
|-------------------------|-------------------------------------|----------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------------------|-------------------------------------|----------|----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |          |           |           |           |           |           | Issue Age | Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |          |           |           |           |           |           | Issue Age |
|                         | \$25,000                            | \$50,000 | \$75,000 | \$100,000 | \$125,000 | \$150,000 | \$175,000 | \$200,000 |           |                         | \$25,000                            | \$50,000 | \$75,000 | \$100,000 | \$125,000 | \$150,000 | \$175,000 | \$200,000 |           |
| 5.83                    | 21.38                               | 34.06    | 46.74    | 59.42     | 72.10     | 84.78     | 97.46     | 110.14    | 20        | 4.04                    | 17.49                               | 26.27    | 35.06    | 43.85     | 52.64     | 61.42     | 70.21     | 79.00     | 20        |
| 5.83                    | 21.38                               | 34.06    | 46.74    | 59.42     | 72.10     | 84.78     | 97.46     | 110.14    | 21        | 4.04                    | 17.49                               | 26.27    | 35.06    | 43.85     | 52.64     | 61.42     | 70.21     | 79.00     | 21        |
| 5.83                    | 21.38                               | 34.06    | 46.74    | 59.42     | 72.10     | 84.78     | 97.46     | 110.14    | 22        | 4.04                    | 17.49                               | 26.27    | 35.06    | 43.85     | 52.64     | 61.42     | 70.21     | 79.00     | 22        |
| 5.83                    | 21.38                               | 34.06    | 46.74    | 59.42     | 72.10     | 84.78     | 97.46     | 110.14    | 23        | 4.04                    | 17.49                               | 26.27    | 35.06    | 43.85     | 52.64     | 61.42     | 70.21     | 79.00     | 23        |
| 5.83                    | 21.38                               | 34.06    | 46.74    | 59.42     | 72.10     | 84.78     | 97.46     | 110.14    | 24        | 4.04                    | 17.49                               | 26.27    | 35.06    | 43.85     | 52.64     | 61.42     | 70.21     | 79.00     | 24        |
| 5.83                    | 21.38                               | 34.06    | 46.74    | 59.42     | 72.10     | 84.78     | 97.46     | 110.14    | 25        | 4.04                    | 17.49                               | 26.27    | 35.06    | 43.85     | 52.64     | 61.42     | 70.21     | 79.00     | 25        |
| 5.83                    | 21.38                               | 34.06    | 46.74    | 59.42     | 72.10     | 84.78     | 97.46     | 110.14    | 26        | 4.20                    | 17.84                               | 26.97    | 36.11    | 45.24     | 54.38     | 63.51     | 72.65     | 81.78     | 26        |
| 5.83                    | 21.38                               | 34.06    | 46.74    | 59.42     | 72.10     | 84.78     | 97.46     | 110.14    | 27        | 4.34                    | 18.14                               | 27.58    | 37.02    | 46.46     | 55.90     | 65.34     | 74.78     | 84.22     | 27        |
| 5.83                    | 21.38                               | 34.06    | 46.74    | 59.42     | 72.10     | 84.78     | 97.46     | 110.14    | 28        | 4.46                    | 18.40                               | 28.10    | 37.80    | 47.50     | 57.20     | 66.90     | 76.60     | 86.30     | 28        |
| 5.83                    | 21.38                               | 34.06    | 46.74    | 59.42     | 72.10     | 84.78     | 97.46     | 110.14    | 29        | 4.61                    | 18.73                               | 28.75    | 38.78    | 48.81     | 58.83     | 68.86     | 78.89     | 88.91     | 29        |
| 5.83                    | 21.38                               | 34.06    | 46.74    | 59.42     | 72.10     | 84.78     | 97.46     | 110.14    | 30        | 4.78                    | 19.10                               | 29.49    | 39.89    | 50.29     | 60.68     | 71.08     | 81.48     | 91.87     | 30        |
| 6.15                    | 22.08                               | 35.45    | 48.83    | 62.21     | 75.58     | 88.96     | 102.33    | 115.71    | 31        | 4.90                    | 19.36                               | 30.02    | 40.67    | 51.33     | 61.99     | 72.65     | 83.30     | 93.96     | 31        |
| 6.45                    | 22.73                               | 36.76    | 50.79    | 64.82     | 78.84     | 92.87     | 106.90    | 120.93    | 32        | 5.05                    | 19.68                               | 30.67    | 41.65    | 52.64     | 63.62     | 74.60     | 85.59     | 96.57     | 32        |
| 6.78                    | 23.45                               | 38.19    | 52.94    | 67.69     | 82.43     | 97.18     | 111.93    | 126.67    | 33        | 5.20                    | 20.01                               | 31.32    | 42.63    | 53.94     | 65.25     | 76.56     | 87.87     | 99.18     | 33        |
| 7.12                    | 24.19                               | 39.67    | 55.16    | 70.64     | 86.13     | 101.62    | 117.10    | 132.59    | 34        | 5.35                    | 20.34                               | 31.97    | 43.61    | 55.25     | 66.88     | 78.52     | 90.15     | 101.79    | 34        |
| 7.45                    | 24.90                               | 41.11    | 57.31    | 73.52     | 89.72     | 105.92    | 122.13    | 138.33    | 35        | 5.46                    | 20.58                               | 32.45    | 44.33    | 56.20     | 68.08     | 79.95     | 91.83     | 103.70    | 35        |
| 7.84                    | 25.75                               | 42.80    | 59.86    | 76.91     | 93.96     | 111.01    | 128.06    | 145.12    | 36        | 5.90                    | 21.53                               | 34.37    | 47.20    | 60.03     | 72.86     | 85.70     | 98.53     | 111.36    | 36        |
| 8.15                    | 26.43                               | 44.15    | 61.88    | 79.61     | 97.33     | 115.06    | 132.78    | 150.51    | 37        | 6.37                    | 22.55                               | 36.41    | 50.26    | 64.12     | 77.97     | 91.83     | 105.68    | 119.54    | 37        |
| 8.73                    | 27.69                               | 46.68    | 65.66    | 84.65     | 103.64    | 122.63    | 141.61    | 160.60    | 38        | 6.87                    | 23.64                               | 38.58    | 53.53    | 68.47     | 83.41     | 98.35     | 113.30    | 128.24    | 38        |
| 9.39                    | 29.12                               | 49.55    | 69.97    | 90.39     | 110.82    | 131.24    | 151.66    | 172.09    | 39        | 7.49                    | 24.99                               | 41.28    | 57.57    | 73.86     | 90.15     | 106.44    | 122.74    | 139.03    | 39        |
| 10.32                   | 31.15                               | 53.59    | 76.04    | 98.48     | 120.93    | 143.38    | 165.82    | 188.27    | 40        | 8.24                    | 26.62                               | 44.54    | 62.47    | 80.39     | 98.31     | 116.23    | 134.15    | 152.08    | 40        |
| 11.35                   | 33.39                               | 58.07    | 82.76    | 107.45    | 132.13    | 156.82    | 181.50    | 206.19    | 41        | 8.99                    | 28.25                               | 47.81    | 67.36    | 86.91     | 106.47    | 126.02    | 145.57    | 165.13    | 41        |
| 12.52                   | 35.93                               | 63.16    | 90.39    | 117.62    | 144.86    | 172.09    | 199.32    | 226.55    | 42        | 9.66                    | 29.71                               | 50.72    | 71.73    | 92.74     | 113.75    | 134.76    | 155.77    | 176.78    | 42        |
| 13.77                   | 38.65                               | 68.60    | 98.55    | 128.50    | 158.45    | 188.40    | 218.35    | 248.30    | 43        | 10.40                   | 31.32                               | 53.94    | 76.56    | 99.18     | 121.80    | 144.42    | 167.04    | 189.66    | 43        |
| 15.30                   | 41.98                               | 75.26    | 108.53   | 141.81    | 175.09    | 208.37    | 241.64    | 274.92    | 44        | 11.12                   | 32.89                               | 57.07    | 81.26    | 105.44    | 129.63    | 153.82    | 178.00    | 202.19    | 44        |
| 16.76                   | 45.15                               | 81.61    | 118.06   | 154.51    | 190.97    | 227.42    | 263.87    | 300.32    | 45        | 11.79                   | 34.34                               | 59.99    | 85.63    | 111.27    | 136.92    | 162.56    | 188.20    | 213.85    | 45        |
| 18.79                   | 49.57                               | 90.44    | 131.30   | 172.17    | 213.04    | 253.91    |           |           | 46        | 13.02                   | 37.02                               | 65.34    | 93.66    | 121.97    | 150.29    | 178.61    |           |           | 46        |
| 20.78                   | 53.90                               | 99.09    | 144.29   | 189.49    | 234.68    | 279.88    |           |           | 47        | 14.04                   | 39.24                               | 69.77    | 100.31   | 130.85    | 161.39    | 191.92    |           |           | 47        |
| 22.68                   | 58.03                               | 107.36   | 156.69   | 206.02    | 255.35    | 304.67    |           |           | 48        | 15.02                   | 41.37                               | 74.04    | 106.71   | 139.37    | 172.04    | 204.71    |           |           | 48        |
| 24.66                   | 62.34                               | 115.97   | 169.61   | 223.24    | 276.88    | 330.51    |           |           | 49        | 16.17                   | 43.87                               | 79.04    | 114.21   | 149.38    | 184.55    | 219.72    |           |           | 49        |
| 26.39                   | 66.10                               | 123.50   | 180.89   | 238.29    | 295.69    | 353.09    |           |           | 50        | 17.34                   | 46.41                               | 84.13    | 121.84   | 159.56    | 197.27    | 234.99    |           |           | 50        |
| 28.29                   | 70.23                               | 131.76   | 193.29   | 254.82    | 316.35    | 377.88    |           |           | 51        | 18.50                   | 48.94                               | 89.18    | 129.41   | 169.65    | 209.89    | 250.13    |           |           | 51        |
| 29.98                   | 73.91                               | 139.11   | 204.32   | 269.53    | 334.73    | 399.94    |           |           | 52        | 19.84                   | 51.85                               | 95.00    | 138.16   | 181.31    | 224.46    | 267.61    |           |           | 52        |
| 32.80                   | 80.04                               | 151.38   | 222.72   | 294.06    | 365.40    | 436.74    |           |           | 53        | 21.38                   | 55.20                               | 101.70   | 148.20   | 194.71    | 241.21    | 287.71    |           |           | 53        |
| 35.78                   | 86.52                               | 164.34   | 242.16   | 319.99    | 397.81    | 475.63    |           |           | 54        | 22.74                   | 58.16                               | 107.62   | 157.08   | 206.54    | 256.00    | 305.46    |           |           | 54        |
| 38.78                   | 93.05                               | 177.39   | 261.74   | 346.09    | 430.43    | 514.78    |           |           | 55        | 24.30                   | 61.55                               | 114.41   | 167.26   | 220.11    | 272.96    | 325.82    |           |           | 55        |
| 44.77                   | 106.07                              | 203.45   | 300.82   | 398.20    |           |           |           |           | 56        | 25.99                   | 65.23                               | 121.76   | 178.28   | 234.81    |           |           |           |           | 56        |
| 50.99                   | 119.60                              | 230.51   | 341.41   | 452.31    |           |           |           |           | 57        | 27.12                   | 67.69                               | 126.67   | 185.66   | 244.69    |           |           |           |           | 57        |
| 54.61                   | 127.48                              | 246.25   | 365.03   | 483.81    |           |           |           |           | 58        | 29.85                   | 73.62                               | 138.55   | 203.47   | 268.40    |           |           |           |           | 58        |
| 57.83                   | 134.48                              | 260.26   | 386.04   | 511.82    |           |           |           |           | 59        | 32.22                   | 78.78                               | 148.86   | 218.94   | 289.01    |           |           |           |           | 59        |
| 60.60                   | 140.51                              | 272.31   | 404.12   | 535.92    |           |           |           |           | 60        | 34.68                   | 84.13                               | 159.56   | 234.99   | 310.42    |           |           |           |           | 60        |

Product and rider/benefit availability, and issue ages may vary by state. Exclusions and limitations may apply.

\*See Page 11 for details.

