

Universal Life

For Producer Use Only. Not to be used with the Public.



What is Universal Life

- * Designed to be permanent insurance
- * Fewer guarantees than whole life
- * Lower cost than whole life
- * Can build cash value (equity)
- * Flexible premiums
- * Flexible cash value & death benefit



Universal Life Options

- * Mutual of Omaha GULE (Guaranteed UL)
- * Foresters Smart UL
- * F&G Choice IUL
- * F&G Elite IUL
- * Phoenix Simplicity IUL



Universal Life Differences

- * GULE – guaranteed death benefit, not cash accumulation
- * Smart UL – death benefit, cash accumulation, not indexed
- * F&G Choice – death benefit, some cash accumulation based on index
- * F&G Elite – tax-free retirement cash accumulation based on index
- * Phoenix Simplicity – tax-free retirement cash accumulation based on index



Universal Life Underwriting

- * GULE – non-medical
- * Smart UL – non-medical
- * F&G Choice – fully underwritten (blood, urine, APS, etc)
- * F&G Elite – fully underwritten (blood, urine, APS, etc)
- * Phoenix Simplicity – non-medical



Universal Life

	GULE	Smart UL	FG Choice	FG Elite	Simplicity
Guar DB	✓				
CV Accum		✓	✓	✓	✓
Non-med	✓	✓			✓
Indexed interest			✓	✓	✓

For Producer Use Only. Not to be used with the Public.



GULE

- * Provides protection for a **guaranteed period of time**
 - Minimum guaranteed period of 20 years
 - Maximum guaranteed period is Age 120
 - Anything in between
- * **Cash Values do exist, but not a focus**
 - Cash Values are low
 - Little if any cash value in the later years
 - Loans are not recommended
- * **Flexible**
 - Adjustable guaranteed period
 - Adjustable payment period



GULE

- * Issue Ages: 18 to 65
- * Face Amount: \$50,000 - \$250,000
- * Nontobacco & Tobacco classes
- * Guaranteed interest rate of 3%
- * Adjustable premium
- * Adjustable guarantee (20 years to age 120)
- * Alternative to final expense
- * Term alternative



Smart UL

- * No medical exams (up to \$250,000)
- * Cash value accumulation
- * Competitive current interest rate of 5.85%
- * 0% net cost loans after 7 years
- * Alternative to term at older ages
- * Alternative to term with ROP
- * Member Benefits
- * Living Benefits (ABR for terminal, critical & chronic illness)

For Producer Use Only. Not to be used with the Public.



Smart UL

- * 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
- * Tobacco/Non-Tobacco rates
- * Level & Increasing death benefit options



FG Life Choice

- * Death benefit protection
- * Some cash value accumulation
- * Potential for higher indexed interest (S&P 500)
- * 0% net cost loans after 10 years
- * Fully underwritten
- * Living benefits (ABR for terminal & critical illness)



FG Life Choice

- * Issue Ages: 0 – 75
- * Minimum Face: \$100,000
- * No Maximum Face
- * Preferred, Standard & Rated rates
- * Level & Increasing death benefit options



FG Life Elite

- * Death benefit protection
- * Highest cash value accumulation
- * Generally used for tax-free retirement
- * Potential for higher indexed interest (S&P 500)
- * 0% net cost loans after 10 years
- * Fully underwritten
- * Living benefits (ABR for terminal & critical illness)



FG Life Elite

- * Issue Ages: 0 – 75
- * Minimum Face: \$100,000
- * No Maximum Face
- * Preferred, Standard & Rated rates
- * Level & Increasing death benefit options



Phoenix Simplicity IUL

- * Death benefit protection
- * Cash value accumulation
- * Generally used for tax-free retirement
- * Potential for higher indexed interest (S&P 500)
- * 0% net cost loans after 10 years
- * Non-med
- * Living benefits (ABR for terminal, critical & chronic illness)



Phoenix Simplicity IUL

- * Issue ages 18 – 70

Issue Ages	Minimum Face	Maximum Face
18 - 59	\$50,000	\$300,000
60 – 64	\$50,000	\$200,000
65 – 70	\$50,000	\$150,000

- * Standard & Preferred (no tobacco use in 5 yrs) rates
- * Death Benefit Options A (Level) & B (Increasing)

For Producer Use Only. Not to be used with the Public.

