

Product Specification: Simplified Issue Whole Life ALB & ANB

Version DRAFT 1.06, 9/20/17

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Product Summary

MVF Summaries Back to Top	<p>The product definition highlighted in this document applies to the full-fledged product vision. The product, however, will be built with a series of deliveries using a "Minimum Viable Functionality" (MVF) approach. Note, "deliveries" refer to product build functionality and do not include media. Actual release into the market may not coincide with a "delivery".</p> <p>The currently identified MVFs are centered around the three channels that will be distributing this product. Additional MVF's may be identified as development learnings and marketplace learnings surface.</p> <p style="text-align: right; font-size: small;">SME: Blake Cory, Product Management</p>
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Product Definition Back to Top	<p>Product Vision and Value: This product meets the life insurance needs of consumers by providing non-participating whole life coverage using simplified underwriting. It will allow for more flexibility than 2QWL by allowing larger face amounts, term conversions, expanded issue age ranges, and using non-invasive underwriting.</p> <p>Product Description: The product has premiums, death benefits, and cash values that are guaranteed at the time coverage is issued. Premiums are level and payable to maturity at age 121. The product also builds cash value over time with the cash value equaling the death benefit at maturity, (age 121).</p> <p>Digital Services Product Description: This policy provides whole life insurance coverage until the coverage end date, which is the policy anniversary following the insured's 121st birthday. If the insured is still living on the coverage end date, the death benefit will be paid to the owner as a lump sum.</p> <p style="text-align: right; font-size: small;">SME: Blake Cory, Product Management</p>
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Product Identification Back to Top	<p>Marketing Name: TruStage Simplified Issue Whole Life Insurance Internal Name: Simplified Issue Whole Life (SIWL) System Product ID's:</p> <p style="text-align: center;">ALB</p> <table border="1" style="width: 100%; border-collapse: collapse; margin-bottom: 10px;"> <thead> <tr> <th style="width: 30%;">LifePro and TPP Product Information</th> <th style="width: 20%;">Description</th> <th style="width: 15%;">Product ID</th> <th style="width: 15%;">Product Notes</th> <th style="width: 20%;">Company Code</th> </tr> </thead> <tbody> <tr> <td>Note:</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>LifePro and TPP will use the same Prod ID's.</td> <td></td> <td>ISWLL17</td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Corporate Product Hierarchy – Insurance Product Code</td> <td></td> <td>2017 SIWLALB</td> <td></td> <td></td> </tr> <tr> <td>CONSUMER SALES</td> <td></td> <td>SIWLALB</td> <td></td> <td></td> </tr> <tr> <td>Corporate Product Hierarchy – Program Product Code</td> <td></td> <td>SIWLALB</td> <td></td> <td></td> </tr> <tr> <td>CUCM</td> <td></td> <td>SIWL</td> <td></td> <td></td> </tr> <tr> <td>FACTS</td> <td></td> <td>ISWLL17</td> <td></td> <td></td> </tr> </tbody> </table> <p style="text-align: center;">ANB</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 30%;">LifePro and TPP Product Information</th> <th style="width: 20%;">Description</th> <th style="width: 15%;">Product ID</th> <th style="width: 15%;">Product Notes</th> <th style="width: 20%;">Company Code</th> </tr> </thead> <tbody> <tr> <td>Note:</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>LifePro and TPP will use the same Prod ID's.</td> <td></td> <td>ISWLN17</td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Corporate Product Hierarchy – Insurance Product Code</td> <td></td> <td>2017 SIWLANB</td> <td></td> <td></td> </tr> <tr> <td>CONSUMER SALES</td> <td></td> <td>SIWLANB</td> <td></td> <td></td> </tr> </tbody> </table>	LifePro and TPP Product Information	Description	Product ID	Product Notes	Company Code	Note:					LifePro and TPP will use the same Prod ID's.		ISWLL17								Corporate Product Hierarchy – Insurance Product Code		2017 SIWLALB			CONSUMER SALES		SIWLALB			Corporate Product Hierarchy – Program Product Code		SIWLALB			CUCM		SIWL			FACTS		ISWLL17			LifePro and TPP Product Information	Description	Product ID	Product Notes	Company Code	Note:					LifePro and TPP will use the same Prod ID's.		ISWLN17								Corporate Product Hierarchy – Insurance Product Code		2017 SIWLANB			CONSUMER SALES		SIWLANB		
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FACTS		ISWLN17		

SME: Scott Broten, IT

Filing Identification

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State of Domicile: Iowa
Form Numbers: This form number information is as of initial product rollout. It is recommended you access the FACTS Product Report for current form number information.

ALB

	Base	Exception States	NY
Compact or Non-compact	Compact	Non-Compact	Non-Compact
Preliminary Summary Cost Disclosure (New Business)			
Preliminary Summary Cost Disclosure (Consumer Sales)			
Individual Policy Form	ICC17-SIWLLB ICC17-SIWLLB(U)	2017-SIWLLB 2017-SIWLLB(CA) 2017-SIWLLB(FL) 2017-SIWLLB(DC) 2017-SIWLLB(ND)	2017-SIWLLB(NY)
Application (Issue Ages 18 - 85)	ICC17-SIWLAPP	2017-SIWLAPP 2017-SIWLAPP(DC) 2017-SIWLAPP(FL)	2017-SIWLAPP(NY)
Policy Summaries (New Business)			

ANB

	Base	Exception States	NY
Compact or Non-compact	Compact	Non-Compact	Non-Compact
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Preliminary Summary Cost Disclosure (Consumer Sales)			
Individual Policy Form	لاود / {lí [b. لاود / {lí [b. Ü	لاود {lí [b. لاود {lí [b. /! لاود {lí [b. Q لاود {lí [b. 5/ لاود {lí [b. b5	2017-SIWLNB(NY)
Application (Issue Ages 18 - 85)	ICC17-SIWLAPP	2017-SIWLAPP 2017-SIWLAPP(DC) 2017-SIWLAPP(FL)	2017-SIWLAPP(NY)
Policy Summaries (New Business)			

SME: Kathy Strausser, Rate & Form Compliance

Marketing

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Marketed Benefits

- Level Premium

Marketing Constraints

Target Customer: Ages 18-85, active marketing ages may vary.