## Simple Term 30

### 30-Year Simplified Issue Term

|                    |                                      |
|--------------------|--------------------------------------|
| Issue Ages:        | 20 – 55 (age last birthday)          |
| Face Amounts:      | Minimum: \$25,000                    |
|                    | Maximums: \$200,000 (through age 45) |
|                    | \$150,000 (ages 46 – 55)             |
| Rate Classes:      | Non-Tobacco/Tobacco                  |
| Built-in Rating:   | 4 Tables                             |
| Annual Policy Fee: | \$100 (commissionable)               |

|                      |      |
|----------------------|------|
| Modal Factors:       |      |
| Semi-annual:         | .515 |
| Quarterly:           | .260 |
| Monthly EFT:         | .087 |
| Direct Monthly Bill: | .095 |

Ideal product for clients with minor health issues.

| Male Non-Tobacco        |                                     |          |           |           |           |           |           |          |           | Female Non-Tobacco      |                                     |           |           |           |           |           |       |        |
|-------------------------|-------------------------------------|----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|-------------------------|-------------------------------------|-----------|-----------|-----------|-----------|-----------|-------|--------|
| Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |           |           |           |           |           |          | Issue Age | Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |           |           |           |           |           |       |        |
| \$25,000                | \$50,000                            | \$75,000 | \$100,000 | \$125,000 | \$150,000 | \$175,000 | \$200,000 | \$25,000 |           | \$50,000                | \$75,000                            | \$100,000 | \$125,000 | \$150,000 | \$175,000 | \$200,000 |       |        |
| 2.50                    | 14.14                               | 19.58    | 25.01     | 30.45     | 35.89     | 41.33     | 46.76     | 52.20    | 20        | 1.84                    | 12.70                               | 16.70     | 20.71     | 24.71     | 28.71     | 32.71     | 36.71 | 40.72  |
| 2.50                    | 14.14                               | 19.58    | 25.01     | 30.45     | 35.89     | 41.33     | 46.76     | 52.20    | 21        | 1.84                    | 12.70                               | 16.70     | 20.71     | 24.71     | 28.71     | 32.71     | 36.71 | 40.72  |
| 2.50                    | 14.14                               | 19.58    | 25.01     | 30.45     | 35.89     | 41.33     | 46.76     | 52.20    | 22        | 1.84                    | 12.70                               | 16.70     | 20.71     | 24.71     | 28.71     | 32.71     | 36.71 | 40.72  |
| 2.50                    | 14.14                               | 19.58    | 25.01     | 30.45     | 35.89     | 41.33     | 46.76     | 52.20    | 23        | 1.84                    | 12.70                               | 16.70     | 20.71     | 24.71     | 28.71     | 32.71     | 36.71 | 40.72  |
| 2.50                    | 14.14                               | 19.58    | 25.01     | 30.45     | 35.89     | 41.33     | 46.76     | 52.20    | 24        | 1.84                    | 12.70                               | 16.70     | 20.71     | 24.71     | 28.71     | 32.71     | 36.71 | 40.72  |
| 2.50                    | 14.14                               | 19.58    | 25.01     | 30.45     | 35.89     | 41.33     | 46.76     | 52.20    | 25        | 1.84                    | 12.70                               | 16.70     | 20.71     | 24.71     | 28.71     | 32.71     | 36.71 | 40.72  |
| 2.59                    | 14.33                               | 19.97    | 25.60     | 31.23     | 36.87     | 42.50     | 48.13     | 53.77    | 26        | 1.93                    | 12.90                               | 17.10     | 21.29     | 25.49     | 29.69     | 33.89     | 38.08 | 42.28  |
| 2.67                    | 14.51                               | 20.31    | 26.12     | 31.93     | 37.74     | 43.54     | 49.35     | 55.16    | 27        | 2.01                    | 13.07                               | 17.44     | 21.82     | 26.19     | 30.56     | 34.93     | 39.30 | 43.67  |
| 2.76                    | 14.70                               | 20.71    | 26.71     | 32.71     | 38.72     | 44.72     | 50.72     | 56.72    | 28        | 2.10                    | 13.27                               | 17.84     | 22.40     | 26.97     | 31.54     | 36.11     | 40.67 | 45.24  |
| 2.86                    | 14.92                               | 21.14    | 27.36     | 33.58     | 39.80     | 46.02     | 52.24     | 58.46    | 29        | 2.19                    | 13.46                               | 18.23     | 22.99     | 27.75     | 32.52     | 37.28     | 42.04 | 46.81  |
| 2.96                    | 15.14                               | 21.58    | 28.01     | 34.45     | 40.89     | 47.33     | 53.77     | 60.20    | 30        | 2.27                    | 13.64                               | 18.57     | 23.51     | 28.45     | 33.39     | 38.32     | 43.26 | 48.20  |
| 3.07                    | 15.38                               | 22.05    | 28.73     | 35.41     | 42.09     | 48.76     | 55.44     | 62.12    | 31        | 2.42                    | 13.96                               | 19.23     | 24.49     | 29.75     | 35.02     | 40.28     | 45.54 | 50.81  |
| 3.22                    | 15.70                               | 22.71    | 29.71     | 36.71     | 43.72     | 50.72     | 57.72     | 64.73    | 32        | 2.50                    | 14.14                               | 19.58     | 25.01     | 30.45     | 35.89     | 41.33     | 46.76 | 52.20  |
| 3.31                    | 15.90                               | 23.10    | 30.30     | 37.50     | 44.70     | 51.90     | 59.09     | 66.29    | 33        | 2.59                    | 14.33                               | 19.97     | 25.60     | 31.23     | 36.87     | 42.50     | 48.13 | 53.77  |
| 3.41                    | 16.12                               | 23.53    | 30.95     | 38.37     | 45.78     | 53.20     | 60.62     | 68.03    | 34        | 2.67                    | 14.51                               | 20.31     | 26.12     | 31.93     | 37.74     | 43.54     | 49.35 | 55.16  |
| 3.50                    | 16.31                               | 23.93    | 31.54     | 39.15     | 46.76     | 54.38     | 61.99     | 69.60    | 35        | 2.77                    | 14.72                               | 20.75     | 26.77     | 32.80     | 38.82     | 44.85     | 50.87 | 56.90  |
| 3.83                    | 17.03                               | 25.36    | 33.69     | 42.02     | 50.35     | 58.68     | 67.01     | 75.34    | 36        | 2.97                    | 15.16                               | 21.62     | 28.08     | 34.54     | 41.00     | 47.46     | 53.92 | 60.38  |
| 4.18                    | 17.79                               | 26.88    | 35.97     | 45.07     | 54.16     | 63.25     | 72.34     | 81.43    | 37        | 3.17                    | 15.59                               | 22.49     | 29.38     | 36.28     | 43.17     | 50.07     | 56.96 | 63.86  |
| 4.57                    | 18.64                               | 28.58    | 38.52     | 48.46     | 58.40     | 68.34     | 78.28     | 88.22    | 38        | 3.39                    | 16.07                               | 23.45     | 30.82     | 38.19     | 45.57     | 52.94     | 60.31 | 67.69  |
| 4.99                    | 19.55                               | 30.41    | 41.26     | 52.11     | 62.97     | 73.82     | 84.67     | 95.53    | 39        | 3.63                    | 16.60                               | 24.49     | 32.39     | 40.28     | 48.18     | 56.07     | 63.97 | 71.86  |
| 5.47                    | 20.60                               | 32.49    | 44.39     | 56.29     | 68.19     | 80.08     | 91.98     | 103.88   | 40        | 3.88                    | 17.14                               | 25.58     | 34.02     | 42.46     | 50.90     | 59.33     | 67.77 | 76.21  |
| 6.00                    | 21.75                               | 34.80    | 47.85     | 60.90     | 73.95     | 87.00     | 100.05    | 113.10   | 41        | 4.16                    | 17.75                               | 26.80     | 35.84     | 44.89     | 53.94     | 62.99     | 72.04 | 81.08  |
| 6.56                    | 22.97                               | 37.24    | 51.50     | 65.77     | 80.04     | 94.31     | 108.58    | 122.84   | 42        | 4.46                    | 18.40                               | 28.10     | 37.80     | 47.50     | 57.20     | 66.90     | 76.60 | 86.30  |
| 7.19                    | 24.34                               | 39.98    | 55.61     | 71.25     | 86.89     | 102.53    | 118.17    | 133.81   | 43        | 4.77                    | 19.07                               | 29.45     | 39.82     | 50.20     | 60.57     | 70.95     | 81.32 | 91.70  |
| 7.88                    | 25.84                               | 42.98    | 60.12     | 77.26     | 94.40     | 111.53    | 128.67    | 145.81   | 44        | 5.12                    | 19.84                               | 30.97     | 42.11     | 53.24     | 64.38     | 75.52     | 86.65 | 97.79  |
| 8.64                    | 27.49                               | 46.28    | 65.08     | 83.87     | 102.66    | 121.45    | 140.24    | 159.04   | 45        | 5.49                    | 20.64                               | 32.58     | 44.52     | 56.46     | 68.40     | 80.34     | 92.29 | 104.23 |
| 9.50                    | 29.36                               | 50.03    | 70.69     | 91.35     | 112.01    | 132.68    |           |          | 46        | 5.95                    | 21.64                               | 34.58     | 47.52     | 60.47     | 73.41     | 86.35     |       |        |
| 10.47                   | 31.47                               | 54.24    | 77.02     | 99.79     | 122.56    | 145.33    |           |          | 47        | 6.44                    | 22.71                               | 36.71     | 50.72     | 64.73     | 78.74     | 92.74     |       |        |
| 11.54                   | 33.80                               | 58.90    | 84.00     | 109.10    | 134.20    | 159.30    |           |          | 48        | 6.97                    | 23.86                               | 39.02     | 54.18     | 69.34     | 84.50     | 99.66     |       |        |
| 12.69                   | 36.30                               | 63.90    | 91.50     | 119.10    | 146.70    | 174.30    |           |          | 49        | 7.57                    | 25.16                               | 41.63     | 58.09     | 74.56     | 91.02     | 107.49    |       |        |
| 13.99                   | 39.13                               | 69.56    | 99.98     | 130.41    | 160.84    | 191.27    |           |          | 50        | 8.21                    | 26.56                               | 44.41     | 62.27     | 80.13     | 97.98     | 115.84    |       |        |
| 16.58                   | 44.76                               | 80.82    | 116.88    | 152.95    | 189.01    | 225.07    |           |          | 51        | 9.70                    | 29.80                               | 50.90     | 71.99     | 93.09     | 114.19    | 135.29    |       |        |
| 19.67                   | 51.48                               | 94.26    | 137.05    | 179.83    | 222.61    | 265.39    |           |          | 52        | 11.46                   | 33.63                               | 58.55     | 83.48     | 108.40    | 133.33    | 158.25    |       |        |
| 23.34                   | 59.46                               | 110.23   | 160.99    | 211.76    | 262.52    | 313.39    |           |          | 53        | 13.53                   | 38.13                               | 67.56     | 96.98     | 126.41    | 155.84    | 185.87    |       |        |
| 27.67                   | 68.88                               | 129.06   | 189.25    | 249.43    | 309.61    | 369.79    |           |          | 54        | 15.96                   | 43.41                               | 78.13     | 112.84    | 147.55    | 182.27    | 216.98    |       |        |
| 32.81                   | 80.06                               | 151.42   | 222.79    | 294.15    | 365.51    | 436.87    |           |          | 55        | 18.84                   | 49.68                               | 90.65     | 131.63    | 172.61    | 213.59    | 254.56    |       |        |

## Simple Term 30

### 30-Year Simplified Issue Term

Simple Term 30 offers guaranteed level premiums for the initial term period (after which premiums increase annually), and guaranteed renewability to age 95.

