

Foresters Advantage Plus Whole Life

Available in all states



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Foresters[®]
Financial

Advantage Plus Whole Life

Target Market

- Ages 0-75 (can use for children)
- Middle Income
- Looking for guarantees & lifetime life insurance protection
- Looking to build long-term cash value
- Has dependents
- Looking for living benefits



Advantage Plus Whole Life

- Simplified Underwriting up to \$250,000 (non med)
- Participating Whole Life (pays dividends)
- Issue Ages: 0 – 75 (age nearest birthday)
- Minimum Face: \$25,000
- Maximum Face: ages 0-15: \$150,000
ages 16-55: \$250,000
ages 56-75: \$150,000
- Nontobacco & Tobacco classifications
- E-app available (not available in all states)



Advantage Plus Whole Life

- Minimum premium \$25/mo
- Life Pay (to age 100) & 20-Pay premium payment options
- Loans & withdrawals are available
- Illustrations are required



Advantage Plus Whole Life

- Height/weight does affect eligibility
- Check the impairments chart in Foresters Underwriting Guide
- Check the medications chart in Foresters Underwriting Guide



NON-MEDICAL IMPAIRMENTS

Impairment	Guideline	Decision
Criminal Activity	If on probation or parole, (accept 1 year after probation)	Decline for Simplified and Fully-Underwritten
	If jail time has been served, consider 5 years after parole	Decline for Simplified and Fully-Underwritten
Driving Record	Single DUI within 12 months/2 DUI, last within 5 years	Decline for Simplified
	More than 2 DUI	Call Risk Assessment Line

MEDICAL IMPAIRMENTS

Impairment	Criteria	Life (SI)	Critical Illness
AIDS / HIV +ve		Decline	Decline
Alcoholism	Within 5 years	Decline	Decline
Alcohol Usage Q	After 5 years, without relapse, no current use	Accept	Accept
Alzheimer's / Dementia		Decline	Decline
Amputation	Caused by injury	Accept	Accept
	Caused by disease	Decline	Decline
Anemia	Iron deficiency	Accept	Accept
Aneurysm		Decline	Decline
Angina	See Heart Disease	Decline	Decline
Angioplasty	See Heart Disease	Decline	Decline
Aortic Insufficiency		Decline	Decline
Aortic Stenosis		Decline	Decline
Arrhythmia		Decline	Decline
Artery Blockage		Decline	Decline



MEDICATIONS

This list is not meant to be exhaustive but lists more commonly seen medications.

Medications	Used For	Life - (Non-medical)
Abilify	Anti-psychotic	Decline
Antabuse	Alcoholism	Decline
Aripiprazole	Anti-psychotic	Decline
Campral	Substance Abuse	Decline
Chlorpromazine	Anti-psychotic	Decline
Clozapine	Anti-psychotic	Decline
Clozaril	Anti-psychotic	Decline
Coumadin	Blood thinner	Decline
Digoxin	Heart Failure, Arrhythmias	Decline
Dopamine	Shock/Heart Attack	Decline
Eskalith	Bi-polar Disorder	Decline
Furosemide	Heart/Liver/Kidney Disorder	Decline
Geodon	Anti-psychotic	Decline
Haldol	Anti-psychotic	Decline
Haloperidol	Anti-psychotic	Decline
Halperidone	Anti-psychotic	Decline
Invega	Anti-psychotic	Decline
Isosorbide	Angina	Decline
Lanoxin	Heart Failure, Arrhythmias	Decline
Lasix	Heart/Liver/Kidney Disorder	Decline
Lithane	Bi-polar Disorder	Decline
Lithium	Bi-polar Disorder	Decline



Riders

- Accelerated Death Benefit (no charge)
- Family Health Benefit (no charge)
- Waiver of Premium
- Disability Income (Accident only)
- Accidental Death
- Children's Term
- Guaranteed Insurability
- 10 & 20-Year Term riders
- Paid-up Additions Rider (NOT available on non-med plans)



Accelerated Death Benefit Rider

not available in CA or CT

- Provides the option to accelerate the death benefit for terminal, chronic & critical illnesses
- Included with eligible certificates at no additional premium
- **Terminal** illness – death is expected within 12 months
- **Chronic** illness – insured is unable to perform at least two of the six activities of daily living (ADL) or severe cognitive impairment
- **Critical** illness – life threatening (invasive) cancer, heart attack, stroke, advanced Alzheimer's Disease (before insured's 75th birthday), end stage renal failure, major organ failure & ALS.



