



PHOENIX

**Safe Harbor Term Life Express
Simplified Issue Term**

Currently NOT available in: ME & NY



PHOENIX

Safe Harbor Term Life Express

- ▶ **10, 15, 20 and 30-year level term**
- ▶ **Simplified issue (no medical exam) up to \$400,000 based on age**
- ▶ **Issue ages**
 - ▶ **10 Year: 18 - 80**
 - ▶ **15 Year: 18 – 70**
 - ▶ **20 Year: 18 – 65**
 - ▶ **30 Year: 18 – 55 (NT), 18 – 50 (Tobacco)**
- ▶ **Two underwriting classes: Non tobacco & Tobacco**
- ▶ **Four included riders provide living benefits for critical illness, chronic illness, terminal illness & unemployment with NO additional premium**



PHOENIX

Safe Harbor Term Life Express

- ▶ **Minimum face amount: \$25,000**
- ▶ **Maximum face amounts:**
 - ▶ **18 – 50 = \$400,000**
 - ▶ **51 – 60 = \$300,000**
 - ▶ **61 – 70 = \$200,000**
 - ▶ **71 – 80 = \$100,000**
- ▶ **Underwriting based on app, height/weight, Rx check, MIB**

Safe Harbor Term Life Express



- ▶ **Convertible based on the duration of the policy**
 - ▶ **10 Year: convertible in first 5 policy years**
 - ▶ **15 Year: convertible in first 7 policy years**
 - ▶ **20 & 30 Year: convertible in first 10 policy years**
- ▶ **Full & partial conversions are allowed**
- ▶ **No medical evidence is required**

Safe Harbor Term Life Express



PHOENIX

**Four riders automatically included with NO additional premium*
(none of these riders are approved in CA)**

- ▶ Accelerated Benefit Riders for
 - ▶ Critical Illness Rider – up to 95%* for heart attack, stroke, cancer, kidney failure, major organ transplant or ALS
 - ▶ Chronic Illness Rider – up to 95%* if unable to perform 2 of 6 ADLs or severe cognitive impairment
 - ▶ Terminal Illness Rider – up to 95%* for life expectancy of 12 months or less
- ▶ Unemployment Rider – waives 6 months of premium if unemployed for at least 4 weeks



No Added Premium

*Exercise fees & costs apply

Product features, rider options and availability may vary by state.

For agent use only. Not for distribution to the public as sales literature.



PHOENIX

Safe Harbor Term Life Express

Accelerated Benefit Riders (critical, chronic & terminal illness)

- ▶ Option to advance up to 95% of death benefit
- ▶ Actual amount received will be less than the amount accelerated & will be based on severity of health condition & life expectancy as determined by Phoenix
- ▶ Death benefit is reduced by the amount accelerated (actual benefits will be less than amount accelerated)
- ▶ Rider exercise is optional
- ▶ Administrative charge of \$200 per election
- ▶ No waiting period applies
- ▶ Premiums for remaining death benefit must continue to be paid



PHOENIX

Safe Harbor Term Life Express

- ▶ Critical Illness
 - ▶ May accelerate multiple times
 - ▶ Must wait 180 days between elections
 - ▶ Not available in DC

- ▶ Chronic Illness
 - ▶ Must be impaired for past 90 days
 - ▶ May accelerate multiple times, one per calendar year
 - ▶ Not available in DC

Hypothetical Example: Critical Illness



Randi (age 40) purchases a 30-Year Safe Harbor policy with a **\$250,000** death benefit. She is diagnosed by her physician with breast cancer at age 52.

- Randi accelerates 95% of her death benefit, or **\$237,500**.
- Her actual benefit amount will be based on the severity of her illness & her life expectancy. Given her condition, Randi receives a benefit of **\$100,526** to be used as she wishes.
- Her remaining death benefit is now **\$12,500** & her premium is reduced proportionally.

Hypothetical Example: Chronic Illness



Joe (age 60) purchases a 20-Year Safe Harbor policy with a **\$200,000** death benefit. At age 70, Joe is unable to perform 2 out of 6 ADLs due to complications resulting from COPD.

- Joe accelerates 50% of his death benefit, or **\$100,000**.
- His actual benefit amount will be based on the severity of his illness & his life expectancy. Given his condition, Joe receives a benefit of **\$82,030** to be used as he wishes.
- His remaining death benefit is now **\$100,000** & his premium is reduced proportionally.