Unique Marketing Features:

- Simplified Issue
- Dollar Deviated (where allowed)
- ANB/ALB
 1. ALB:
 1. Age Last Birthday (ALB) product is mailed one month prior to the member's birthday. By the time the initial mailing hits the member's mailbox, they typically have 2-3 weeks prior to the birthday to reply.
 2. The follow-up mailing is mailed two weeks after the initial mailing and generally gives the member up to a week to reply.
 2. ANB:
 1. The Age Nearest Birthday (ANB) version is positioned as a follow-up to the Age Last Birthday (ALB) product mailing.
 2. The member is offered the same pre-birthday rate that they were offered prior to their last birthday.
 3. The ANB offer is mailed 5-6 months prior to the 'next' birthday.

Section Owner: Kevin Atherton, Product Commercialization

Product Distribution & Media

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Distribution Channels

- Consumer Sales/ Independent Contracted Agencies
- Direct Mail
- Web

SME: Blake Cory, Product Management

Product Details																																																															
<p>Advanced Premium</p> <p>Back to Top</p>	<p>Advanced premium deposits are not allowed.</p> <p style="text-align: right;">SME: Les Haskin, Service Administration Ilyia Golanek, Product Actuarial</p>																																																														
<p>Benefits</p> <p>Back to Top</p>	<p>Death Benefits</p> <ul style="list-style-type: none"> Guaranteed Level Benefits Cash values are guaranteed at issue and accumulates over time, equaling the face amount at maturity, (age 121) There are no dividends as this is a non-participating product. <p style="text-align: right;">SME: Blake Cory, Product Management</p>																																																														
<p>Billing and Payments</p> <p>Back to Top</p>	<p>Payment options offered on Application:</p> <ul style="list-style-type: none"> Checking/Savings auto-deductions (ACH) Credit / debit card Direct Bill \$1.00 Deviated – All except FL, KS, MI, NC, NH, NY, OR <p>Available Billing Methods:</p> <p>Initial Bill:</p> <ul style="list-style-type: none"> ACH/PAC Credit Card – (State exceptions exist) Direct Bill <p>Subsequent billing:</p> <ul style="list-style-type: none"> ACH/PAC Credit Card – (State exceptions exist) Direct Bill <p>Default Billing Method: Direct Bill</p> <p>Modal Factors Customers will have payment frequency options of Monthly, Quarterly, Semiannual or Annual.</p> <p style="text-align: right;">SME: Les Haskin, Service Administration Blake Cory, Product Management</p>																																																														
<p>Cash Values</p> <p>Back to Top</p>	<p>The product will have cash values. The cash values are guaranteed at issue and increase over time and equal the face amount at maturity (Age 121).</p> <p style="text-align: right;">SME: Ilyia Golanek, Product Actuarial</p>																																																														
<p>Conversions</p> <p>Back to Top</p>	<ul style="list-style-type: none"> This product cannot be converted to a different product. Product can be used to fulfill Term conversion provisions contained in some in force life insurance contracts. <p>Conversion from term plans without tobacco/smoker distinction</p> <ul style="list-style-type: none"> For all amounts, at any age, the applicant will convert to the aggregate class. <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td>Classes:</td><td>Composite</td></tr> <tr><td>Substandard Premiums:</td><td></td></tr> <tr><td> Flat Extra:</td><td>No</td></tr> <tr><td> Flat Extra Maximum:</td><td>N/A</td></tr> <tr><td> Table Rating:</td><td>No</td></tr> <tr><td> Tables Applicable:</td><td>N/A</td></tr> <tr><td>State Variation:</td><td></td></tr> <tr><td> Washington</td><td>• TBD</td></tr> </table> <p>Conversion from term plans issued with Standard Plus, Preferred, or Preferred Plus Non-Tobacco rates:</p> <ul style="list-style-type: none"> Applicants issued with better than standard rates will convert to the preferred class. <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td>Classes:</td><td>Preferred</td></tr> <tr><td>Substandard Premiums:</td><td></td></tr> <tr><td> Flat Extra:</td><td>No</td></tr> <tr><td> Flat Extra Maximum:</td><td>N/A</td></tr> <tr><td> Table Rating:</td><td>No</td></tr> <tr><td> Tables Applicable:</td><td>N/A</td></tr> <tr><td>State Variation:</td><td></td></tr> <tr><td> Washington</td><td>TBD</td></tr> </table> <p>Conversion from term plans issued with Standard or Substandard Non-Tobacco rates:</p> <ul style="list-style-type: none"> Applicants issued with standard or substandard non-tobacco rates will convert to the standard non-tobacco class. <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td>Classes:</td><td>Standard Non-Tobacco</td></tr> <tr><td>Substandard Premiums:</td><td></td></tr> <tr><td> Flat Extra:</td><td>No</td></tr> <tr><td> Flat Extra Maximum:</td><td>N/A</td></tr> <tr><td> Table Rating:</td><td>No</td></tr> <tr><td> Tables Applicable:</td><td>N/A</td></tr> <tr><td>State Variation:</td><td></td></tr> <tr><td> Washington</td><td>TBD</td></tr> </table> <p>Conversion from term plans issued with Standard Plus, Standard, Substandard Tobacco rates:</p> <ul style="list-style-type: none"> Applicants issued with standard or substandard tobacco rates will convert to the standard tobacco class. <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td>Classes:</td><td>Standard Tobacco</td></tr> <tr><td>Substandard Premiums:</td><td></td></tr> <tr><td> Flat Extra:</td><td>No</td></tr> <tr><td> Flat Extra Maximum:</td><td>N/A</td></tr> <tr><td> Table Rating:</td><td>No</td></tr> <tr><td> Tables Applicable:</td><td>N/A</td></tr> <tr><td>State Variation:</td><td></td></tr> </table>	Classes:	Composite	Substandard Premiums:		Flat Extra:	No	Flat Extra Maximum:	N/A	Table Rating:	No	Tables Applicable:	N/A	State Variation:		Washington	• TBD	Classes:	Preferred	Substandard Premiums:		Flat Extra:	No	Flat Extra Maximum:	N/A	Table Rating:	No	Tables Applicable:	N/A	State Variation:		Washington	TBD	Classes:	Standard Non-Tobacco	Substandard Premiums:		Flat Extra:	No	Flat Extra Maximum:	N/A	Table Rating:	No	Tables Applicable:	N/A	State Variation:		Washington	TBD	Classes:	Standard Tobacco	Substandard Premiums:		Flat Extra:	No	Flat Extra Maximum:	N/A	Table Rating:	No	Tables Applicable:	N/A	State Variation:	
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	Washington TBD
Death Proceeds Calculation Back to Top	<p style="text-align: right;">SME: Les Haskin, Service Administration Iliya GolaneK, Product Actuarial Blake Cory, Product Management</p> <p>Death proceeds will equal the face amount of the policy, plus any premiums paid beyond the date of death, minus any premium due, minus any indebtedness, plus any interest due on death proceeds as identified by form and state requirements.</p> <p>Death by suicide during the first two contract years will result in a reduced death benefit equal to premiums paid minus any indebtedness. Some states may also require interest on death proceeds as identified in the form.</p>

