



National Western Life Freedom Term Express

(Not available in CA & NY)

Features

- Simplified issue
- Non-med up to \$250,000
- No mortgage or life event requirements
- Underwriting decision at time of sale!
- E-app only (no paper apps)
- No E&O required
- Premiums may be paid by credit card (Visa, MasterCard, American Express & Discover)

Features

- 15, 20 & 30-Year Term (fully guaranteed premiums)
- Issue Ages:
 - 15-Yr: 20 – 70
 - 20-Yr: 20 – 65
 - 30-Yr: 20 – 55 (50 for tobacco)
- Rates are Tobacco & Nontobacco
- Maximum Face:
 - \$250,000 up to age 60
 - \$200,000 ages 61+
- Minimum Face:
 - \$25,000

Features

- Convertible
 - 15 Year – during the first 5 policy years
 - 20 Year – during the first 7 policy years
 - 30 Year – during the first 10 policy years

Riders

- Accelerated Death Benefit Rider for Terminal, Critical & Chronic Illness (no additional premium)
- Waiver of Premium for Unemployment (no additional premium)
- Accidental Death
- Waiver of Premium
- Children's Term

Accelerated Death Benefit Rider

(not available in CT)

- Provides the option to accelerate the death benefit for terminal, chronic & critical illnesses
- Included at no additional premium
- **Terminal** illness – death is expected within 24 months
- **Chronic** illness – insured is permanently unable to perform at least two of the six activities of daily living (ADL) or severe cognitive impairment
- **Critical** illness – life threatening cancer, heart attack, stroke, kidney failure, major organ failure, ALS, paralysis, major multi-system trauma, AIDS, severe central nervous system disease, loss of limbs, Alzheimer's, Dementia, or heart surgery.

Accelerated Death Benefit Rider

(not available in CT)

- Minimum Acceleration Amount: \$5,000
- Maximum Acceleration Amount:
 - Chronic Illness- the lesser of 90% of the face amount & \$500,000. Not paid in first 2 policy years.
 - Critical Illness – the lesser of 90% of the face amount & \$500,000.
 - Terminal Illness – the lesser of 90% of the face amount & \$500,000.
 - No waiting period
- Minimum face amount after acceleration: \$12,500
- May only accelerate one time

Accelerated Death Benefit Rider

(not available in CT)

- Actual payment amount will be less than the accelerated amount which will be reduced by the following:
 - Actuarial discount amount determined by NWL
 - Administration fee of no more than \$500
 - Any unpaid premiums or overdue monthly deductions
 - Loan repayment amount, if there is an outstanding loan

Accelerated Death Benefit Rider

(not available in CT)

- Payment will reduce the face amount.
- Reduction to the face amount will 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.

Accelerated Death Benefit Rider

(not available in CT)

Example

- Sue (age 40) purchases a 30-Year Freedom Term Express policy with a **\$100,000** death benefit. She is diagnosed by her physician with cancer at age 52.
 - Sue 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, Sue receives a benefit of **\$35,000** 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.

Waiver of Premium for Unemployment Rider

(not available in MA, NH, TN, VA & WA)

- Will waive all of your monthly premiums, including optional benefit riders, for one occurrence for a period of up to 6 months if you become unemployed.
- Issue ages are same as base policy (max 65)
- The insured must receive state or federal unemployment benefits for 4 consecutive weeks
- Must provide proof of such benefits within 90 days following the 4 week period.
- May be used only one time.
- Not paid in the first 2 policy years.
- Terminates on the Policy Anniversary after the insured turns 65 years old.

Optional Riders (additional cost)

- **Waiver of Premium:** waives total premium if disabled after a 6 month waiting period (not available in MT & SD)
 - Issue Ages are same as the base policy (max 65)
 - Ends earlier of end of term or certificate anniversary on/after age 65
- **Accidental Death:** doubles the face amount in the event of accidental death within 180 days of the accident (not available in MT & SD)
 - Issue Ages are same as the base policy (max 65)
 - No Minimum; Max is 100% of base certificate up to \$500,000
 - Ends earlier of end of term or certificate anniversary on/after age 65

Optional Riders (additional cost)

- **Children's Term:** level term to age 25 of the child or age 65 of the insured (not approved in MT & SD)
 - Issue Ages for base insured: 20-55
 - Issue Ages for child: 15 days to not yet 18 years old
 - Face amount: \$5,000 to \$20,000
 - One premium covers all children
 - Convertible at age 25 or when insured is age 65. Convertible up to 5 times rider amount
 - Rider is paid-up at the death of the base insured

Underwriting

- Non-med up to \$250,000 (\$200,000 ages 61+)
- Height/weight chart
- MIB (Medical Information Bureau)
- MVR (Motor Vehicle Report)
- Pharmacy report
- Check Non-medical & Medical Impairments in the Underwriting Guide (do not submit apps for conditions that say Not eligible)

Underwriting

Impairment	Criteria	Eligible
Acquired Immunodeficiency Syndrome (AIDS)		No
ALS (Lou Gehrig's Disease)		No
Alcohol/Drug	Excessive Use or Drug use within 5 years	No
	Treated, or advised to be treated, DUI/DWI within 5 years	No
Alzheimer's/Dementia		No
Amputation	Due to injury, recovered	Yes
	Due to disease	No
Aneurysm	Over 5 years	Yes
Anxiety		Yes
Arteriosclerosis		No
Arthritis	Moderate and no disability	Yes
Asthma	Controlled mild, moderate	Yes
	Not under control. ER visits. or	

**DO NOT
SUBMIT
APP**

E-app process

Check prior to submission

- Applicant must be a US citizen or legal permanent resident (green card).
- Applicant must not have been declined for life, health, or long term care insurance within the past 3 years.
- Have applicant's physician's information (full name, address, telephone number) and list of any medications.
- Applicant's personal and contact information (name, address, date of birth, SSN, etc.). Applicant's driver's license should also be available at the time of application (it is acceptable if the client has never been issued a driver's license).

E-app process

- Review the Preliminary Questions to determine if the client is prequalified.
- You must have a NWL LIFE agent number to access the quote & e-app (your NWL annuity agent number will not work)
- Agent accesses the Vital Quote tool through www.mynwl.com or www.naaleads.com , inputs basic data such as age, face amount or premium, riders (if applicable), and tobacco status to generate a quote.
- Proceed to the eApplication directly from the quoting tool.
- Within the eApp, the client reconfirms responses to the preliminary application questions.
- If all questions are answered “No”, the client is considered prequalified for the product and is ready to continue the eApp process.

E-app process

- Any “yes” answer to a medical or non-medical question will generate Reflexive Questions
- Once application is completed, client & agent signatures are captured electronically including HIPAA, MIB, Prescription Check, MVR, and Risk Classifier authorizations.
- Case is then submitted to the Automated Underwriting Engine and a decision is provided on screen within minutes (often times, in less than one minute).
- Decision is either Accepted, Declined or Refer to an Underwriter.
- If Accepted, policy is issued and mailed to the writing agent and commission is released. Typical turnaround time is 48-72 business hours.
- If case is referred to an underwriter, underwriter may need to call applicant for more information

Rate Quotes

Access the quoting tool from NWL website

www.myNWL.com

You must have a NWL LIFE agent number to access the quote & e-app
(your NWL annuity agent number will not work)

NWL Sales Support

NWL Agent Only Sales Desk

800-760-3434

nwlsalessupport@nationalwesternlife.com

www.nationalwesternlife.com



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