Safe Harbor Term Life Express



- ▶ Unemployment Rider (NOT approved in MA, MD, TN or WA)
 - ▶ Automatically included ages 18-60
 - ▶ 2 year waiting period
 - ▶ Must be receiving state or federal unemployment benefits for 4 consecutive weeks to qualify
 - ▶ Must elect rider within 90 days of qualification
 - ▶ One time election
 - ▶ Terminates at age 65 & end of term period

Safe Harbor Term Life Express



Optional rider (additional premium required):

- ▶ **Accidental Death Benefit Rider** – doubles the death benefit if death occurs by a covered accident
 - ▶ Must be elected at issue
 - ▶ Insured must be under age 65 at issue
 - ▶ Terminates at age 70

Product features, rider options and availability may vary by state.

For agent use only. Not for distribution to the public as sales literature.



PHOENIX

Application

- ▶ If the client answers “Yes” to any Questions 1-14 **DO NOT** submit the application

IF THE PROPOSED INSURED ANSWERED “YES” TO ANY QUESTIONS (1-14) BELOW, COVERAGE IS NOT AVAILABLE UNDER THIS PLAN AND THE APPLICATION SHOULD NOT BE COMPLETED OR SUBMITTED.

To the best of your knowledge and belief:

| Currently | |
|--|--|
| 1. Do you currently require the assistance of another person for: bathing, dressing, eating, toileting, transferring or the management of bowel or bladder? | Yes <input type="radio"/> No <input type="radio"/> |
| 2. Are you currently confined to a bed, received or been advised to have care in any of the following: assisted living facility, home health care, hospice care, or nursing home? | Yes <input type="radio"/> No <input type="radio"/> |
| 3. Are you currently incarcerated, on probation or parole? | Yes <input type="radio"/> No <input type="radio"/> |
| 4. Are you on active duty in the military or reserves and have you received notice of deployment or are you currently deployed in a hazardous area or war zone territory? | Yes <input type="radio"/> No <input type="radio"/> |
| Past Year | |
| 5. In the past year, have you been scheduled or advised to have any diagnostic tests or surgery not yet performed or for which the results have not been received? | Yes <input type="radio"/> No <input type="radio"/> |
| 6. In the past year, have you been diagnosed, treated, tested positive for, taken medications or been prescribed medications for, or been given medical advice by a physician or other health care provider for any terminal illness (life expectancy of 12 months or less)? | Yes <input type="radio"/> No <input type="radio"/> |
| 7. In the past year, have you used or been advised to use supplemental oxygen to assist in breathing, required use of a wheelchair due to chronic illness or disease, amputation due to disease, diabetic coma, diabetic shock or had renal dialysis? | Yes <input type="radio"/> No <input type="radio"/> |
| Past 2 Years | |
| 8. In the past 2 years, have you been convicted of driving under the influence of alcohol or drugs, or had your drivers license suspended or revoked, or pled guilty or been convicted of greater than 2 moving violations? | Yes <input type="radio"/> No <input type="radio"/> |

Section 2 continued on next page.

Underwriting



PHOENIX

- ▶ Check list of medications, height/weight chart & impairments listed in the Agent Guide

Medications and Charts

List of Concerning Medications

If your client is currently on any of the medications cited below, coverage may not be available.

| | | | | | |
|----------|---------------------------|-------------|------------|------------|----------------------|
| ABILIFY | DEPO-PROVERA ² | HALOPERIDOL | MEGACE | RISPERDAL | TYSABRI |
| ALKERAN | DEXAMETHASONE | HYDERGINE | MELLARIL | SANDIMMUNE | VIRAMUNE |
| ANTABUSE | DIGOXIN | IMURAN | METHADONE | SEROQUEL | WARFARIN |
| ARICEPT | ERGOLOID MESYLATES | INVIRASE | PURINETHOL | STELAZINE | ZENAPAX |
| AVONEX | ESKALITH | JANTOVEN | RAZADYNE | SUSTIVA | ZERIT |
| CASODEX | EXELON | LANOXIN | REBIF | TAMOXIFEN | ZIAGEN |
| COGNEX | GENGRAF | LEXIVA | REMICADE | TESLAC | ZIDOVUDINE |
| COMBIVIR | GEODON | LITHIUM | REMINYL | THORAZINE | ZOLADEX ³ |
| COPAXONE | HALDOL | LUPRON | RETROVIR | TRUVADA | ZYPREXA |
| CYTOXAN | | | | | |