	<p>Interest on Death Proceeds <u>Requirements for Compact States:</u> Interest rate: The rate applied to funds left on deposit in effect at the time of death. If no rate is established for funds left on deposit, then the 2 year Treasury Constant Maturity Rate as published by the Federal Reserve in effect at the time of death.</p> <p>Time Period: Interest shall accrue from the date of the death to the date payment is made.</p> <p>Additional interest may be due if, once deemed payable, a claim is not paid within a reasonable time period as specified by regulations, (such as 31 days). See contract and state regulations for additional details.</p> <p><u>Requirements for Other States:</u> CUNA Mutual Group will pay interest on death benefit proceeds. The required time period for which interest is due and the rate of interest may vary by state and change from time to time.</p> <p>Additional interest may be due if, once deemed payable, a claim is not paid within a reasonable time period as specified by regulations, (such as 31 days).</p> <p style="text-align: right;">SME: Patrick Feldhake, Claims Ilyia Golanek, Product Actuarial</p>																																																
<p>Default coverage amount if amount not provided on application</p> <p>Back to Top</p>	<p>When the applicant has not selected a coverage amount, the minimum coverage amount offered in the solicitation (e.g. direct mail kit) is considered to be the amount applied for.</p> <p>The application would be eligible for the Life Applicant Upgrade (LAU) program (i.e. a call center outbound call to offer higher coverage amounts) if/when that program is made available.</p> <p style="text-align: right;">SME: Les Haskin, Service Administration Kathy Strausser, Rate and Form Filing</p>																																																
<p>Distribution Expenses</p> <p>Back to Top</p>	<p>Marketing Expense Allowances Marketing expense allowances will be evaluated annually based on experience and future expectations.</p> <p>Credit Union Reimbursement (when applicable) 10% 1st year, 2% year 2+ or as mutually agreed by the credit union and CMFG Life.</p> <p>Other credit union (when applicable) non-interest income rates may be mutually agreed upon by the credit union and CMFG Life.</p> <p>Note: No credit union reimbursement will be paid for applications received from non-credit union members.</p> <p>FACE TO FACE Currently not available for Face to Face distribution</p> <p style="text-align: right;">SME: Ilyia Golanek, Product Actuarial</p>																																																
<p>Dividends</p> <p>Back to Top</p>	<p>This policy is non-participating and dividends are not paid.</p> <p style="text-align: right;">SME: Ilyia Golanek, Product Actuarial Blake Cory, Product Management</p>																																																
<p>Electronic Signature (E-Sig)</p> <p>Back to Top</p>	<p>The policy can be applied for through the call center using an e-signature. The e-sig functions as a secure email sent to the customer by a Consumer Sales rep (in the event that a voice signature cannot be completed). Note that the electronic signature executed by Consumer Sales is different from the online application process and the technical functionality that enables it.</p> <p>State Variations and Exceptions None</p> <p style="text-align: right;">SME: John Gabriel, Product Compliance Kathy Strausser, Rate and Form Filing Frank Cain, Consumer Sales</p>																																																
<p>Face Amount</p> <p>Back to Top</p>	<p>Minimum Face Amount: \$1,000 Maximum Face Amount: \$100,000 * Sold in \$1,000 increments</p> <table border="1" data-bbox="326 1356 1190 1503"> <thead> <tr> <th rowspan="2">Issue Age</th> <th colspan="2">Filed Face Amounts</th> <th colspan="2">Face Amounts Available for Sale</th> </tr> <tr> <th>Minimum Face Amount</th> <th>Maximum Face Amount</th> <th>Minimum Face Amount</th> <th>Maximum Face Amount</th> </tr> </thead> <tbody> <tr> <td>18-70</td> <td>\$1,000</td> <td>\$100,000</td> <td>\$1,000</td> <td>\$100,000</td> </tr> <tr> <td>71-75</td> <td>\$1,000</td> <td>\$50,000</td> <td>\$1,000</td> <td>\$50,000</td> </tr> <tr> <td>76-85</td> <td>\$1,000</td> <td>\$25,000</td> <td>\$1,000</td> <td>\$25,000</td> </tr> </tbody> </table> <p>State Specific Variation: Washington</p> <table border="1" data-bbox="326 1587 1190 1734"> <thead> <tr> <th rowspan="2">Issue Age</th> <th colspan="2">Filed Face Amounts</th> <th colspan="2">Face Amounts Available for Sale</th> </tr> <tr> <th>Minimum Face Amount</th> <th>Maximum Face Amount</th> <th>Minimum Face Amount</th> <th>Maximum Face Amount</th> </tr> </thead> <tbody> <tr> <td>18-70</td> <td>\$5,000</td> <td>\$100,000</td> <td>\$5,000</td> <td>\$100,000</td> </tr> <tr> <td>71-75</td> <td>\$5,000</td> <td>\$50,000</td> <td>\$5,000</td> <td>\$50,000</td> </tr> <tr> <td>76-85</td> <td>\$5,000</td> <td>\$25,000</td> <td>\$5,000</td> <td>\$25,000</td> </tr> </tbody> </table> <p style="text-align: right;">SME: Blake Cory, Product Management Ilyia Golanek, Product Actuarial Kathy Strausser, Rate and Form Filing</p>	Issue Age	Filed Face Amounts		Face Amounts Available for Sale		Minimum Face Amount	Maximum Face Amount	Minimum Face Amount	Maximum Face Amount	18-70	\$1,000	\$100,000	\$1,000	\$100,000	71-75	\$1,000	\$50,000	\$1,000	\$50,000	76-85	\$1,000	\$25,000	\$1,000	\$25,000	Issue Age	Filed Face Amounts		Face Amounts Available for Sale		Minimum Face Amount	Maximum Face Amount	Minimum Face Amount	Maximum Face Amount	18-70	\$5,000	\$100,000	\$5,000	\$100,000	71-75	\$5,000	\$50,000	\$5,000	\$50,000	76-85	\$5,000	\$25,000	\$5,000	\$25,000
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<p>Gender</p> <p>Back to Top</p>	<p>Standard States Premiums are based on Male or Female.</p> <p>State Variations Montana is uni-sex (blend 60/40, M/F)</p> <p style="text-align: right;">SME: Blake Cory, Product Management Ilyia Golanek, Product Actuarial</p>																																																
<p>Guarantees</p>	<ul style="list-style-type: none"> • Premiums and death benefits are guaranteed for the life of the contract • Guaranteed non-forfeiture benefits (Cash Value and RPU values) available for the life of the contract 																																																