#### Optional Benefits & Riders\*:

- Total And Permanent Disability Benefit (Waiver of Premium)
- Child Rider (First \$5,000 of Child Rider coverage is at no-cost for face amounts of \$100,000 or more.)
- Accidental Death Benefit (minimum \$25,000)
- No-cost built-in Terminal Illness Accelerated Benefit Rider



| Male Tobacco            |                                     |          |          |           |           |           |           |           |           | Female Tobacco          |                                     |          |          |           |           |           |           |           |           |
|-------------------------|-------------------------------------|----------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------------------|-------------------------------------|----------|----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |          |           |           |           |           |           | Issue Age | Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |          |           |           |           |           |           | Issue Age |
|                         | \$25,000                            | \$50,000 | \$75,000 | \$100,000 | \$125,000 | \$150,000 | \$175,000 | \$200,000 |           |                         | \$25,000                            | \$50,000 | \$75,000 | \$100,000 | \$125,000 | \$150,000 | \$175,000 | \$200,000 |           |
| 4.97                    | 19.51                               | 30.32    | 41.13    | 51.94     | 62.75     | 73.56     | 84.37     | 95.18     | 20        | 3.29                    | 15.86                               | 23.01    | 30.17    | 37.32     | 44.48     | 51.63     | 58.79     | 65.95     | 20        |
| 4.97                    | 19.51                               | 30.32    | 41.13    | 51.94     | 62.75     | 73.56     | 84.37     | 95.18     | 21        | 3.29                    | 15.86                               | 23.01    | 30.17    | 37.32     | 44.48     | 51.63     | 58.79     | 65.95     | 21        |
| 4.97                    | 19.51                               | 30.32    | 41.13    | 51.94     | 62.75     | 73.56     | 84.37     | 95.18     | 22        | 3.29                    | 15.86                               | 23.01    | 30.17    | 37.32     | 44.48     | 51.63     | 58.79     | 65.95     | 22        |
| 4.97                    | 19.51                               | 30.32    | 41.13    | 51.94     | 62.75     | 73.56     | 84.37     | 95.18     | 23        | 3.29                    | 15.86                               | 23.01    | 30.17    | 37.32     | 44.48     | 51.63     | 58.79     | 65.95     | 23        |
| 4.97                    | 19.51                               | 30.32    | 41.13    | 51.94     | 62.75     | 73.56     | 84.37     | 95.18     | 24        | 3.29                    | 15.86                               | 23.01    | 30.17    | 37.32     | 44.48     | 51.63     | 58.79     | 65.95     | 24        |
| 4.97                    | 19.51                               | 30.32    | 41.13    | 51.94     | 62.75     | 73.56     | 84.37     | 95.18     | 25        | 3.29                    | 15.86                               | 23.01    | 30.17    | 37.32     | 44.48     | 51.63     | 58.79     | 65.95     | 25        |
| 5.17                    | 19.94                               | 31.19    | 42.43    | 53.68     | 64.92     | 76.17     | 87.41     | 98.66     | 26        | 3.47                    | 16.25                               | 23.79    | 31.34    | 38.89     | 46.44     | 53.98     | 61.53     | 69.08     | 26        |
| 5.37                    | 20.38                               | 32.06    | 43.74    | 55.42     | 67.10     | 78.78     | 90.46     | 102.14    | 27        | 3.65                    | 16.64                               | 24.58    | 32.52    | 40.46     | 48.39     | 56.33     | 64.27     | 72.21     | 27        |
| 5.57                    | 20.81                               | 32.93    | 45.04    | 57.16     | 69.27     | 81.39     | 93.50     | 105.62    | 28        | 3.84                    | 17.05                               | 25.40    | 33.76    | 42.11     | 50.46     | 58.81     | 67.16     | 75.52     | 28        |
| 5.76                    | 21.23                               | 33.76    | 46.28    | 58.81     | 71.34     | 83.87     | 96.40     | 108.92    | 29        | 4.03                    | 17.47                               | 26.23    | 35.00    | 43.76     | 52.53     | 61.29     | 70.06     | 78.82     | 29        |
| 5.97                    | 21.68                               | 34.67    | 47.65    | 60.64     | 73.62     | 86.61     | 99.59     | 112.58    | 30        | 4.20                    | 17.84                               | 26.97    | 36.11    | 45.24     | 54.38     | 63.51     | 72.65     | 81.78     | 30        |
| 6.29                    | 22.38                               | 36.06    | 49.74    | 63.42     | 77.10     | 90.78     | 104.47    | 118.15    | 31        | 4.48                    | 18.44                               | 28.19    | 37.93    | 47.68     | 57.42     | 67.16     | 76.91     | 86.65     | 31        |
| 6.48                    | 22.79                               | 36.89    | 50.98    | 65.08     | 79.17     | 93.26     | 107.36    | 121.45    | 32        | 4.66                    | 18.84                               | 28.97    | 39.11    | 49.24     | 59.38     | 69.51     | 79.65     | 89.78     | 32        |
| 6.67                    | 23.21                               | 37.71    | 52.22    | 66.73     | 81.24     | 95.74     | 110.25    | 124.76    | 33        | 4.86                    | 19.27                               | 29.84    | 40.41    | 50.98     | 61.55     | 72.12     | 82.69     | 93.26     | 33        |
| 6.86                    | 23.62                               | 38.54    | 53.46    | 68.38     | 83.30     | 98.22     | 113.14    | 128.06    | 34        | 5.06                    | 19.71                               | 30.71    | 41.72    | 52.72     | 63.73     | 74.73     | 85.74     | 96.74     | 34        |
| 7.05                    | 24.03                               | 39.37    | 54.70    | 70.04     | 85.37     | 100.70    | 116.04    | 131.37    | 35        | 5.27                    | 20.16                               | 31.62    | 43.09    | 54.55     | 66.01     | 77.47     | 88.94     | 100.40    | 35        |
| 7.78                    | 25.62                               | 42.54    | 59.46    | 76.39     | 93.31     | 110.23    | 127.15    | 144.07    | 36        | 5.70                    | 21.10                               | 33.50    | 45.89    | 58.29     | 70.69     | 83.09     | 95.48     | 107.88    | 36        |
| 8.55                    | 27.30                               | 45.89    | 64.49    | 83.09     | 101.68    | 120.28    | 138.87    | 157.47    | 37        | 6.16                    | 22.10                               | 35.50    | 48.89    | 62.29     | 75.69     | 89.09     | 102.49    | 115.88    | 37        |
| 9.42                    | 29.19                               | 49.68    | 70.17    | 90.65     | 111.14    | 131.63    | 152.12    | 172.61    | 38        | 6.68                    | 23.23                               | 37.76    | 52.29    | 66.82     | 81.35     | 95.87     | 110.40    | 124.93    | 38        |
| 10.36                   | 31.23                               | 53.77    | 76.30    | 98.83     | 121.37    | 143.90    | 166.43    | 188.96    | 39        | 7.23                    | 24.43                               | 40.15    | 55.88    | 71.60     | 87.33     | 103.05    | 118.78    | 134.50    | 39        |
| 11.40                   | 33.50                               | 58.29    | 83.09    | 107.88    | 132.68    | 157.47    | 182.27    | 207.06    | 40        | 7.83                    | 25.73                               | 42.76    | 59.79    | 76.82     | 93.85     | 110.88    | 127.91    | 144.94    | 40        |
| 12.56                   | 36.02                               | 63.34    | 90.65    | 117.97    | 145.29    | 172.61    | 199.93    | 227.24    | 41        | 8.50                    | 27.19                               | 45.68    | 64.16    | 82.65     | 101.14    | 119.63    | 138.11    | 156.60    | 41        |
| 13.86                   | 38.85                               | 68.99    | 99.14    | 129.28    | 159.43    | 189.57    | 219.72    | 249.86    | 42        | 9.22                    | 28.75                               | 48.81    | 68.86    | 88.91     | 108.97    | 129.02    | 149.07    | 169.13    | 42        |
| 15.27                   | 41.91                               | 75.12    | 108.34   | 141.55    | 174.76    | 207.97    | 241.19    | 274.40    | 43        | 10.01                   | 30.47                               | 52.24    | 74.02    | 95.79     | 117.56    | 139.33    | 161.10    | 182.87    | 43        |
| 16.84                   | 45.33                               | 81.95    | 118.58   | 155.21    | 191.84    | 228.46    | 265.09    | 301.72    | 44        | 10.87                   | 32.34                               | 55.98    | 79.63    | 103.27    | 126.91    | 150.55    | 174.20    | 197.84    | 44        |
| 18.58                   | 49.11                               | 89.52    | 129.93   | 170.35    | 210.76    | 251.17    | 291.58    | 331.99    | 45        | 11.77                   | 34.30                               | 59.90    | 85.50    | 111.10    | 136.70    | 162.30    | 187.90    | 213.50    | 45        |
| 20.50                   | 53.29                               | 97.88    | 142.46   | 187.05    | 231.64    | 276.23    |           |           | 46        | 12.66                   | 36.24                               | 63.77    | 91.31    | 118.84    | 146.38    | 173.91    |           |           | 46        |
| 22.62                   | 57.90                               | 107.10   | 156.30   | 205.49    | 254.69    | 303.89    |           |           | 47        | 13.66                   | 38.41                               | 68.12    | 97.83    | 127.54    | 157.25    | 186.96    |           |           | 47        |
| 24.97                   | 63.01                               | 117.32   | 171.63   | 225.94    | 280.25    | 334.56    |           |           | 48        | 14.67                   | 40.61                               | 72.51    | 104.42   | 136.33    | 168.24    | 200.14    |           |           | 48        |
| 27.57                   | 68.66                               | 128.63   | 188.59   | 248.56    | 308.52    | 368.49    |           |           | 49        | 15.81                   | 43.09                               | 77.47    | 111.86   | 146.25    | 180.63    | 215.02    |           |           | 49        |
| 30.40                   | 74.82                               | 140.94   | 207.06   | 273.18    | 339.30    | 405.42    |           |           | 50        | 17.03                   | 45.74                               | 82.78    | 119.82   | 156.86    | 193.90    | 230.94    |           |           | 50        |
| 36.03                   | 87.07                               | 165.43   | 243.80   | 322.16    | 400.53    | 478.89    |           |           | 51        | 20.17                   | 52.57                               | 96.44    | 140.31   | 184.18    | 228.05    | 271.92    |           |           | 51        |
| 42.76                   | 101.70                              | 194.71   | 287.71   | 380.71    | 473.72    | 566.72    |           |           | 52        | 23.95                   | 60.79                               | 112.88   | 164.97   | 217.07    | 269.16    | 321.25    |           |           | 52        |
| 50.73                   | 119.04                              | 229.38   | 339.71   | 450.05    | 560.39    | 670.73    |           |           | 53        | 28.41                   | 70.49                               | 132.28   | 194.08   | 255.87    | 317.66    | 379.45    |           |           | 53        |
| 60.14                   | 139.50                              | 270.31   | 401.11   | 531.92    | 662.72    | 793.53    |           |           | 54        | 33.68                   | 81.95                               | 155.21   | 228.46   | 301.72    | 374.97    | 448.22    |           |           | 54        |
| 71.34                   | 163.86                              | 319.03   | 474.19   | 629.36    | 784.52    | 939.69    |           |           | 55        | 39.95                   | 95.59                               | 182.48   | 269.37   | 356.27    | 443.16    | 530.05    |           |           | 55        |

Product and rider/benefit availability, and issue ages may vary by state. Exclusions and limitations may apply.

\*See Page 11 for details.