2. Use to age 50 is acceptable.

3. Use in treatment for endometriosis is acceptable.

Underwriting



PHOENIX

- ▶ Check list of medications, height/weight chart & impairments listed in the Agent Guide

Height & Weight Chart

This chart is designed to provide the maximum height/weight combinations for this product. The limits shown reflect a full 4 table or 200% mortality loading. If your client is near the high end of these limits and has other medical history, they may not qualify for coverage.

| Ages 18-44 | | |
|------------|---------|---------|
| Height | Minimum | Maximum |
| 4' 9" | 79 | 185 |
| 4' 10" | 81 | 192 |
| 4' 11" | 84 | 198 |
| 5' 0" | 87 | 205 |
| 5' 1" | 90 | 212 |
| 5' 2" | 93 | 219 |
| 5' 3" | 96 | 226 |
| 5' 4" | 99 | 233 |
| 5' 5" | 102 | 240 |
| 5' 6" | 105 | 247 |
| 5' 7" | 109 | 255 |
| 5' 8" | 112 | 262 |
| 5' 9" | 115 | 270 |
| 5' 10" | 118 | 278 |
| 5' 11" | 122 | 286 |
| 6' 0" | 125 | 294 |
| 6' 1" | 129 | 302 |
| 6' 2" | 132 | 310 |
| 6' 3" | 136 | 318 |
| 6' 4" | 140 | 325 |
| 6' 5" | 143 | 331 |
| 6' 6" | 147 | 343 |
| 6' 7" | 151 | 348 |
| 6' 8" | 155 | 356 |

| Age 45 and up | | |
|---------------|---------|---------|
| Height | Minimum | Maximum |
| 4' 9" | 79 | 198 |
| 4' 10" | 81 | 206 |
| 4' 11" | 84 | 210 |
| 5' 0" | 87 | 219 |
| 5' 1" | 90 | 227 |
| 5' 2" | 93 | 231 |
| 5' 3" | 96 | 242 |
| 5' 4" | 99 | 248 |
| 5' 5" | 102 | 256 |
| 5' 6" | 105 | 264 |
| 5' 7" | 109 | 275 |
| 5' 8" | 112 | 282 |
| 5' 9" | 115 | 294 |
| 5' 10" | 118 | 299 |
| 5' 11" | 122 | 306 |
| 6' 0" | 125 | 315 |
| 6' 1" | 129 | 323 |
| 6' 2" | 132 | 333 |
| 6' 3" | 136 | 344 |
| 6' 4" | 140 | 354 |
| 6' 5" | 143 | 363 |
| 6' 6" | 147 | 373 |
| 6' 7" | 151 | 382 |
| 6' 8" | 155 | 389 |



Underwriting

- ▶ Check list of medications, height/weight chart & impairments listed in the Agent Guide

Guide to Impairments

| | |
|---|---|
| Addison's Disease | Accept to Decline |
| ADHD/ADD | Accept |
| ADLs (requires assistance) | Decline |
| AIDS/HIV +ve | Decline |
| Alcohol Abuse (current) | Decline |
| Alcohol Abuse (history) | Less than 5 years from end of use/ treatment, Decline After 5 years, Accept |
| Alzheimer's Disease | Decline |
| Amputation | Caused by injury, Accept Due to disease within 1 year, Decline Otherwise, Decline |
| Amyotrophic lateral sclerosis (ALS) | Decline |
| Anemia, Iron Deficiency | Accept |
| Aneurysm | Decline |
| Angina Pectoris | Decline |
| Ankylosing Spondylitis | Accept |
| Anorexia Nervosa | Fully recovered, normal build, no treatment in last 2 years, Accept Otherwise, Decline |
| Anxiety Disorders | Mild-Moderate, Accept Severe, Decline |
| Aortic Aneurysm | Decline |
| Aortic Murmurs/Insufficiency | Decline |
| Aplastic Anemia | Decline |
| Asthma | Mild-Moderate (assuming non-smoker), Accept Severe, Decline |
| Atrial Fibrillation | Diagnosed over 2 years ago without current treatment, Accept Otherwise, Decline |
| Autism | Highly functioning and living independently, Accept Otherwise, Decline |
| Barlow's Syndrome/mitral valve prolapse | Accept |
| Cancer | Diagnosis and end of treatment over 10 years ago, Accept Otherwise, Decline |
| Cardiac Pacemaker (Artificial) | Decline |
| Cardiomyopathy | Decline |
| Carotid Disease | Usually Decline |
| Cerebral Palsy | Decline |
| Cerebrovascular Accident | Decline |
| Chest Pain (cardiac) | Decline |
| Chronic Obstructive Pulmonary Disease (COPD) | Decline |
| Cirrhosis | Decline |
| Cocaine | Less than 5 years from end of use/ treatment, Decline After 5 years, Accept |
| Colon Polyps | If removed, no cancer, Accept Otherwise, Decline |
| Congestive Heart Failure (Chronic) | Decline |
| Connective Tissue Disease | Usually Decline |
| Coronary Artery Disease | Decline |
| Crohn's Disease | Mild-Moderate, Accept Severe, Decline |
| Cystic Fibrosis | Decline |
| Dementia | Decline |
| Depression | Mild-Moderate, Accept Severe, Decline |
| Diabetes | NIDDM: Under Age 40, Decline Age 40 and up, Mild-Moderate, non- tobacco user, Accept Severe, Decline IDDM: Under Age 60, Decline Age 60 and up, Mild-Moderate, non- tobacco user, Accept Severe, Decline |
| Dialysis | Decline |
| Diverticulitis/Diverticulosis | Accept |