Back to Top	<p style="text-align: right;">SME: Blake Cory, Product Management Illya Golanek, Product Actuarial</p>												
<p>Issue Age Limits</p> <p>Back to Top</p>	<p>Filing Issue Age Limits: 18-85 Marketing Issue Age Limits: 18-85 System Issue Age Limits: 18-85 State-Specific Variations:</p> <table border="1" style="width: 100%;"> <thead> <tr> <th style="width: 50%;">State</th> <th style="width: 50%;">Variation</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> </tr> </tbody> </table> <p style="text-align: right;">SME: Blake Cory, Product Management Illya Golanek, Product Actuarial Kathy Strausser, Rate and Form Filing</p>	State	Variation										
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<p>Maturity Proceeds</p> <p>Back to Top</p>	<p>Proceeds are paid to the insured on the anniversary following the attainment of age 121. The maturity proceeds are equal to the death benefit less any indebtedness.</p> <ul style="list-style-type: none"> Lump sum distribution is the default unless policyholder expressly requests a settlement option Notification will be sent to the policyholder 90 days prior to the date of maturity subsequent notifications will be sent until the maturity date. <p style="text-align: right;">SME: Blake Cory, Product Management Les Haskin, Service Administration Illya Golanek, Product Actuarial</p>												
<p>Non-forfeiture Options</p> <p>Back to Top</p>	<ul style="list-style-type: none"> Extended Term Insurance Cash Surrender Reduced Paid Up Insurance <p>Default non-forfeiture option will be Extended Term Insurance.</p> <p>Non-Forfeiture: ALL States where available will have cash value</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 30%;">Mortality Table:</td> <td>2017 CSO ANB & ALB Tables, Gender Distinct, Composite, Ultimate</td> </tr> <tr> <td>Interest Rate:</td> <td>4.5%</td> </tr> <tr> <td>Method:</td> <td>1980 Standard Non-Forfeiture Law – Adjusted Net Premium, Semi-Continuous</td> </tr> </table> <p style="text-align: right;">SME: Blake Cory, Product Management Les Haskin, Service Administration Illya Golanek, Product Actuarial</p>	Mortality Table:	2017 CSO ANB & ALB Tables, Gender Distinct, Composite, Ultimate	Interest Rate:	4.5%	Method:	1980 Standard Non-Forfeiture Law – Adjusted Net Premium, Semi-Continuous						
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<p>Options Prior to Maturity</p> <p>Back to Top</p>	<ul style="list-style-type: none"> Automatic Premium Loan (APL) – see Policy Loan section for more details Face Amount reduction (Partial Surrender). <p style="text-align: right;">SME: Blake Cory, Product Management Les Haskin, Service Administration Illya Golanek, Product Actuarial</p>												
<p>Partial Withdrawals</p> <p>Back to Top</p>	<p>This plan does not offer a withdrawal feature.</p> <p style="text-align: right;">SME: Blake Cory, Product Management Les Haskin, Service Administration</p>												
<p>Policy Changes After Issue</p> <p>Back to Top</p>	<p>Face Decreases: Will allow down to the minimum face amount of \$1,000. Cash value will be reduced by prorated amount. Prorated cash surrender value will be used to reduce any indebtedness with any remaining amount being paid to insured.</p> <ul style="list-style-type: none"> State-Specific Variations: <table border="1" style="width: 100%;"> <tr> <td style="width: 30%;">WA</td> <td>Minimum face amount \$5,000</td> </tr> </table> <p>Increases: Not allowed. Additional coverage can be obtained by applying for an additional policy.</p> <p>Note: Policy is eligible for increase through LAU process. See Upgrade section.</p> <p>Conversions: Not allowed. See Conversion section.</p> <p>Delayed processing expenses: Some states regulate the deferment of payment of cash surrender requests. In general, delays of payments of more than 10, 20, or 30 days require an insurer to pay interest at a rate specified by the state.</p> <p style="text-align: right;">SME: Blake Cory, Product Management Les Haskin, Service Administration</p>	WA	Minimum face amount \$5,000										
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<p>Policy Fee</p> <p>Back to Top</p>	<p>Annual Policy Fee is \$24.</p> <p style="text-align: right;">SME: Illya Golanek, Product Actuarial</p>												
<p>Policy Loans</p> <p>Back to Top</p>	<p>Policy Loans: Policy loans are available on the policy. A loan interest rate will be charged on any outstanding loans. Any outstanding loan balance, including accrued interest, will reduce the amount payable upon surrender, death or maturity.</p> <p>Loan Rate: The policy loan interest rate is fixed at 8%* and applied in arrears.</p> <p>*Our policy language allows a loan interest rate that can be different for loans taken at different times as declared by the company; however we do not currently have systems that support such variation. The contract allows flexibility we are not implementing at this time. If we do not change the system or interest rates, no system changes or filing work will be necessary. Note, some states have additional limitations and requirements for loan interest rates. Analysis of applicable loan interest rate regulations is needed prior to implementing any loan interest rate changes.</p> <p>State-Specific Variations:</p> <table border="1" style="width: 100%;"> <thead> <tr> <th style="width: 15%;">State</th> <th style="width: 40%;">Current Interest Rate</th> <th style="width: 45%;">Maximum Interest Rate</th> </tr> </thead> <tbody> <tr> <td>CT</td> <td>Fixed at 8%</td> <td>n/a fixed</td> </tr> <tr> <td>FL</td> <td>Fixed at 6%, but may be lower than 6%</td> <td>6%</td> </tr> <tr> <td>NY</td> <td>Fixed at 8%, but may be lower than 8%</td> <td>8%</td> </tr> </tbody> </table> <p>There may be additional state specific limitations and requirements for loan interest rates than those listed above. Analysis of applicable loan interest rate regulations is needed prior to implementing any loan interest rate changes.</p> <p>Loan Value: The maximum amount a policy owner may borrow after the first policy anniversary is: 100% of cash value as of the next policy anniversary MINUS any loan balance MINUS loan interest to the next policy anniversary</p> <p>If the loan balance equals or exceeds the cash value of the policy, we must mail the owner and any assignee a notice of termination in coverage at their last known address on file at our office. The owner will have at least thirty (30) days to pay the default amount shown on the</p>	State	Current Interest Rate	Maximum Interest Rate	CT	Fixed at 8%	n/a fixed	FL	Fixed at 6%, but may be lower than 6%	6%	NY	Fixed at 8%, but may be lower than 8%	8%
State	Current Interest Rate	Maximum Interest Rate											
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FL	Fixed at 6%, but may be lower than 6%	6%											
NY	Fixed at 8%, but may be lower than 8%	8%											