## Simple Term 20 ROP

### 20-Year Simplified Issue Return-Of-Premium Term

|                    |                                          |
|--------------------|------------------------------------------|
| Issue Ages:        | Non-Tobacco: 20 – 60 (age last birthday) |
|                    | Tobacco: 20 – 40 (age last birthday)     |
| Face Amounts:      | Minimum: \$50,000                        |
|                    | Maximums: \$200,000 (through age 45)     |
|                    | \$150,000 (ages 46 – 55)                 |
|                    | \$100,000 (ages 56 – 60)                 |
| Rate Classes:      | Non-Tobacco/Tobacco                      |
| Built-In Rating:   | 4 Tables                                 |
| Annual Policy Fee: | \$100 (commissionable)                   |

|                      |      |
|----------------------|------|
| Modal Factors:       |      |
| Semi-annual:         | .515 |
| Quarterly:           | .260 |
| Monthly EFT:         | .087 |
| Direct Monthly Bill: | .095 |

Ideal product for clients with minor health issues.

| Male Non-Tobacco        |                                     |          |           |           |           |           |           |           | Female Non-Tobacco      |                                     |          |           |           |           |           |           |
|-------------------------|-------------------------------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------------------|-------------------------------------|----------|-----------|-----------|-----------|-----------|-----------|
| Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |           |           |           |           |           | Issue Age | Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |           |           |           |           |           |
|                         | \$50,000                            | \$75,000 | \$100,000 | \$125,000 | \$150,000 | \$175,000 | \$200,000 |           |                         | \$50,000                            | \$75,000 | \$100,000 | \$125,000 | \$150,000 | \$175,000 | \$200,000 |
| 2.24                    | 26.57                               | 33.56    | 40.63     | 47.63     | 54.63     | 61.68     | 68.73     | 20        | 1.83                    | 22.32                               | 27.69    | 32.97     | 38.28     | 43.67     | 49.04     | 54.29     |
| 2.24                    | 27.84                               | 35.20    | 42.55     | 49.92     | 57.24     | 64.57     | 72.04     | 21        | 1.83                    | 23.49                               | 29.12    | 34.71     | 40.35     | 45.89     | 51.48     | 57.24     |
| 2.24                    | 29.14                               | 36.83    | 44.55     | 52.20     | 59.98     | 67.62     | 75.35     | 22        | 1.83                    | 24.49                               | 30.36    | 36.19     | 42.09     | 47.85     | 53.76     | 59.68     |
| 2.24                    | 30.05                               | 38.00    | 45.94     | 53.94     | 61.81     | 69.75     | 77.78     | 23        | 1.83                    | 25.66                               | 31.80    | 37.93     | 44.04     | 50.20     | 56.35     | 62.46     |
| 2.24                    | 31.36                               | 39.63    | 47.94     | 56.22     | 64.42     | 72.79     | 81.09     | 24        | 1.83                    | 26.67                               | 33.04    | 39.41     | 45.78     | 52.16     | 58.48     | 64.90     |
| 2.24                    | 31.71                               | 40.09    | 48.46     | 56.88     | 65.20     | 73.55     | 81.96     | 25        | 1.83                    | 27.84                               | 34.47    | 41.15     | 47.74     | 54.37     | 61.07     | 67.68     |
| 2.29                    | 32.28                               | 40.93    | 49.50     | 58.18     | 66.77     | 75.39     | 84.05     | 26        | 1.84                    | 28.88                               | 35.85    | 42.72     | 49.70     | 56.59     | 63.51     | 70.47     |
| 2.32                    | 33.06                               | 41.98    | 50.80     | 59.70     | 68.60     | 77.52     | 86.31     | 27        | 1.89                    | 29.97                               | 37.21    | 44.54     | 51.76     | 59.07     | 66.41     | 73.61     |
| 2.33                    | 33.33                               | 42.30    | 51.24     | 60.25     | 69.26     | 78.12     | 87.17     | 28        | 1.90                    | 30.37                               | 37.74    | 45.15     | 52.52     | 59.99     | 67.32     | 74.82     |
| 2.35                    | 33.88                               | 43.02    | 52.21     | 61.34     | 70.43     | 79.65     | 88.74     | 29        | 1.91                    | 30.80                               | 38.32    | 45.85     | 53.40     | 60.90     | 68.38     | 75.86     |
| 2.35                    | 34.23                               | 43.47    | 52.73     | 61.99     | 71.21     | 80.56     | 89.78     | 30        | 1.96                    | 31.37                               | 39.11    | 46.89     | 54.60     | 62.34     | 70.21     | 77.95     |
| 2.44                    | 35.71                               | 45.57    | 55.33     | 65.15     | 74.99     | 84.83     | 94.66     | 31        | 1.98                    | 32.19                               | 40.22    | 48.20     | 56.22     | 64.29     | 72.19     | 80.21     |
| 2.44                    | 36.32                               | 46.28    | 56.29     | 66.23     | 76.17     | 86.20     | 96.23     | 32        | 1.99                    | 32.98                               | 41.19    | 49.41     | 57.64     | 65.86     | 74.17     | 82.31     |
| 2.44                    | 37.28                               | 47.52    | 57.77     | 67.97     | 78.25     | 88.48     | 98.66     | 33        | 2.02                    | 33.93                               | 42.43    | 50.98     | 59.49     | 68.08     | 76.60     | 85.09     |
| 2.50                    | 38.59                               | 49.28    | 60.03     | 70.69     | 81.39     | 92.13     | 102.83    | 34        | 2.05                    | 34.89                               | 43.74    | 52.55     | 61.33     | 70.16     | 79.04     | 87.87     |
| 2.52                    | 39.71                               | 50.78    | 61.85     | 72.98     | 84.00     | 95.03     | 106.14    | 35        | 2.06                    | 35.67                               | 44.72    | 53.76     | 62.86     | 71.86     | 80.86     | 89.95     |
| 2.64                    | 40.76                               | 52.36    | 63.95     | 75.58     | 87.13     | 98.83     | 110.32    | 36        | 2.13                    | 35.94                               | 45.18    | 54.46     | 63.72     | 73.04     | 82.24     | 91.52     |
| 2.85                    | 42.20                               | 54.57    | 67.00     | 79.38     | 91.83     | 104.16    | 116.58    | 37        | 2.32                    | 37.41                               | 47.46    | 57.50     | 67.53     | 77.61     | 87.56     | 97.62     |
| 3.03                    | 43.54                               | 56.66    | 69.77     | 82.87     | 96.00     | 109.18    | 122.15    | 38        | 2.44                    | 38.06                               | 48.50    | 58.99     | 69.39     | 79.82     | 90.31     | 100.75    |
| 3.25                    | 45.24                               | 59.21    | 73.26     | 87.21     | 101.22    | 115.27    | 129.28    | 39        | 2.63                    | 39.06                               | 50.20    | 61.25     | 72.32     | 83.48     | 94.57     | 105.62    |
| 3.50                    | 47.38                               | 62.47    | 77.52     | 92.54     | 107.62    | 122.74    | 137.81    | 40        | 2.82                    | 40.24                               | 52.03    | 63.77     | 75.58     | 87.39     | 99.13     | 110.84    |
| 3.84                    | 50.80                               | 67.49    | 84.22     | 100.92    | 117.67    | 134.30    | 151.04    | 41        | 3.04                    | 42.97                               | 55.95    | 68.91     | 81.89     | 94.83     | 107.81    | 120.76    |
| 4.25                    | 54.94                               | 73.62    | 92.31     | 110.93    | 129.67    | 148.32    | 167.04    | 42        | 3.23                    | 45.07                               | 58.95    | 72.91     | 86.79     | 100.70    | 114.67    | 128.58    |
| 4.69                    | 59.38                               | 80.15    | 101.00    | 121.80    | 142.59    | 163.39    | 184.27    | 43        | 3.54                    | 48.46                               | 63.90    | 79.43     | 94.83     | 110.36    | 125.78    | 141.29    |
| 5.16                    | 64.47                               | 87.72    | 110.92    | 134.20    | 157.34    | 180.59    | 203.92    | 44        | 3.71                    | 50.42                               | 66.77    | 83.18     | 99.62     | 115.98    | 132.32    | 148.77    |
| 5.74                    | 70.38                               | 96.46    | 122.59    | 148.66    | 174.70    | 200.84    | 226.90    | 45        | 3.96                    | 53.42                               | 71.15    | 88.91     | 106.69    | 124.33    | 142.07    | 159.90    |
| 6.27                    | 74.12                               | 102.20   | 130.33    | 158.34    | 186.44    |           |           | 46        | 4.31                    | 55.99                               | 75.12    | 94.22     | 113.32    | 132.55    |           |           |
| 6.88                    | 78.43                               | 108.79   | 139.20    | 169.54    | 199.88    |           |           | 47        | 4.63                    | 57.38                               | 77.41    | 97.44     | 117.56    | 137.50    |           |           |
| 7.50                    | 82.26                               | 114.73   | 147.20    | 179.65    | 212.15    |           |           | 48        | 4.97                    | 59.42                               | 80.61    | 101.79    | 123.00    | 144.16    |           |           |
| 8.17                    | 87.13                               | 122.17   | 157.12    | 192.16    | 227.16    |           |           | 49        | 5.34                    | 61.95                               | 84.45    | 107.01    | 129.52    | 152.12    |           |           |
| 8.89                    | 91.91                               | 129.42   | 166.95    | 204.45    | 241.90    |           |           | 50        | 5.74                    | 64.29                               | 88.17    | 111.97    | 135.83    | 159.69    |           |           |
| 9.69                    | 98.13                               | 138.81   | 179.48    | 220.22    | 260.82    |           |           | 51        | 6.15                    | 67.38                               | 92.81    | 118.24    | 143.66    | 169.09    |           |           |
| 10.52                   | 105.09                              | 149.25   | 193.40    | 237.62    | 281.71    |           |           | 52        | 6.61                    | 70.42                               | 97.44    | 124.50    | 151.49    | 178.48    |           |           |
| 10.91                   | 108.40                              | 154.21   | 200.02    | 245.78    | 291.63    |           |           | 53        | 7.12                    | 74.60                               | 103.71   | 132.85    | 161.93    | 191.01    |           |           |
| 11.94                   | 116.41                              | 166.28   | 216.11    | 266.01    | 315.90    |           |           | 54        | 7.63                    | 77.52                               | 108.21   | 138.94    | 169.65    | 200.27    |           |           |
| 13.15                   | 125.89                              | 180.50   | 235.17    | 289.71    | 344.35    |           |           | 55        | 8.21                    | 82.17                               | 115.19   | 148.25    | 181.28    | 214.37    |           |           |
| 14.56                   | 131.81                              | 189.76   | 247.69    |           |           |           |           | 56        | 8.80                    | 87.87                               | 123.67   | 159.47    |           |           |           |           |
| 16.31                   | 136.20                              | 196.88   | 257.52    |           |           |           |           | 57        | 9.43                    | 92.96                               | 131.30   | 169.65    |           |           |           |           |
| 17.55                   | 142.03                              | 205.75   | 269.53    |           |           |           |           | 58        | 10.52                   | 102.92                              | 146.18   | 189.40    |           |           |           |           |
| 19.29                   | 146.33                              | 212.61   | 278.92    |           |           |           |           | 59        | 11.62                   | 111.97                              | 159.75   | 207.49    |           |           |           |           |
| 22.02                   | 151.51                              | 220.96   | 290.40    |           |           |           |           | 60        | 12.85                   | 123.37                              | 176.79   | 230.12    |           |           |           |           |

## Simple Term 20 ROP

### 20-Year Simplified Issue Return-Of-Premium<sup>4</sup> Term

Simple Term 20 ROP offers guaranteed level premiums for the initial term period (after which premiums increase annually), and guaranteed renewability to age 95.

#### Optional Benefits & Riders\*:

- Child Rider (First \$5,000 of Child Rider coverage is at no cost for face amounts of \$100,000 or more.)
- No-cost built-in Terminal Illness Accelerated Benefit Rider