3 Easy Ways to Submit the Application



PHOENIX

- ▶ **Point-of-Sale Telephone Interview & Underwriting**
 - Complete Part I of the application
 - Call Phoenix for tele-interview (approx. 20 min)
 - Underwriting decision at end of interview most of the time
 - Submit app Part I & all required forms to NAA

- ▶ **Telephone Interview completed later**
 - Complete Part I of the application
 - Submit app Part I & all required forms to NAA
 - Phoenix will call the client & complete Part II of the app over the phone at a later date/time
 - Agent will be notified of decision typically within 2 days

- ▶ **Traditional paper app with no Telephone Interview**
 - Complete full paper application (Part I & Part II) & all required forms & submit to NAA
 - No phone interview required

- ▶ **No e-app available at this time**



PHOENIX

Telephone interview

- ▶ Client needs to be prepared to give driver's license # and medical history including: condition, diagnosis date, treatment, physician's name & address, names of all medications taken & conditions being treated
- ▶ Phoenix must receive app & all forms within 10 days of completion of the telephone interview & app regardless of the underwriting decision

855-249-8441

Monday – Friday 8:00 am – 8:00 pm EST



PHOENIX

Policy Delivery

- ▶ Policies can be mailed directly to the owner
- ▶ If policies are mailed to the agent for delivery
 - ▶ Policy Acceptance form must be signed by owner & insured
 - ▶ Must be returned to Phoenix within 30 days

Resources



PHOENIX

► Website: www.phoenixsalesnet.com

- Product information
- State availability
- Quotes
- Marketing material
- New business processing information

The screenshot shows the Phoenix SalesNet website homepage. At the top right, there is a 'LOGIN' button and a link to 'or Register'. Below this is a navigation menu with 'Products', 'Training', 'Operations', and 'About Us'. The main header area includes 'PHOENIX SALES NET' and 'Sales Support: 888-794-4447 Option 1'. A large red banner on the left says 'Welcome to the NEW Phoenix SalesNet'. To the right of the banner, it says 'Featuring Tools to Manage Your Business and Drive Sales' with a 'Learn More >>' link. Below the banner is a 'Keyword Search' box and a 'Quick Links' section with items like 'Applications & Forms', 'eApp', 'Quotes', 'REALIZE Needs Analysis', 'Rates', 'Marketing', 'News and Updates', and 'State Availability'. At the bottom, there is a 'Recent News' section with a link to 'Important Annuity Product Announcement: Changes to Income' and three category tiles for 'Products', 'Training', and 'Operations'.

► Live Support

Sales Desk
1-888-794-4447
8 a.m. – 6 p.m.
Eastern

- Product Information
- Marketing Fulfillment
- Application Help

Life New Business
1-800-417-4769
option 2, 3
8:30 a.m. – 5 p.m.
Eastern

- Pending Case Status
- New Business Questions
- Underwriting Eligibility

Tele-underwriting
1-855-249-8441
8 a.m. – 8 p.m.
Eastern