	<p>notice. If payment is not received by us, coverage will terminate.</p> <p>Tax treatment: Loans on a life insurance policy are treated for income tax purposes on a basis-first method. In other words, first-in, first-out rule (FIFO).</p> <p>Policies classified as Modified Endowment Contracts (MEC;) the loan is treated as a deemed distribution and reportable to the policyholder under Code Section 72. The general income tax rule that applies to MEC contracts is last-in, first-out (LIFO).</p> <ul style="list-style-type: none"> • Service request forms need to reflect the tax disclosure language • Appropriate withholding notifications are also required <p>The loan value will be determined as of the loan date. The loan date is the date we process the loan request. We reserve the right to postpone processing the loan for up to 6 months unless it is to be used under the automatic premium loan option.</p> <p>Automatic Premium Loan (APL): The automatic premium loan option allows a loan to be made automatically to pay each premium unpaid at the end of the grace period. If the loan value is too small to pay the past due premium (based on current payment mode), we will change payment mode to a more frequent mode, and a loan will be made to pay the past premium due. If the loan value is not sufficient to pay at least one monthly premium, this option will not be available. Insured may select or cancel this option in writing before the due date of any unpaid premium.</p> <ul style="list-style-type: none"> • Automatic Premium Loan Processing Note: APL will be 'opt out' in all states except NY, where APL will be 'opt in' <p style="text-align: right;">SME: Les Haskin, Service Administration Kathy Strausser, Rate and Forms Filing Blake Cory, Product Management</p>																																
<p>Premium Description</p> <p>Back to Top</p>	<p>Premiums are guaranteed and level for the life of the contract. Annual premiums per unit vary by age, face amount, and gender. Premiums per unit and a sample premium calculation are shown in appendix.</p> <ul style="list-style-type: none"> • The product is not designed as a single premium product <p style="text-align: right;">SME: Iliya Golanek, Product Actuarial Terri Cruise, LifePro IT</p>																																
<p>Prior Insurance Search</p> <p>Back to Top</p>	<p>Prior coverage search will be performed to ensure per life coverage maximum is not exceeded.</p> <p style="text-align: right;">SME: Blake Cory, Product Management</p>																																
<p>Reinstatement Provision</p> <p>Back to Top</p>	<p>Reinstatement requires - evidence of insurability which will be consistent with the new business underwriting performed at the time reinstatement (administration guideline - if after 70 days), all past due premiums paid plus interest to be determined by us (Current rate is 0.0%; the maximum rate is 6.00%), receipt of a completed reinstatement application (obtained either via written request or by phone), and request is within three years following the last due premium date.</p> <p>[Contractually,] If the policy has lapsed, has been converted to extended term insurance, or has been converted to reduced paid-up insurance, the owner may ask to have it reinstated. It will be reinstated if five conditions are met.</p> <ol style="list-style-type: none"> 1. The owner requests the Company to reinstate the policy within three years of the last premium due date; 2. The request is in writing while the insured is living; 3. The company is provided with evidence of insurability satisfactory to it; 4. All past due premiums plus interest not to exceed 6% per year or the maximum prescribe by state regulation, whichever is less 5. The owner pays or agrees to the restoration of all indebtedness which exists on the policy at the time the policy lapsed, was converted to extended term insurance, or was converted to reduced paid-up insurance. Interest of the indebtedness will be charged at the reinstatement rate of interest. <p>[In practice,] interest is not currently charged on the past due premiums. Also, a policy is reinstated without a reinstatement application if the full premium needed to pay the policy to a current date is received within 70 days of the paid to date.</p> <p style="text-align: right;">SME: Blake Cory, Product Management Kathy Strausser, Rate and Form Filing</p>																																
<p>Reserves and Non-Forfeiture Calculation</p> <p>Back to Top</p>	<p>Reserve Requirements: Detailed actuarial documentation of reserves and non-forfeiture values may be found in the actuarial product documentation</p> <p>Statutory Valuation Basis:</p> <table border="1" data-bbox="316 1270 1161 1354"> <tr> <td>Mortality Table:</td> <td>Modified 2017 CSO ANB & ALB Tables, Gender Distinct, Composite, Ultimate</td> </tr> <tr> <td>Interest Rate:</td> <td>3.5%</td> </tr> <tr> <td>Method:</td> <td>CRVM</td> </tr> <tr> <td>Deficiency Reserves:</td> <td>NA</td> </tr> </table> <p>Tax Valuation Basis:</p> <table border="1" data-bbox="316 1375 1161 1449"> <tr> <td>Mortality Table:</td> <td>Modified 2017 CSO ANB & ALB Tables, Gender Distinct, Composite, Ultimate</td> </tr> <tr> <td>Interest Rate:</td> <td>The tax reserve interest rate will be adjusted annually as allowed by valuation law.</td> </tr> <tr> <td>Method:</td> <td>CRVM</td> </tr> </table> <p>Non-Forfeiture: ALL States where available will have cash value</p> <table border="1" data-bbox="316 1480 1161 1543"> <tr> <td>Mortality Table:</td> <td>2017 CSO ANB & ALB Tables, Gender Distinct, Composite, Ultimate</td> </tr> <tr> <td>Interest Rate:</td> <td>4.5%</td> </tr> <tr> <td>Method:</td> <td>1980 Standard Non-Forfeiture Law – Adjusted Net Premium, Semi-Continuous</td> </tr> </table> <p>Tax Regulations (TAMRA) Compliance Tests:</p> <table border="1" data-bbox="316 1575 1161 1690"> <tr> <td>Methodology:</td> <td>Cash Value Accumulation Test (CVAT)</td> </tr> <tr> <td>Mortality Table:</td> <td>2017 CSO ANB & ALB Tables, Gender Distinct, Composite, Ultimate</td> </tr> <tr> <td>Deemed Maturity:</td> <td>Age 100</td> </tr> <tr> <td>Interest Rate:</td> <td>4.5% = Maximum of 4% or highest guaranteed rate in the contract</td> </tr> <tr> <td>Method:</td> <td>Discounted Semi-Continuous</td> </tr> <tr> <td>Expense Allowance:</td> <td>NA – This product will not develop a taxable gain.</td> </tr> </table> <ul style="list-style-type: none"> • This product will be compliant with PBR by 1/1/2020. <p style="text-align: right;">SME: Iliya Golanek, TruStage Actuarial</p>	Mortality Table:	Modified 2017 CSO ANB & ALB Tables, Gender Distinct, Composite, Ultimate	Interest Rate:	3.5%	Method:	CRVM	Deficiency Reserves:	NA	Mortality Table:	Modified 2017 CSO ANB & ALB Tables, Gender Distinct, Composite, Ultimate	Interest Rate:	The tax reserve interest rate will be adjusted annually as allowed by valuation law.	Method:	CRVM	Mortality Table:	2017 CSO ANB & ALB Tables, Gender Distinct, Composite, Ultimate	Interest Rate:	4.5%	Method:	1980 Standard Non-Forfeiture Law – Adjusted Net Premium, Semi-Continuous	Methodology:	Cash Value Accumulation Test (CVAT)	Mortality Table:	2017 CSO ANB & ALB Tables, Gender Distinct, Composite, Ultimate	Deemed Maturity:	Age 100	Interest Rate:	4.5% = Maximum of 4% or highest guaranteed rate in the contract	Method:	Discounted Semi-Continuous	Expense Allowance:	NA – This product will not develop a taxable gain.
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<p>Riders</p> <p>Back to Top</p>	<p>No riders are available for this product at introduction.</p> <p>Generally, riders on a base policy for Section 7702A purposes are not tested separately but are considered part of the base policy for 7-pay testing. Rules may vary.</p> <p style="text-align: right;">SME: Blake Cory, Product Management</p>																																
<p>Sales Requirements</p>	<p>Non-illustrated Products <u>Time of Application Requirements</u></p>																																