| Male Tobacco            |                                     |          |           |           |           |           |           |           | Female Tobacco          |                                     |          |           |           |           |           |           |
|-------------------------|-------------------------------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------------------|-------------------------------------|----------|-----------|-----------|-----------|-----------|-----------|
| Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |           |           |           |           |           | Issue Age | Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |           |           |           |           |           |
| \$1,000                 | \$50,000                            | \$75,000 | \$100,000 | \$125,000 | \$150,000 | \$175,000 | \$200,000 |           | \$1,000                 | \$50,000                            | \$75,000 | \$100,000 | \$125,000 | \$150,000 | \$175,000 | \$200,000 |
| 5.26                    | 39.80                               | 54.18    | 68.64     | 83.08     | 97.44     | 111.92    | 126.32    | 20        | 3.64                    | 33.36                               | 44.13    | 54.90     | 65.69     | 76.43     | 87.26     | 97.97     |
| 5.26                    | 41.37                               | 56.33    | 71.34     | 86.35     | 101.35    | 116.34    | 131.37    | 21        | 3.64                    | 34.58                               | 45.76    | 56.90     | 68.08     | 79.30     | 90.46     | 101.62    |
| 5.26                    | 42.93                               | 58.48    | 74.04     | 89.61     | 105.14    | 120.75    | 136.24    | 22        | 3.64                    | 36.06                               | 47.72    | 59.34     | 71.02     | 82.56     | 94.27     | 105.97    |
| 5.26                    | 44.20                               | 60.25    | 76.21     | 92.22     | 108.27    | 124.25    | 140.24    | 23        | 3.64                    | 37.28                               | 49.35    | 61.34     | 73.41     | 85.43     | 97.46     | 109.45    |
| 5.26                    | 46.41                               | 63.25    | 80.04     | 96.89     | 113.75    | 130.50    | 147.37    | 24        | 3.64                    | 39.02                               | 51.57    | 64.21     | 76.78     | 89.35     | 101.88    | 114.50    |
| 5.26                    | 48.02                               | 65.40    | 82.82     | 100.16    | 117.53    | 134.91    | 152.42    | 25        | 3.64                    | 40.71                               | 53.85    | 66.99     | 80.15     | 93.26     | 106.45    | 119.54    |
| 5.26                    | 49.59                               | 67.55    | 85.52     | 103.42    | 121.45    | 139.33    | 157.29    | 26        | 3.77                    | 42.41                               | 56.27    | 70.12     | 83.96     | 97.83     | 111.78    | 125.63    |
| 5.26                    | 51.81                               | 70.56    | 89.35     | 108.10    | 126.80    | 145.57    | 164.43    | 27        | 3.92                    | 44.80                               | 59.66    | 74.47     | 89.28     | 104.10    | 118.93    | 133.81    |
| 5.26                    | 53.68                               | 73.17    | 92.57     | 112.01    | 131.50    | 150.90    | 170.34    | 28        | 4.03                    | 46.68                               | 62.27    | 77.86     | 93.53     | 109.05    | 124.72    | 140.24    |
| 5.26                    | 54.94                               | 74.86    | 94.74     | 114.62    | 134.63    | 154.55    | 174.34    | 29        | 4.16                    | 48.77                               | 65.20    | 81.69     | 98.20     | 114.67    | 131.11    | 147.55    |
| 5.26                    | 54.94                               | 74.86    | 94.74     | 114.62    | 134.63    | 154.55    | 174.34    | 30        | 4.31                    | 51.07                               | 68.47    | 85.96     | 103.31    | 120.80    | 138.27    | 155.73    |
| 5.54                    | 58.73                               | 80.28    | 101.88    | 123.43    | 144.95    | 166.59    | 188.10    | 31        | 4.42                    | 52.77                               | 70.95    | 89.08     | 107.34    | 125.50    | 143.59    | 161.82    |
| 5.81                    | 63.20                               | 86.67    | 110.23    | 133.65    | 157.21    | 180.75    | 204.27    | 32        | 4.55                    | 54.98                               | 74.08    | 93.18     | 112.34    | 131.37    | 150.44    | 169.65    |
| 6.12                    | 66.03                               | 90.91    | 115.79    | 140.73    | 165.57    | 190.49    | 215.41    | 33        | 4.69                    | 57.64                               | 77.80    | 98.05     | 118.21    | 138.41    | 158.67    | 178.88    |
| 6.41                    | 69.12                               | 95.49    | 121.80    | 148.23    | 174.57    | 200.84    | 227.24    | 34        | 4.83                    | 59.73                               | 80.81    | 101.96    | 123.11    | 144.16    | 165.37    | 186.35    |
| 6.72                    | 71.69                               | 99.33    | 126.93    | 154.53    | 182.14    | 209.82    | 237.51    | 35        | 4.94                    | 62.21                               | 84.32    | 106.49    | 128.54    | 150.69    | 172.82    | 195.06    |
| 7.07                    | 74.55                               | 103.64   | 132.68    | 161.72    | 190.87    | 219.87    | 249.00    | 36        | 5.34                    | 65.12                               | 88.82    | 112.49    | 136.26    | 159.95    | 183.63    | 207.24    |
| 7.35                    | 77.30                               | 107.69   | 138.07    | 168.45    | 198.84    | 229.15    | 259.61    | 37        | 5.74                    | 68.34                               | 93.72    | 119.02    | 144.42    | 169.74    | 195.05    | 220.46    |
| 7.88                    | 81.22                               | 113.63   | 145.99    | 178.46    | 210.84    | 243.16    | 275.61    | 38        | 6.19                    | 71.60                               | 98.68    | 125.71    | 152.80    | 179.92    | 206.93    | 234.03    |
| 8.49                    | 84.87                               | 119.24   | 153.55    | 187.92    | 222.19    | 256.56    | 290.93    | 39        | 6.78                    | 74.86                               | 103.77   | 132.68    | 161.60    | 190.49    | 219.42    | 248.30    |
| 9.31                    | 88.57                               | 124.98   | 161.48    | 197.93    | 234.34    | 270.87    | 307.28    | 40        | 7.45                    | 78.13                               | 108.92   | 139.73    | 170.52    | 201.32    | 232.05    | 262.91    |

<sup>4</sup>The return-of-premium feature provides guaranteed cash values that, at the end of the initial period, are equal to the base policy **annual premium** (regardless of policy's premium mode). If the Policyowner elects to exercise the return-of-premium feature at the end of the initial period, an amount totaling the annual premium times 20 will be paid to the Policyowner, less any outstanding policy loan, and coverage will terminate; or the Policyowner may use this "refund" as a single premium to purchase a reduced paid-up endowment policy on the life of the Insured.

## Simple Term 20 DLX

### 20-Year Simplified Issue Term

|                    |                             |
|--------------------|-----------------------------|
| Issue Ages:        | 20 – 60 (age last birthday) |
| Face Amounts:      | Minimum: \$25,000           |
|                    | Maximum: \$50,000           |
| Rate Classes:      | Non-Tobacco/Tobacco         |
| Built-in Rating:   | 8 Tables                    |
| Annual Policy Fee: | \$100 (commissionable)      |

|                      |      |
|----------------------|------|
| Modal Factors:       |      |
| Semi-annual:         | .515 |
| Quarterly:           | .260 |
| Monthly EFT:         | .087 |
| Direct Monthly Bill: | .095 |

**Ideal product for clients with insulin-dependent diabetes\*.**

| Male Non-Tobacco        |                                     |          |          |          |          |          | Issue Age | Female Non-Tobacco      |                                     |          |          |          |          |          |
|-------------------------|-------------------------------------|----------|----------|----------|----------|----------|-----------|-------------------------|-------------------------------------|----------|----------|----------|----------|----------|
| Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |          |          |          |          |           | Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |          |          |          |          |
|                         | \$25,000                            | \$30,000 | \$35,000 | \$40,000 | \$45,000 | \$50,000 |           |                         | \$25,000                            | \$30,000 | \$35,000 | \$40,000 | \$45,000 | \$50,000 |
| 5.22                    | 20.05                               | 22.32    | 24.59    | 26.87    | 29.14    | 31.41    | 20        | 4.07                    | 17.55                               | 19.32    | 21.09    | 22.86    | 24.63    | 26.40    |
| 5.36                    | 20.36                               | 22.69    | 25.02    | 27.35    | 29.68    | 32.02    | 21        | 4.15                    | 17.73                               | 19.53    | 21.34    | 23.14    | 24.95    | 26.75    |
| 5.51                    | 20.68                               | 23.08    | 25.48    | 27.87    | 30.27    | 32.67    | 22        | 4.26                    | 17.97                               | 19.82    | 21.67    | 23.52    | 25.38    | 27.23    |
| 5.68                    | 21.05                               | 23.52    | 26.00    | 28.47    | 30.94    | 33.41    | 23        | 4.39                    | 18.25                               | 20.16    | 22.07    | 23.98    | 25.89    | 27.80    |
| 5.88                    | 21.49                               | 24.05    | 26.60    | 29.16    | 31.72    | 34.28    | 24        | 4.56                    | 18.62                               | 20.60    | 22.59    | 24.57    | 26.55    | 28.54    |
| 6.10                    | 21.97                               | 24.62    | 27.27    | 29.93    | 32.58    | 35.24    | 25        | 4.73                    | 18.99                               | 21.05    | 23.10    | 25.16    | 27.22    | 29.28    |
| 6.31                    | 22.42                               | 25.17    | 27.91    | 30.66    | 33.40    | 36.15    | 26        | 4.91                    | 19.38                               | 21.52    | 23.65    | 25.79    | 27.92    | 30.06    |
| 6.53                    | 22.90                               | 25.74    | 28.58    | 31.42    | 34.26    | 37.11    | 27        | 5.11                    | 19.81                               | 22.04    | 24.26    | 26.48    | 28.71    | 30.93    |
| 6.79                    | 23.47                               | 26.42    | 29.38    | 32.33    | 35.28    | 38.24    | 28        | 5.32                    | 20.27                               | 22.59    | 24.90    | 27.21    | 29.53    | 31.84    |
| 7.10                    | 24.14                               | 27.23    | 30.32    | 33.41    | 36.50    | 39.59    | 29        | 5.54                    | 20.75                               | 23.16    | 25.57    | 27.98    | 30.39    | 32.80    |
| 7.54                    | 25.10                               | 28.38    | 31.66    | 34.94    | 38.22    | 41.50    | 30        | 5.80                    | 21.32                               | 23.84    | 26.36    | 28.88    | 31.41    | 33.93    |
| 8.06                    | 26.23                               | 29.74    | 33.24    | 36.75    | 40.25    | 43.76    | 31        | 6.22                    | 22.23                               | 24.93    | 27.64    | 30.35    | 33.05    | 35.76    |
| 8.67                    | 27.56                               | 31.33    | 35.10    | 38.87    | 42.64    | 46.41    | 32        | 6.72                    | 23.32                               | 26.24    | 29.16    | 32.09    | 35.01    | 37.93    |
| 9.19                    | 28.69                               | 32.69    | 36.68    | 40.68    | 44.68    | 48.68    | 33        | 7.13                    | 24.21                               | 27.31    | 30.41    | 33.51    | 36.61    | 39.72    |
| 9.69                    | 29.78                               | 33.99    | 38.21    | 42.42    | 46.64    | 50.85    | 34        | 7.52                    | 25.06                               | 28.33    | 31.60    | 34.87    | 38.14    | 41.41    |
| 10.23                   | 30.95                               | 35.40    | 39.85    | 44.30    | 48.75    | 53.20    | 35        | 7.93                    | 25.95                               | 29.40    | 32.85    | 36.30    | 39.75    | 43.20    |
| 10.81                   | 32.21                               | 36.91    | 41.62    | 46.32    | 51.02    | 55.72    | 36        | 8.37                    | 26.90                               | 30.55    | 34.19    | 37.83    | 41.47    | 45.11    |
| 11.39                   | 33.47                               | 38.43    | 43.38    | 48.34    | 53.29    | 58.25    | 37        | 8.84                    | 27.93                               | 31.77    | 35.62    | 39.46    | 43.31    | 47.15    |
| 11.84                   | 34.45                               | 39.60    | 44.75    | 49.90    | 55.05    | 60.20    | 38        | 9.18                    | 28.67                               | 32.66    | 36.65    | 40.65    | 44.64    | 48.63    |
| 12.29                   | 35.43                               | 40.78    | 46.12    | 51.47    | 56.82    | 62.16    | 39        | 9.52                    | 29.41                               | 33.55    | 37.69    | 41.83    | 45.97    | 50.11    |
| 12.81                   | 36.56                               | 42.13    | 47.71    | 53.28    | 58.85    | 64.42    | 40        | 9.93                    | 30.30                               | 34.62    | 38.94    | 43.26    | 47.58    | 51.90    |
| 13.71                   | 38.52                               | 44.48    | 50.45    | 56.41    | 62.37    | 68.34    | 41        | 10.63                   | 31.82                               | 36.44    | 41.07    | 45.69    | 50.32    | 54.94    |
| 14.65                   | 40.56                               | 46.94    | 53.31    | 59.68    | 66.05    | 72.43    | 42        | 11.35                   | 33.39                               | 38.32    | 43.26    | 48.20    | 53.14    | 58.07    |
| 15.60                   | 42.63                               | 49.42    | 56.20    | 62.99    | 69.77    | 76.56    | 43        | 12.09                   | 35.00                               | 40.25    | 45.51    | 50.77    | 56.03    | 61.29    |
| 16.62                   | 44.85                               | 52.08    | 59.31    | 66.54    | 73.77    | 81.00    | 44        | 12.88                   | 36.71                               | 42.32    | 47.92    | 53.52    | 59.13    | 64.73    |
| 17.80                   | 47.42                               | 55.16    | 62.90    | 70.64    | 78.39    | 86.13    | 45        | 13.81                   | 38.74                               | 44.74    | 50.75    | 56.76    | 62.77    | 68.77    |
| 19.02                   | 50.07                               | 58.34    | 66.62    | 74.89    | 83.16    | 91.44    | 46        | 14.73                   | 40.74                               | 47.15    | 53.55    | 59.96    | 66.37    | 72.78    |
| 20.46                   | 53.20                               | 62.10    | 71.00    | 79.90    | 88.80    | 97.70    | 47        | 15.86                   | 43.20                               | 50.09    | 56.99    | 63.89    | 70.79    | 77.69    |
| 21.57                   | 55.61                               | 65.00    | 74.38    | 83.76    | 93.15    | 102.53   | 48        | 16.71                   | 45.04                               | 52.31    | 59.58    | 66.85    | 74.12    | 81.39    |
| 22.86                   | 58.42                               | 68.36    | 78.31    | 88.25    | 98.20    | 108.14   | 49        | 17.72                   | 47.24                               | 54.95    | 62.66    | 70.37    | 78.07    | 85.78    |
| 23.85                   | 60.57                               | 70.95    | 81.32    | 91.70    | 102.07   | 112.45   | 50        | 18.49                   | 48.92                               | 56.96    | 65.00    | 73.05    | 81.09    | 89.13    |
| 25.36                   | 63.86                               | 74.89    | 85.92    | 96.95    | 107.98   | 119.02   | 51        | 19.66                   | 51.46                               | 60.01    | 68.56    | 77.12    | 85.67    | 94.22    |
| 26.96                   | 67.34                               | 79.07    | 90.79    | 102.52   | 114.25   | 125.98   | 52        | 20.90                   | 54.16                               | 63.25    | 72.34    | 81.43    | 90.52    | 99.62    |
| 29.21                   | 72.23                               | 84.94    | 97.64    | 110.35   | 123.06   | 135.76   | 53        | 22.64                   | 57.94                               | 67.79    | 77.64    | 87.49    | 97.34    | 107.18   |
| 31.35                   | 76.89                               | 90.52    | 104.16   | 117.80   | 131.44   | 145.07   | 54        | 23.88                   | 60.64                               | 71.03    | 81.41    | 91.80    | 102.19   | 112.58   |
| 33.26                   | 81.04                               | 95.51    | 109.98   | 124.44   | 138.91   | 153.38   | 55        | 25.18                   | 63.47                               | 74.42    | 85.37    | 96.33    | 107.28   | 118.23   |
| 35.24                   | 85.35                               | 100.68   | 116.01   | 131.34   | 146.66   | 161.99   | 56        | 26.62                   | 66.60                               | 78.18    | 89.76    | 101.34   | 112.92   | 124.50   |
| 37.23                   | 89.68                               | 105.87   | 122.07   | 138.26   | 154.46   | 170.65   | 57        | 28.20                   | 70.04                               | 82.30    | 94.57    | 106.84   | 119.10   | 131.37   |
| 39.25                   | 94.07                               | 111.14   | 128.22   | 145.29   | 162.36   | 179.44   | 58        | 29.91                   | 73.75                               | 86.77    | 99.78    | 112.79   | 125.80   | 138.81   |
| 41.30                   | 98.53                               | 116.49   | 134.46   | 152.42   | 170.39   | 188.36   | 59        | 31.73                   | 77.71                               | 91.52    | 105.32   | 119.12   | 132.92   | 146.73   |
| 43.41                   | 103.12                              | 122.00   | 140.88   | 159.77   | 178.65   | 197.53   | 60        | 33.64                   | 81.87                               | 96.50    | 111.13   | 125.77   | 140.40   | 155.03   |