Accelerated Death Benefit Rider

not available in CA or CT

Eligibility Criteria

- Chronic & Critical Illnesses
 - Face amount must be at least \$25,000
 - Insured's issue age is 75 or younger
 - Simplified issue contracts only
- Terminal Illness
 - Face amount must be at least \$25,000
 - All issue ages
 - Simplified issue contracts only



Accelerated Death Benefit Rider

not available in CA or CT

- Minimum Acceleration Amount: \$4,500
- Maximum Acceleration Amount:
 - Chronic Illness- In any 12-month period, 24% of eligible death benefit
 - Critical Illness – the lesser of a) 95% of eligible death benefit & b) \$500,000
 - Terminal Illness – the lesser of a) 95% of eligible death benefit & b) \$500,000. Only one terminal illness payment is allowed.
 - No waiting period (chronic has 90 day elimination period)
- Minimum face amount after acceleration: \$10,000



Accelerated Death Benefit Rider

not available in CA or CT

- Actual payment amount will be less than the accelerated amount which will be reduced by the following:
 - Actuarial discount amount based on age, gender, future mortality, etc.
 - Administration fee of no more than \$500 (current fee is \$300)
 - Any unpaid premiums or overdue monthly deductions
 - Loan repayment amount, if there is an outstanding loan
 - Actuarial discount amount & administration fee will not be applied to terminal illness



Accelerated Death Benefit Rider

not available in CA or CT

- Payment will reduce the face amount , cash value & future dividends.
- Reduction to the face amount could be by more than the payment amount.
- Premiums will be reduced as well but must continue to be paid.
- Receipt of an accelerated death benefit payment is intended to qualify for favorable tax treatment but your client should consult with a qualified tax advisor before receiving payment.



Example

- Sandy (age 40) purchases a 30-Year Advantage Plus WL policy with a **\$100,000** death benefit. She is diagnosed by her physician with breast cancer at age 52.
- Sandy accelerates 50% of her death benefit, or **\$50,000**.
- Her actual benefit amount will be based on the severity of her illness & her life expectancy. Given her condition, Sandy receives a benefit of **\$25,000** to be used as she wishes.
- Her remaining death benefit is now **\$50,000** & her premium is reduced.

This example is for sample purposes only. It is not to be used as an illustration & in no way is a representation of the actual amounts that may be paid given this situation.



Riders

Family Health Benefit (no charge)

- Benefits for certain medical expenses from a natural disaster for insured & immediate family
- Earthquake, hurricane, tornado, tsunami, typhoon, struck by lightning, volcanic eruption
- Ambulance transportation: \$50
- Hospital emergency room examination: \$100
- Hospital stay: \$100/day (up to 5 days)
- Up to \$650/person per incident
- Lifetime family max of \$5,000
- Available at all ages (0-70)



Riders

Waiver of Premium

- Waives the premium for up to 24 months for disability from one's own occupation & any occupation after that
- Issue ages: 16-55 (expires at age 65)
- Waiting period: 6 months
- Paid-up additions rider premiums not included



Riders

Children's Term

- Level term coverage up to age 25
- Issue ages 15 days up to 18th birthday
- Issue ages for base insured: 16-55
- \$10,000 to \$25,000
- Convertible up to 1x benefit to age 21, ages 21-25 up to 5x benefit max \$100k
- Premium is \$0.50 per \$1,000
- Expires at the insured's age 65



Riders

Accidental Death

- Provides additional coverage of up to 100% of face or \$300,000 max (all carriers) for accidental death within 180 days of accidental bodily injury
- Issue ages 16-60
- Expires at age 70



Riders

Disability Income (Accident only)

- Provides a monthly benefit for up to 2 years (doesn't have to be consecutive) if totally disabled within 180 days of accidental injury
- Waiting period: 90 days
- Max monthly benefit: lesser of \$2k, 1.5% of face, 60% monthly income
- Death benefit: if insured dies while rider is in effect, 100% of the DI rider premiums (minus any DI benefits paid) will be returned
- Up to 2 independent claims, not to exceed 24 mo/claim
- Definition of Disability:
 - 1st injury: own occupation
 - 2nd injury: any occupation
- Issue ages 16-60 (expires at age 65)
- No coordination of benefits



Riders

Guaranteed Insurability

- Opportunity to purchase additional coverage without evidence of insurability
- Option dates are the certificate anniversary on which insured is age 25, 28, 31, 34, 37 & 40. Also 90 days after marriage, birth/adoption if before insured's 40th birthday.
- Max benefit amount: \$50,000 per option (or base face if lower)
- Issue ages 0-37
- Terminates at age 40