<p>Back to Top</p>	<p>The product is non-illustrated. No formal illustrations are required and non-guaranteed elements cannot be displayed.</p> <p><u>Policy Delivery Requirements</u></p> <p>The product is non-illustrated. No formal illustrations are required and non-guaranteed elements cannot be displayed.</p> <p>*Inforce Illustrations – Not Applicable</p> <p style="text-align: right;">SME: John Gabriel, Product Compliance</p>																																																				
<p>Settlement Options</p> <p>Back to Top</p>	<p>Settlement options are available upon request. The available options, subject to minimum amount requirement that can be applied under a settlement option is the greater of \$2,000, or the amount required to provide a monthly payment of \$25, are as follows:</p> <p><u>Settlement Options stated in the contract</u></p> <ol style="list-style-type: none"> 1. Installment Option 2. Life Income – Options with Guaranteed Period Certain <p><u>Other Settlement Options currently available, but not listed in the contract or required</u></p> <ol style="list-style-type: none"> 3. Interest Option 4. Joint and Survivor Life Income <p>State- Variations:</p> <table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 20%;"></td> <td></td> </tr> </table> <p style="text-align: right;">SME: Les Haskin, Service Administration Iliya Golanek, Product Actuarial Blake Cory, Product Management</p>																																																				
<p>Small Face Disclosures</p> <p>Back to Top</p>	<p>Small Face Amount Disclosure Requirements</p> <p>Small face amount disclosures are required in certain states if</p> <ol style="list-style-type: none"> 1) the face amount is below state specific minimums, and 2) the cumulative premiums over the term of the contract exceed the face amount, <p>State Specific Face Amount Guidelines for Small Face Amounts:</p> <table border="0"> <tr> <td>IA, NV, NC, OR, UT</td> <td>\$15,000 or less</td> </tr> <tr> <td>WV</td> <td>\$25,000 or less</td> </tr> <tr> <td>WA</td> <td>less than \$5,000</td> </tr> </table> <p>See the linked Small Face Amount Disclosures document for additional details.</p> <p style="text-align: right;">SME: John Gabriel, Product Compliance</p>	IA, NV, NC, OR, UT	\$15,000 or less	WV	\$25,000 or less	WA	less than \$5,000																																														
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WA	less than \$5,000																																																				
<p>State Availability</p> <p>Back to Top</p>	<p>The product is available for sale in the following states:</p> <p>STATES IN SCOPE FOR SI WHOLE LIFE IMPLEMENTATION MVF1:</p> <table border="1" style="width: 100%; text-align: center;"> <tr><td>! [</td><td>D!</td><td>a 5</td><td>b W</td><td>{ 5</td></tr> <tr><td>! Y</td><td>I L</td><td>a !</td><td>b a</td><td>Çb</td></tr> <tr><td>! ù</td><td>l5</td><td>a L</td><td>b/</td><td>Çó</td></tr> <tr><td>! w</td><td>l </td><td>a b</td><td>b5</td><td>ÚÇ</td></tr> <tr><td></td><td>lb</td><td>a {</td><td>h l</td><td>ë Ç</td></tr> <tr><td>/ h</td><td>ll</td><td>a h</td><td>h Y</td><td>ë!</td></tr> <tr><td>/ Ç</td><td>Y{</td><td>a Ç</td><td>h w</td><td>í !</td></tr> <tr><td>59</td><td>Yò</td><td>b9</td><td>t !</td><td>í ë</td></tr> <tr><td>5/</td><td>[!</td><td>bë</td><td>wL</td><td>í L</td></tr> <tr><td>Ç</td><td>a 9</td><td>bl</td><td>{/</td><td>í ò</td></tr> </table> <p>STATES NOT IN SCOPE FOR SI WHOLE LIFE IMPLEMENTATION MVF1:</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td style="width: 50%;">b ò</td> <td style="width: 50%;">/ !</td> </tr> </table> <p>* In full deployment, SI Whole Life will be sold in all 50 U.S. states and District of Columbia (not in Puerto Rico).</p> <p style="text-align: right;">SME: Kathy Strausser, Rate and Form Filing Blake Cory, Product Management</p>	! [D!	a 5	b W	{ 5	! Y	I L	a !	b a	Çb	! ù	l5	a L	b/	Çó	! w	l	a b	b5	ÚÇ		lb	a {	h l	ë Ç	/ h	ll	a h	h Y	ë!	/ Ç	Y{	a Ç	h w	í !	59	Yò	b9	t !	í ë	5/	[!	bë	wL	í L	Ç	a 9	bl	{/	í ò	b ò	/ !
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<p>Surrender Proceeds</p> <p>Back to Top</p>	<p>Surrender Proceeds</p> <p>The amount payable as surrender proceeds is equal to:</p> <p>The cash value of the policy; MINUS any outstanding loan balance and outstanding loan interest.</p> <p>If the surrender date is within 30 days following a policy anniversary the cash value used to determine the net cash value will not be less than the cash value on that policy anniversary. Any premium paid beyond the surrender date will be returned with the net cash value.</p> <p>State Variations</p> <p>Surrender Charges None</p> <p>Delayed Processing Expenses: Some states regulate the deferments of payment of cash surrender requests. In general, delays of payments of more than 10, 20, or 30 days require an insurer to pay interest at a rate specified by the state</p> <p>State Variations</p> <table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 20%;"></td> <td></td> </tr> </table> <p style="text-align: right;">SME: Les Haskin, Service Administration Iliya Golanek, Product Actuarial</p>																																																				
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Information[Back to Top](#)