\*Who otherwise qualify.

Product and rider/benefit availability, and issue ages may vary by state. Exclusions and limitations may apply.

## Simple Term 20 DLX

### 20-Year Simplified Issue Term

Simple Term 20 DLX offers guaranteed level premiums for the initial term period (after which premiums increase annually), and guaranteed renewability to age 95.

#### Optional Benefits & Riders\*:

- Child Rider
- Accidental Death Benefit (minimum \$25,000)
- No-cost built-in Terminal Illness Accelerated Benefit Rider



| Male Tobacco            |                                     |          |          |          |          |          |           | Female Tobacco          |                                     |          |          |          |          |          |           |
|-------------------------|-------------------------------------|----------|----------|----------|----------|----------|-----------|-------------------------|-------------------------------------|----------|----------|----------|----------|----------|-----------|
| Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |          |          |          |          | Issue Age | Annual Rate per \$1,000 | Monthly EFT Premiums By Face Amount |          |          |          |          |          | Issue Age |
|                         | \$25,000                            | \$30,000 | \$35,000 | \$40,000 | \$45,000 | \$50,000 |           |                         | \$25,000                            | \$30,000 | \$35,000 | \$40,000 | \$45,000 | \$50,000 |           |
| 6.55                    | 22.95                               | 25.80    | 28.64    | 31.49    | 34.34    | 37.19    | 20        | 5.88                    | 21.49                               | 24.05    | 26.60    | 29.16    | 31.72    | 34.28    | 20        |
| 6.64                    | 23.14                               | 26.03    | 28.92    | 31.81    | 34.70    | 37.58    | 21        | 5.97                    | 21.68                               | 24.28    | 26.88    | 29.48    | 32.07    | 34.67    | 21        |
| 6.75                    | 23.38                               | 26.32    | 29.25    | 32.19    | 35.13    | 38.06    | 22        | 6.08                    | 21.92                               | 24.57    | 27.21    | 29.86    | 32.50    | 35.15    | 22        |
| 6.89                    | 23.69                               | 26.68    | 29.68    | 32.68    | 35.67    | 38.67    | 23        | 6.23                    | 22.25                               | 24.96    | 27.67    | 30.38    | 33.09    | 35.80    | 23        |
| 7.10                    | 24.14                               | 27.23    | 30.32    | 33.41    | 36.50    | 39.59    | 24        | 6.42                    | 22.66                               | 25.46    | 28.25    | 31.04    | 33.83    | 36.63    | 24        |
| 7.42                    | 24.84                               | 28.07    | 31.29    | 34.52    | 37.75    | 40.98    | 25        | 6.62                    | 23.10                               | 25.98    | 28.86    | 31.74    | 34.62    | 37.50    | 25        |
| 7.70                    | 25.45                               | 28.80    | 32.15    | 35.50    | 38.85    | 42.20    | 26        | 6.85                    | 23.60                               | 26.58    | 29.56    | 32.54    | 35.52    | 38.50    | 26        |
| 8.03                    | 26.17                               | 29.66    | 33.15    | 36.64    | 40.14    | 43.63    | 27        | 7.10                    | 24.14                               | 27.23    | 30.32    | 33.41    | 36.50    | 39.59    | 27        |
| 8.33                    | 26.82                               | 30.44    | 34.06    | 37.69    | 41.31    | 44.94    | 28        | 7.36                    | 24.71                               | 27.91    | 31.11    | 34.31    | 37.51    | 40.72    | 28        |
| 8.64                    | 27.49                               | 31.25    | 35.01    | 38.77    | 42.53    | 46.28    | 29        | 7.64                    | 25.32                               | 28.64    | 31.96    | 35.29    | 38.61    | 41.93    | 29        |
| 8.97                    | 28.21                               | 32.11    | 36.01    | 39.92    | 43.82    | 47.72    | 30        | 7.94                    | 25.97                               | 29.42    | 32.88    | 36.33    | 39.79    | 43.24    | 30        |
| 9.33                    | 28.99                               | 33.05    | 37.11    | 41.17    | 45.23    | 49.29    | 31        | 8.25                    | 26.64                               | 30.23    | 33.82    | 37.41    | 41.00    | 44.59    | 31        |
| 9.70                    | 29.80                               | 34.02    | 38.24    | 42.46    | 46.68    | 50.90    | 32        | 8.57                    | 27.34                               | 31.07    | 34.80    | 38.52    | 42.25    | 45.98    | 32        |
| 10.20                   | 30.89                               | 35.32    | 39.76    | 44.20    | 48.63    | 53.07    | 33        | 8.91                    | 28.08                               | 31.96    | 35.83    | 39.71    | 43.58    | 47.46    | 33        |
| 10.78                   | 32.15                               | 36.84    | 41.53    | 46.21    | 50.90    | 55.59    | 34        | 9.28                    | 28.88                               | 32.92    | 36.96    | 40.99    | 45.03    | 49.07    | 34        |
| 11.46                   | 33.63                               | 38.61    | 43.60    | 48.58    | 53.57    | 58.55    | 35        | 9.65                    | 29.69                               | 33.89    | 38.08    | 42.28    | 46.48    | 50.68    | 35        |
| 12.03                   | 34.87                               | 40.10    | 45.33    | 50.56    | 55.80    | 61.03    | 36        | 10.25                   | 30.99                               | 35.45    | 39.91    | 44.37    | 48.83    | 53.29    | 36        |
| 12.70                   | 36.32                               | 41.85    | 47.37    | 52.90    | 58.42    | 63.95    | 37        | 10.73                   | 32.04                               | 36.71    | 41.37    | 46.04    | 50.71    | 55.38    | 37        |
| 13.45                   | 37.95                               | 43.80    | 49.66    | 55.51    | 61.36    | 67.21    | 38        | 11.31                   | 33.30                               | 38.22    | 43.14    | 48.06    | 52.98    | 57.90    | 38        |
| 14.22                   | 39.63                               | 45.81    | 52.00    | 58.19    | 64.37    | 70.56    | 39        | 12.11                   | 35.04                               | 40.31    | 45.57    | 50.84    | 56.11    | 61.38    | 39        |
| 15.05                   | 41.43                               | 47.98    | 54.53    | 61.07    | 67.62    | 74.17    | 40        | 13.02                   | 37.02                               | 42.68    | 48.35    | 54.01    | 59.67    | 65.34    | 40        |
| 16.12                   | 43.76                               | 50.77    | 57.79    | 64.80    | 71.81    | 78.82    | 41        | 13.86                   | 38.85                               | 44.87    | 50.90    | 56.93    | 62.96    | 68.99    | 41        |
| 17.42                   | 46.59                               | 54.17    | 61.74    | 69.32    | 76.90    | 84.48    | 42        | 14.69                   | 40.65                               | 47.04    | 53.43    | 59.82    | 66.21    | 72.60    | 42        |
| 18.83                   | 49.66                               | 57.85    | 66.04    | 74.23    | 82.42    | 90.61    | 43        | 15.62                   | 42.67                               | 49.47    | 56.26    | 63.06    | 69.85    | 76.65    | 43        |
| 20.45                   | 53.18                               | 62.07    | 70.97    | 79.87    | 88.76    | 97.66    | 44        | 16.43                   | 44.44                               | 51.58    | 58.73    | 65.88    | 73.02    | 80.17    | 44        |
| 22.18                   | 56.94                               | 66.59    | 76.24    | 85.89    | 95.53    | 105.18   | 45        | 17.24                   | 46.20                               | 53.70    | 61.20    | 68.70    | 76.19    | 83.69    | 45        |
| 24.62                   | 62.25                               | 72.96    | 83.67    | 94.38    | 105.09   | 115.80   | 46        | 18.43                   | 48.79                               | 56.80    | 64.82    | 72.84    | 80.85    | 88.87    | 46        |
| 26.98                   | 67.38                               | 79.12    | 90.85    | 102.59   | 114.33   | 126.06   | 47        | 19.81                   | 51.79                               | 60.40    | 69.02    | 77.64    | 86.26    | 94.87    | 47        |
| 29.57                   | 73.01                               | 85.88    | 98.74    | 111.60   | 124.47   | 137.33   | 48        | 21.29                   | 55.01                               | 64.27    | 73.53    | 82.79    | 92.05    | 101.31   | 48        |
| 31.97                   | 78.23                               | 92.14    | 106.05   | 119.96   | 133.86   | 147.77   | 49        | 22.88                   | 58.46                               | 68.42    | 78.37    | 88.32    | 98.28    | 108.23   | 49        |
| 34.01                   | 82.67                               | 97.47    | 112.26   | 127.05   | 141.85   | 156.64   | 50        | 24.67                   | 62.36                               | 73.09    | 83.82    | 94.55    | 105.28   | 116.01   | 50        |
| 36.00                   | 87.00                               | 102.66   | 118.32   | 133.98   | 149.64   | 165.30   | 51        | 26.52                   | 66.38                               | 77.92    | 89.45    | 100.99   | 112.53   | 124.06   | 51        |
| 38.20                   | 91.79                               | 108.40   | 125.02   | 141.64   | 158.25   | 174.87   | 52        | 28.46                   | 70.60                               | 82.98    | 95.36    | 107.74   | 120.12   | 132.50   | 52        |
| 41.06                   | 98.01                               | 115.87   | 133.73   | 151.59   | 169.45   | 187.31   | 53        | 30.67                   | 75.41                               | 88.75    | 102.09   | 115.43   | 128.77   | 142.11   | 53        |
| 43.76                   | 103.88                              | 122.91   | 141.95   | 160.98   | 180.02   | 199.06   | 54        | 32.62                   | 79.65                               | 93.84    | 108.03   | 122.22   | 136.41   | 150.60   | 54        |
| 46.81                   | 110.51                              | 130.87   | 151.24   | 171.60   | 191.96   | 212.32   | 55        | 34.88                   | 84.56                               | 99.74    | 114.91   | 130.08   | 145.26   | 160.43   | 55        |
| 50.11                   | 117.69                              | 139.49   | 161.28   | 183.08   | 204.88   | 226.68   | 56        | 37.28                   | 89.78                               | 106.00   | 122.22   | 138.43   | 154.65   | 170.87   | 56        |
| 53.30                   | 124.63                              | 147.81   | 171.00   | 194.18   | 217.37   | 240.56   | 57        | 39.94                   | 95.57                               | 112.94   | 130.32   | 147.69   | 165.07   | 182.44   | 57        |
| 56.67                   | 131.96                              | 156.61   | 181.26   | 205.91   | 230.56   | 255.21   | 58        | 42.81                   | 101.81                              | 120.43   | 139.06   | 157.68   | 176.30   | 194.92   | 58        |
| 60.36                   | 139.98                              | 166.24   | 192.50   | 218.75   | 245.01   | 271.27   | 59        | 46.22                   | 109.23                              | 129.33   | 149.44   | 169.55   | 189.65   | 209.76   | 59        |
| 64.89                   | 149.84                              | 178.06   | 206.29   | 234.52   | 262.74   | 290.97   | 60        | 49.74                   | 116.88                              | 138.52   | 160.16   | 181.80   | 203.43   | 225.07   | 60        |