Riders

10-Year Term Rider

- Provides level term insurance with level premiums for 10 years (Annual Renewable Term after 10 years)
- Coverage is convertible
- Minimum: \$10,000
- Maximum:
 - Issue ages 18-55: \$250,000 minus face amount of base certificate (plus any other non-med coverage in force with Foresters)
 - Issue ages 56-75: \$150,000 minus face amount of base certificate (plus any other non-med coverage in force with Foresters)
- Issue ages: 20 Pay: 45-75; Life pay to 100: 18-75



Riders

20-Year Term Rider

- Provides level term insurance with level premiums for 20 years (Annual Renewable Term after 20 years)
- Coverage is convertible
- Minimum: \$10,000
- Maximum:
 - Issue ages 18-55: \$250,000 minus face amount of base certificate (plus any other non-med coverage inforce with Foresters)
 - Issue ages 56-65: \$150,000 minus face amount of base certificate (plus any other non-med coverage inforce with Foresters)
- Issue ages: Life pay to 100: 18-65 (not available on 20-pay)
- Terminates at later of 30 yrs after rider issue date or age 75



Riders

Paid-Up Additions Rider (NOT available on non-med plans except for one-time 1035 exchanges)

- Provides opportunity to purchase paid-up additional, dividend paying insurance in either a single payment or flexible payments.
- No premium, but 6% payment expense charge is deducted from each payment
- Minimum: Flexible payment is \$50, single payment is \$600
- Maximum: \$100,000 annual & \$1 million lifetime
- Issue ages: 18-70



Sample Case – Mortgage Protection

- 31 yr old Male
- 25 year mortgage of \$200,000 at 4% interest
- Advantage Plus Paid-up at 100 with 20-year Term rider
- Base WL coverage on projected outstanding mortgage of \$57,322 after 20 years
- Term coverage of \$142,678 will be the outstanding mortgage today (\$200k) less the base coverage
- Dividend option is Paid Up Additions



Sample Case Benefits

- Covers entire mortgage
- Provides some lifetime protection for the family
- The base grows over time so if mortgage interest rates go up & more is owed after 20 years then expected death benefit can grow due to dividend option of Paid Up Additions
- Premiums reduce after 20 years when the term rider expires



Sample Case – Mortgage & Final Expense

- 60 yr old Male, non-tobacco
- 20 year mortgage of \$125,000
- Wants \$25,000 final expense coverage

Product	Face Amount	Monthly Premium
Advantage Plus WL	\$25,000 WL with \$125,000 20-yr term rider	\$266.28
Strong Foundation (term)	\$125,000	\$208.68
PlanRight (final exp)	\$25,000	\$105.68

- Can save \$48.08/mo with Advantage Plus WL



Sample Case – Final Expense

- 65 yr old Male, non-tobacco
- Wants \$25,000 final expense coverage

Product	Monthly Premium
Advantage Plus WL	\$115.08
PlanRight Level WL	\$127.07

- Can save \$11.99/mo with Advantage Plus WL



Tips for Completing the Application

- Cover page checklist with tips to help avoid delays
- Complete only the applicable product page (Advantage Whole Life)
- Producer must be present when application is taken
- Beneficiary – proceeds must benefit the insured's surviving family or estate (directly or indirectly)
- Provide name & address for physician (two addresses will be required if the most recent visit to Dr was not the PCP)
- Be sure to provide corresponding questionnaires for lifestyle & medical questions answered “yes”
- Accelerated Benefit Rider disclosure must be submitted with all applications



Member Benefits

- Scholarship benefits – awards 350/yr of up to \$8k for members & family
- Orphan benefits – up to \$900/mo/child (under 18) in event both parents die. May be eligible for renewable scholarships of \$1,500 (1 of 2 parents), \$3,000 (single parent) or \$6,000/yr (both parents)
- All of the above require minimum face amount of \$10,000
- Everyday Money & Legal Link – counselors to help with finances or referrals to attorneys for free or discounted legal services
- Member benefits: 800-444-3043



Additional Materials & Support

- Available on ezbiz
 - Product information
 - Consumer Brochure
 - Sample app/guide on how to complete the app
 - Illustration software
- Foresters Sales Desk
 - 866-466-7166 option 1
 - Mon – Fri 8:30 am to 7:00 pm EST
- Risk Assessments
 - 866-466-7166 option 4
 - Mon – Fri 8:30 am to 7:30 pm EST