§7702: Definition of Life Insurance: Cash Value Accumulation Test (CVAT) The life insurance design is using the CVAT qualifying test. The cash surrender value of the contract may not at any time exceed the net single premium that would have to be paid at that time to fund the future benefits under the contract assuming the contract doesn't mature before the insured reaches attained age as defined in the terms of the policy.

- Policy design must always ensure CVAT compliance in all durations

§7702(e) restricts benefits taken into account for computation purposes. Need to ensure the product design complies with all Sections of the Code.

Tax Regulations (TAMRA) Compliance Tests:

Methodology:	Cash Value Accumulation Test (CVAT)
Mortality Table:	2017 CSO ANB & ALB Tables., Gender Distinct, Composite, Ultimate
Deemed Maturity:	Age 100
Interest Rate:	4.5% = Maximum of 4% or highest guaranteed rate in the contract
Method:	Discounted Semi-Continuous
Expense Allowance:	NA – This product will not develop a taxable gain.

§7702A:

- 7-pay testing is required for all life insurance policies
- Reasonable mortality expenses
 - Certain expenses for qualified additional benefits may be taken into consideration

For the SIWL product the Company will not use the \$75 increase in 7-pay premium for initial death benefits of \$10,000 or less

7-Pay Testing

- Premiums cannot exceed the 7-pay limit
- Test base policy premium, rider premium, substandard premium

In the first year the contract fails 7-pay testing if the accumulated amount paid at any time during the policy year, exceeds the 7-pay premium. For the second through 7th year the 7-pay test is accumulated amount paid under the policy compared to the sum of the 7-pay premiums accrued to date.

Reduction in benefits (RIB)

RIB in the first 7 years will be treated as the policy having been issued at the reduced benefit level. The test should be incorporated into at issue 7-pay premium. The reduced limitation is applied to cumulative amount paid for each of the first 7 years. Two year look back provisions apply to any distributions that may have occurred.

- If a RIB causes a 7-pay test failure the notification requirements are defined later in this section.

Special RIB rules apply to survivor products – need to know if these are second to die policies??

Material Changes

Include changes in the policy terms and any increase in the death benefit or any increase in or addition of a QAB (Exception applies for increase in death benefits attributable to NPT). Material changes trigger a new 7-pay period for the policy. Two year look back provisions apply to any distributions that may have occurred.

- If the material change causes a 7-pay test failure the notification requirements are defined later in this section.

MEC Notification Requirements: When a failure occurs the policyholder is required to be notified at the time of failure or within 60-days after the anniversary date of the failure.

- MEC notification letters require review to ensure consistent language across all products
- In general, if within the first year the accumulated amount paid under the contract any time exceeds the 7-pay premium then communicate to the policyholder at issue by sending a notification in the welcome kit.
 - This includes \$1 deviated products

Pre-death distributions from modified endowment contracts are subject to restrictive tax rules. Distributions will include policy loans, partial withdrawals, and full surrenders and policyholder dividends, if applicable.

- Subject to taxation under Section §72 as an amount not received as an annuity
- General tax rule applicable to MEC is last-in, first-out (LIFO) where the income in the contract is distributed first
- Subject to premature penalty tax on distributions prior to age 59.5 Modified endowment contracts are subject to the anti-abuse rules know as the aggregation rules
 - All contracts issued in the same calendar year by the same insurance company to the same policyholder are treated as a single contract for income tax purposes
- Distributions are subject to federal and state withholding as applicable

§101(a) provides for death benefit exclusion gross income whether in single sum or other method

- Does not include amounts paid as interest on the proceeds under an agreement to pay interest. The interest is in includible in gross income
 - Contractual interest is subject to information reporting under §6049
 - Reporting is subject to \$10 threshold on Form 1099-INT

Settlement Options on Death

Death proceeds held on deposit under an agreement the interest paid is considered contractual interest subject to information reporting under §6049 and subject to the \$10 threshold on Form 1099-INT

Amounts held by the Us with respect to any beneficiary will be prorated over the period to which payments will be made (§101(d)). The interest element of any installment settlement option that exceeds the prorated amount is includible in gross income and subject to information reporting on Form 1099-R.