Product and rider/benefit availability, and issue ages may vary by state. Exclusions and limitations may apply.

\*See Page 11 for details.

## Benefits/Riders:

### Simple Term 20/Simple Term 30:

#### *Simplified Issue Term*

- **Total And Permanent Disability Benefit (Waiver Of Premium):** premiums waived during total and permanent disability up to the policy anniversary nearest the Insured's 60th birthday. See Page 12 for rates per thousand. Rider terminates if requested in writing, on the date the policy is continued under a non-forfeiture option, if any, or on the policy anniversary nearest the Insured's attained age 60.\*
- **Child Rider:** provides coverage for children issue ages 30 days – 18 years (age **last**). Sold in units of \$5,000 (max 4 units); premium is \$25 per unit. Child must be insurable. Separate application required. Fully convertible prior to child's attained age 21 (or date rider terminates, if earlier) without evidence of insurability. Child Rider can be added to a grandparent's base policy only if the child has been legally adopted by the grandparent. Rider terminates if requested in writing, the date the policy is continued under a non-forfeiture option, if the policy is at the end of its premium paying period, or on the anniversary at the Insured's attained age 65. While the rider is in force, insurance on any child terminates on the child's 21st birthday.\* First \$5,000 of Child Rider coverage is at no charge for base policy face amounts of \$100,000 or more.
- **Accidental Death Benefit Rider:** provides a benefit in addition to the base policy benefit should the Insured die by accidental bodily injury independent of all other causes, provided death occurs within 90 days of such injury. Not covered: war or any act attributable to war; riot participation; suicide; bodily or mental infirmity of any kind; committing or attempting to commit an assault or a felony; voluntary or involuntary ingestion of poison, drug or sedative or asphyxiation from inhalation of gas; while being transported on any kind of aircraft unless solely as a passenger without any duties whatsoever. See Page 12 for rates per thousand. Rider terminates at the earliest of the policy anniversary nearest the Insured's 70th birthday, the date the policy is continued under a non-forfeiture option, or if requested in writing. Minimum face amount for base policy and ADB rider is \$25,000 each. Max ADB rider is base policy face amount.\*
- **No-Cost Terminal Illness Accelerated Benefit Rider:** provides the Policyowner with the right to access the policy's death benefit (discounted at interest for one year) on the life of the Insured if the Insured is diagnosed with a life expectancy of 12 months or less.\*

### Simple Term 20 ROP:

#### *Simplified Issue Return-Of-Premium Term*

- **Child Rider:** provides coverage for children issue ages 30 days – 18 years (age **last**). Sold in units of \$5,000 (max is 4 units); premium is \$25 per unit. Child must be insurable. Separate application required. Fully convertible prior to child's attained age 21 (or date rider terminates, if earlier) without evidence of insurability. Child Rider can be added to a grandparent's base policy only if the child has been legally adopted by the grandparent. Rider terminates if requested in writing, the date the policy is continued under a non-forfeiture option, if the policy is at the end of its premium paying period, or on the anniversary at the Insured's attained age 65. While the rider is in force, insurance on any child terminates on the child's 21st birthday.\* First \$5,000 of Child Rider coverage is at no charge for base policy face amounts of \$100,000 or more.
- **No-Cost Terminal Illness Accelerated Benefit Rider:** provides the Policyowner with the right to access the policy's death benefit (discounted at interest for one year) on the life of the Insured if the Insured is diagnosed with a life expectancy of 12 months or less.\*

### Simple Term 20 DLX:

#### *Simplified Issue Term*

- **Child Rider:** provides coverage for children issue ages 30 days – 18 years (age **last**). Sold in units of \$5,000 (max is 4 units); premium is \$25 per unit. Child must be insurable. Separate application required. Fully convertible prior to child's attained age 21 (or date rider terminates, if earlier) without evidence of insurability. Child Rider can be added to a grandparent's base policy only if the child has been legally adopted by the grandparent. Rider terminates if requested in writing, the date the policy is continued under a non-forfeiture option, if the policy is at the end of its premium paying period, or on the anniversary at the Insured's attained age 65. While the rider is in force, insurance on any child terminates on the child's 21st birthday.\*
- **Accidental Death Benefit Rider:** provides a benefit in addition to the base policy benefit should the Insured die by accidental bodily injury independent of all other causes, provided death occurs within 90 days of such injury. Not covered: war or any act attributable to war; riot participation; suicide; bodily or mental infirmity of any kind; committing or attempting to commit an assault or a felony; voluntary or involuntary ingestion of poison, drug or sedative or asphyxiation from inhalation of gas; while being transported on any kind of aircraft unless solely as a passenger without any duties whatsoever. See Page 12 for rates per thousand. Rider terminates at the earliest of the policy anniversary nearest the Insured's 70th birthday, the date the policy is continued under a non-forfeiture option, or if requested in writing. Minimum face amount for base policy and ADB rider is \$25,000 each. Max ADB rider is base policy face amount.\*
- **No-Cost Terminal Illness Accelerated Benefit Rider:** provides the Policyowner with the right to access the policy's death benefit (discounted at interest for one year) on the life of the Insured if the Insured is diagnosed with a life expectancy of 12 months or less.\*

\*All riders and benefits terminate at the earliest of policy termination, the death of the Insured, policy expiry or maturity, or if the policy premium (including rider premium if any) is not paid by the end of the grace period.

Product and rider/benefit availability, and issue ages may vary by state. Exclusions and limitations may apply.

## Rider/Benefit Premium Rates:

### Total and Permanent Disability Benefit\* (Waiver of Premium)\*

| SI Term 20 |                |                   | SI Term 30 |                |                   |
|------------|----------------|-------------------|------------|----------------|-------------------|
| Age        | Issue Age Rate | Attained Age Rate | Age        | Issue Age Rate | Attained Age Rate |
| 20         | 0.18           |                   | 20         | 0.24           |                   |
| 21         | 0.18           |                   | 21         | 0.24           |                   |
| 22         | 0.18           |                   | 22         | 0.24           |                   |
| 23         | 0.18           |                   | 23         | 0.24           |                   |
| 24         | 0.18           |                   | 24         | 0.24           |                   |
| 25         | 0.18           |                   | 25         | 0.24           |                   |
| 26         | 0.18           |                   | 26         | 0.24           |                   |
| 27         | 0.18           |                   | 27         | 0.25           |                   |
| 28         | 0.18           |                   | 28         | 0.26           |                   |
| 29         | 0.18           |                   | 29         | 0.26           |                   |
| 30         | 0.18           |                   | 30         | 0.27           |                   |
| 31         | 0.18           |                   | 31         | 0.27           |                   |
| 32         | 0.18           |                   | 32         | 0.29           |                   |
| 33         | 0.20           |                   | 33         | 0.33           |                   |
| 34         | 0.20           |                   | 34         | 0.33           |                   |
| 35         | 0.22           |                   | 35         | 0.37           |                   |
| 36         | 0.23           |                   | 36         | 0.40           |                   |
| 37         | 0.25           |                   | 37         | 0.44           |                   |
| 38         | 0.26           | 0.26              | 38         | 0.47           |                   |
| 39         | 0.30           | 0.30              | 39         | 0.55           |                   |
| 40         | 0.33           | 0.33              | 40         | 0.62           |                   |
| 41         | 0.37           | 0.37              | 41         | 0.69           |                   |
| 42         | 0.40           | 0.40              | 42         | 0.74           |                   |
| 43         | 0.45           | 0.45              | 43         | 0.83           |                   |
| 44         | 0.49           | 0.49              | 44         | 0.90           |                   |
| 45         | 0.56           | 0.56              | 45         | 1.01           |                   |
| 46         | 0.69           | 0.69              | 46         | 1.26           |                   |
| 47         | 0.79           | 0.79              | 47         | 1.44           |                   |
| 48         | 0.91           | 0.91              | 48         | 1.65           | 0.91              |
| 49         | 1.10           | 1.10              | 49         | 1.85           | 1.10              |
| 50         | 1.24           | 1.24              | 50         | 2.07           | 1.24              |
| 51         | 1.73           | 1.73              | 51         | 2.33           | 1.73              |
| 52         | 2.19           | 2.19              | 52         | 2.61           | 2.19              |
| 53         | 2.69           | 2.69              | 53         | 2.93           | 2.69              |
| 54         | 3.37           | 3.37              | 54         | 3.29           | 3.37              |
| 55         | 4.07           | 4.07              | 55         | 3.66           | 4.07              |
| 56         |                | 4.96              | 56         |                | 4.96              |
| 57         |                | 5.45              | 57         |                | 5.45              |
| 58         |                | 6.31              | 58         |                | 6.31              |
| 59         |                | 8.12              | 59         |                | 8.12              |

### Simple Term 20 ROP Return-Of-Premium Factors:

| MALE        |         | FEMALE    |                     |
|-------------|---------|-----------|---------------------|
| Non-Tobacco | Tobacco | Issue Age | Non-Tobacco Tobacco |
| 1.44        | 1.26    | 20        | 1.34 1.36           |
| 1.51        | 1.31    | 21        | 1.41 1.41           |
| 1.58        | 1.36    | 22        | 1.47 1.47           |
| 1.63        | 1.40    | 23        | 1.54 1.52           |
| 1.70        | 1.47    | 24        | 1.60 1.59           |
| 1.72        | 1.52    | 25        | 1.67 1.66           |
| 1.73        | 1.57    | 26        | 1.73 1.69           |
| 1.76        | 1.64    | 27        | 1.77 1.74           |
| 1.77        | 1.70    | 28        | 1.79 1.78           |
| 1.79        | 1.74    | 29        | 1.81 1.82           |
| 1.81        | 1.74    | 30        | 1.82 1.86           |
| 1.85        | 1.79    | 31        | 1.86 1.89           |
| 1.88        | 1.86    | 32        | 1.90 1.93           |
| 1.93        | 1.87    | 33        | 1.94 1.98           |
| 1.97        | 1.89    | 34        | 1.98 2.01           |
| 2.02        | 1.89    | 35        | 2.02 2.06           |
| 2.02        | 1.89    | 36        | 2.00 2.04           |
| 2.00        | 1.90    | 37        | 1.99 2.03           |
| 1.99        | 1.89    | 38        | 1.97 2.01           |
| 1.98        | 1.86    | 39        | 1.94 1.96           |
| 1.98        | 1.80    | 40        | 1.92 1.90           |
| 2.00        |         | 41        | 1.96                |
| 2.02        |         | 42        | 1.98                |
| 2.04        |         | 43        | 2.01                |
| 2.07        |         | 44        | 2.03                |
| 2.09        |         | 45        | 2.06                |
| 2.06        |         | 46        | 2.04                |
| 2.03        |         | 47        | 1.99                |
| 1.99        |         | 48        | 1.96                |
| 1.97        |         | 49        | 1.94                |
| 1.94        |         | 50        | 1.91                |
| 1.93        |         | 51        | 1.90                |
| 1.93        |         | 52        | 1.88                |
| 1.93        |         | 53        | 1.88                |
| 1.92        |         | 54        | 1.85                |
| 1.91        |         | 55        | 1.85                |
| 1.83        |         | 56        | 1.85                |
| 1.71        |         | 57        | 1.87                |
| 1.67        |         | 58        | 1.89                |
| 1.58        |         | 59        | 1.89                |
| 1.45        |         | 60        | 1.91                |

\*Not available on Simple Term 20 ROP or Simple Term 20 DLX.

### Child Rider

\$25 annually per unit of \$5,000 (max rider face = 4 units)

If Waiver of Premium is on the base policy, add \$2 to the Child Rider annual premium rate.

### Accidental Death Benefit\*

| Age   | Rate Per Thousand |
|-------|-------------------|
| 20-32 | \$1.25            |
| 33-45 | \$1.50            |
| 46-56 | \$1.75            |
| 57-60 | \$2.00            |

\*Not available on Simple Term 20 ROP.

Product and rider/benefit availability, and issue ages may vary by state. Exclusions and limitations may apply.

## Modal Factors For All Plans:

|                      |      |
|----------------------|------|
| Semi-annual:         | .515 |
| Quarterly:           | .260 |
| Monthly EFT:         | .087 |
| Direct Monthly Bill: | .095 |

**Minimum Modal Premium:** \$20 (unless premiums paid via Monthly EFT mode)

**Policy Fee For All Term Plans:** \$100 annually (commissionable)

## Premium Calculation Examples:

| <u>Simple Term 20</u>                                      | <u>Simple Term 30</u>                                  | <u>Simple Term 20 ROP*</u>                                                   |
|------------------------------------------------------------|--------------------------------------------------------|------------------------------------------------------------------------------|
| 55 M NT<br>\$25,000 face<br>WP<br>\$5,000 CR<br>Monthy EFT | 40 M T<br>\$45,000 face<br>\$45,000 ADB<br>Dir Monthly | 35 F NT Pref<br>\$100,000 face<br>\$10,000 CR (\$5,000 is free)<br>Quarterly |
| \$14.57 Rate/1,000                                         | \$11.40 Rate/1,000                                     | \$2.06 Rate/1,000                                                            |
| + 4.07 WP Rate                                             | + 1.50 ADB Rate                                        | x 100 Face/1,000                                                             |
| \$18.64                                                    | \$12.90                                                | \$206.00                                                                     |
| x 25.00 Face/1,000                                         | x 45.00 Face/1,000                                     | + 100.00 Policy Fee                                                          |
| \$466.00                                                   | \$580.50                                               | \$306.00                                                                     |
| + 100.00 Policy Fee                                        | + 100.00 Policy Fee                                    | x 2.02 ROP Factor                                                            |
| \$566.00                                                   | \$680.50 Annual Premium                                | \$618.12                                                                     |
| + 25.00 CR                                                 | x .095 Mode Factor                                     | + 25.00 1 Unit CR                                                            |
| + 2.00 CR WP                                               | <b>\$64.65</b> Dir Monthly                             | \$643.12 Annual Premium                                                      |
| \$593.00 Annual Premium                                    |                                                        | x .260 Mode Factor                                                           |
| x .087 Mode Factor                                         |                                                        | <b>\$167.21</b> Quarterly                                                    |
| <b>\$51.59</b> Monthly EFT                                 |                                                        |                                                                              |

### What can I buy?

**Premium Requested:** \$50/Month  
**Product:** Simple Term 20 ROP  
**Sex:** Female  
**Age:** 30  
**Nicotine:** No  
**Payment Mode:** Monthly EFT  
**Policy Fee:** \$100  
**Rate per \$1,000:** \$1.96  
**ROP Factor:** \$1.82

### Face Amount Calculation Example:

**Step 1:** Premium Commitment ÷ Modal Factor  
 $\$50 \div .087 = 574.7126$   
**Step 2:** Divide by ROP Factor  
 $574.7126 \div \$1.82 = 315.7761$   
**Step 3:** Subtract Policy Fee  
 $315.7761 - \$100 = 215.7761$   
**Step 4:** Divide by Rate per \$1,000  
 $215.7761 \div \$1.96 = 110.08987$   
**Step 5:** Multiply by \$1,000  
 $110.08987 \times 1,000 = 110,089.87$   
**Face Amount Result:** **\$110,090**

\* Due to rounding, system calculations may differ slightly.

## Simplified Underwriting

*For all simplified-issue term products, a Personal History Interview (PHI) is required.*

### **Know Before You Go® Application Process:**

- Let your client know what to expect:
  - Purpose: to review information on application.
  - Typically takes about 15 minutes, depending on product.
  - Discussion includes medical history, name of physician, and other pertinent information from app.
  - Remind client to be forthcoming and honest in answering interviewer questions.
- You, as the Agent, initiate a Personal History Interview (PHI) from your client's home by calling 866-333-6557.
- Tell the operator the interview is for UHL/UFL and for the appropriate simplified issue term product (SimpleTerm 20, Simple Term 30, Simple Term 20 ROP, or Simple Term 20 DLX).
- Hand the phone to your client, who must complete the interview without coaching or help from others.
- During the call, the interviewer conducts MIB and IntelliScript prescription drug history searches.
- When the client is finished with the interview, he/she will be asked to hand the phone back to you.
- Based on the client's answers to the questions, and the MIB and prescription drug database searches, the interviewer will tell you whether or not the application should be submitted to the Home Office.

### **PHI Hours:**

- For all continental U.S. time zones: 8:30 a.m. - 8:30 p.m., Monday - Friday; 11:00 a.m. - 4:00 p.m. on Saturday. Sundays by appointment.
- If Agent did not meet with the applicant in person when the application was taken, a PHI is **REQUIRED**.
- If the PHI is not done at the time the application is taken, the Home Office will order it.

### **MIB, Inc.:**

- Maintains and safeguards a record on almost everyone who has applied for life, health, critical illness disability, or long-term care insurance within the past seven (7) years.
  - Records contain information of underwriting significance (medical and avocation information) about consumers who have applied for life and health insurance with MIB member companies.
  - Consumers may request a free copy of their MIB file by calling 866-692-6901.
- UHL/UFL does not rely solely on MIB reports to determine life insurance eligibility.

### **Milliman IntelliScript:**

- Results include drug name, dosage, fill date, pharmacy, and physician information.
- UHL/UFL applicants may request a free copy of their Milliman IntelliScript prescription history report by calling 877-211-4816.

### **Male/Female Build Chart For Simplified Issue Term:**

| Weight Cannot Exceed The Following: |                                                          |                    |
|-------------------------------------|----------------------------------------------------------|--------------------|
| Height                              | Simple Term 20,<br>Simple Term 30,<br>Simple Term 20 ROP | Simple Term 20 DLX |
| 5'0"                                | 210 lbs                                                  | 240 lbs            |
| 5'4"                                | 240 lbs                                                  | 270 lbs            |
| 5'8"                                | 270 lbs                                                  | 305 lbs            |
| 6'0"                                | 305 lbs                                                  | 340 lbs            |
| 6'4"                                | 340 lbs                                                  | 385 lbs            |

**Non-Tobacco Definition:** No nicotine product use for past 12 months.

**Medical Examinations/Bodily Fluids Testing:** No routine exams or lab testing required<sup>5</sup>. UHL/UFL reserves the right, however, to order such requirements, at the underwriter's discretion. An Agent applying for coverage on his/her life is subject to the usual underwriting requirements that we obtain on all applicants, including a Personal History Interview (PHI).

- Approved Paramed Company: APPS
- Approved Laboratory: Clinical Reference Lab

**Attending Physician Statements (APS):** Based on the applicant's medical history, MIB information, or pharmacy report, an APS may be necessary. Agents may be asked to provide the APS at the client's expense. APSs accepted only if provided by the physician/medical provider in a sealed envelope or faxed directly from the provider's office. See Page 17 for details.

**Foreign Nationals:** Applications accepted on individuals who are not naturalized US citizens provided they are here legally and on a permanent basis. Must possess a social security number, a valid Visa or Green Card, and have resided in the US for the past two years.

**Military Risks:** Applications accepted on individuals currently serving in the military in a non-combat unit provided they have not been alerted for combat duty or are not serving in a hazardous area. Complete Military Personnel Financial Services Disclosure and submit with application. Forms: 200-673 (UHL); 18-673 (UFL).

**Stranger-Owned Life Insurance (STOLI):** Applications will not be accepted for which any agreement or understanding exists that provides for any party to obtain an interest in any policy issued on the Proposed Insured who does not have an insurable interest in the life of the Proposed Insured.<sup>6</sup>

## App Submission Tips

### Cover Memo:

- Legibly complete **all** sections, including:
  - Agent information.
  - How app was taken.
  - If PHI was completed.
  - If the policy is to be mailed to the Agent or Policyowner.
  - Any special instructions.

### Application:

- Legibly complete all sections.
- Do not leave anything blank.
- Be as descriptive as possible.
- Clearly check answer boxes.
- Clearly note product applied for, face amount, payment mode, and premium amount.
- Required signatures include Proposed Insured, Policyowner (if different), and Agent.
- Basic Eligibility Requirement: Proposed Insured required to have an attending physician and to list physician's name and contact information on the application.

### Premium:

- Premiums may be paid via check, bank draft, or money order. Cash is not accepted.
- A completed, signed authorization form for bank drafts is required.
- Must include a completed, signed EFT authorization form with bank name, routing and account numbers for the Home Office to draft premiums.

### Application Receipt/Fair Credit Reporting Act:

- Completed, signed application receipt is required if premium is collected.
- The Fair Credit Reporting Act/MIB Notice must be provided to the applicant at the time the application is taken, or if a point-of-sale PHI has been conducted.

<sup>5</sup>Oral fluids/HIV testing collected by a paramed required for WI applicants.

<sup>6</sup>State variations may apply.

## UHL/UFL Opportunity

- More than two decades in the simplified issue market.
- Quick issue.
- Initial premium can be drafted.
- Annualized 1st-year commissions paid daily.
- Fully commissionable policy fees.
- Incentive trips.
- Marketing materials for use with consumers.
- Direct monthly bill available.
- Seasoned underwriters.
- App can be taken over the phone.\*

## App Submission:

- Fax to: 317-692-7711
- Mail to:  
United Home Life Ins Co.  
Attn: New Business  
PO Box 7192  
Indianapolis, IN 46207-7192
- Overnight:  
United Home Life Ins Co.  
Attn: New Business  
225 South East Street  
Indianapolis, IN 46202  
317-692-7979

## On The Web:

- Download applications, forms, and marketing materials 24/7.
- Product training presentations.
- Track app status.
- View daily commission activity and monthly commission statements.
- Online quoting engine.
- Mobile quoting app:  
[www.unitedhomelife.com/UnitedHomeLife/QuickQuote.jsp](http://www.unitedhomelife.com/UnitedHomeLife/QuickQuote.jsp)
- View persistency/placement rates for you and Agents in your hierarchy.
- Track production for Agents in your hierarchy.

\* Wet signature required.



## APS Guidelines/Procedures

UHL/UFFL does not order APSs, and **here's why**:

- For most products, our **Know Before You Go®** personal history interview provides a **very solid preliminary decision** *before* you leave your client's home.
- Ordering an APS **adds** to the Company's **expenses** which can **result in higher premiums** and/or **lower commission rates**.
- **Underwriting takes longer** – sometimes weeks, or even *months*.
- Obtaining the APS **rarely results** in an **application that's approved as applied for**.



**What we will do:** Notify you, giving you as much information as HIPAA allows, and **advise the product your client does qualify for**. Your client then has options:

- **Accept the product offered** and we'll issue the policy.
- **Pursue further underwriting. Your client would then request the APS from his/her physician, and the cost would be at your client's expense.**
  - **NOTE: We will only accept an APS via fax directly from the provider's office or in an envelope sealed by the provider if sent by USPS or overnight mail. The fax number to which an APS should be sent is 317-692-7636.**



## **Notes:**

## **Notes:**

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