á1.101-4 sets forth the computational rules for settlement options

- Proration method on installment payments for life death claim proceeds
- Proration methods may vary by the settlement option selected refer to the terms of the contract and tax calculations set forth in 1.101-4(d)(3) and (g)
- Surviving Spouse (á 101(d)) exclusion applies to the extent that the total payments made in excess of the determined under the proration method do not exceed \$1000.00 in a taxable may be excluded from the gross income of the surviving spouse. This exclusion is not applicable to amounts that are not prorated.

Taxpayer identification number:

Obtain the policyholder, insured and beneficiaries' taxpayer identification number in accordance with Company practice.

Premium Tax:

Premium tax is based on state of issue and/or where the risk resides

SME: Colleen Phalen, Corporate Tax
Illya Golanek, TruStage Actuarial

Termination / Maturity

Coverage will end on the earliest of:
1. The date of the insured's death;

Back to Top	2. The date we receive the owner's request to terminate the policy; 3. The date the premium grace period ends without a premium payment; or 4. The policy anniversary on or next following the insured's 121st birthday	SME: Les Haskin, Service Administration Blake, Cory Product Management																						
Tobacco Usage Back to Top	Composite premium rates for non-tobacco and tobacco.	SME: Blake Cory, Product Management Ilyya Golanek, TruStage Actuarial																						
Temporary Insurance Agreement (TIA) Back to Top	Not available	SME: Blake Cory, Product Management																						
Underwriting Criteria Back to Top	<p>Underwriting Criteria:</p> <p>Underwriting Criteria and Requirements</p> <table border="1" data-bbox="332 514 1023 724"> <tr> <td>Classes:</td> <td>Standard (composite Tobacco/Non-Tobacco)</td> </tr> <tr> <td>MIB:</td> <td>No</td> </tr> <tr> <td>Rx Database:</td> <td>Yes all amounts</td> </tr> <tr> <td>MVR:</td> <td>No</td> </tr> <tr> <td>Prior Insurance Search:</td> <td>Yes</td> </tr> <tr> <td>True Risk Life</td> <td>TBD</td> </tr> <tr> <td>Substandard and Tentative Offers:</td> <td>No</td> </tr> <tr> <td>Flat Extra:</td> <td>No</td> </tr> <tr> <td>Table Rating:</td> <td>No</td> </tr> <tr> <td>Tables Applicable:</td> <td>N/A</td> </tr> <tr> <td>Tentative Offers:</td> <td>No</td> </tr> </table> <p>Reply By Date The reply by date for SIWL LB is the member birthday. The reply by date for SIWL ANB is the member birthday + 185 days.</p> <p>Other Requirements No other requirements will be used in the underwriting decision. We will not order PHI, APS, exam with labs, or criminal activity search.</p> <p>Risk Classifications This product is only issued with standard rates.</p> <p>Reinsurance There will be no reinsurance for this product.</p>	Classes:	Standard (composite Tobacco/Non-Tobacco)	MIB:	No	Rx Database:	Yes all amounts	MVR:	No	Prior Insurance Search:	Yes	True Risk Life	TBD	Substandard and Tentative Offers:	No	Flat Extra:	No	Table Rating:	No	Tables Applicable:	N/A	Tentative Offers:	No	SME: Lori Lown, Underwriting
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Upgrades Back to Top	<p>Life Applicant Upgrades</p> <ul style="list-style-type: none"> Life Applicant Upgrades: If the applicant has not applied for the maximum amount of coverage for their issue age and the applicant is approved for coverage, Consumer Sales may attempt to contact the applicant for an upgrade up to the maximum allowed for the member's age. Upgrades are not allowed in NY. The increased amount should not exceed the maximum allowed for the applicant's age, gender and state nor should it exceed the product per life maximum. Upgrades should take place within 30 days of coverage approval. Consumer Sales applications do not go through upgrade. 	SME: Frank Cain, Consumer Sales Blake Cory, Product Management																						
Voice Signature (VS) Back to Top	The policy can be applied for through the call center using a voice signature. <p>State Variations</p> <table border="1" data-bbox="332 1249 1307 1281"> <tr> <td>CT</td> <td>Voice Signature not available</td> </tr> </table>	CT	Voice Signature not available	SME: John Gabriel, Product Compliance Kari Hamrick, Rates and Forms Filing Frank Cain, Consumer Sales																				
CT	Voice Signature not available																							
Web Back to Top	TruStage.com will contain the following: <ul style="list-style-type: none"> Product information Rate chart Fully functional online application process Servicing functionality includes processes currently available via Digital Service on TruStage.com	SME: Kreshnik Rushiti, E-commerce Kevin Atherton, Commercialization Blake Cory, Product Management																						

Appendix																													
Appendix 1: Premium Calculation and Sample Rates Back to Top	SME: Ilyya Golanek, TruStage Actuarial																												
Appendix 2 – LifePRO and General Ledger Account Information Back to Top	<table border="1"> <thead> <tr> <th>SIWL ALB</th> <th>LifePro Account</th> <th>General Ledger Account</th> </tr> </thead> <tbody> <tr> <td>Death Claim</td> <td>51-511097</td> <td>701000</td> </tr> <tr> <td>Interest on Death Proceeds</td> <td>51-821122</td> <td>775000</td> </tr> <tr> <td>First Year Premium</td> <td>51-411116</td> <td>400401</td> </tr> <tr> <td>Renewal Premium</td> <td>51-411216</td> <td>400601</td> </tr> <tr> <td>Surrender</td> <td>51-551146</td> <td>750000</td> </tr> <tr> <td>Maturity</td> <td>51-521112</td> <td>710000</td> </tr> <tr> <td>Policy Loan</td> <td>51-115111</td> <td>120000</td> </tr> <tr> <td>Policy Loan Interest</td> <td>51-746222</td> <td>425900</td> </tr> </tbody> </table>	SIWL ALB	LifePro Account	General Ledger Account	Death Claim	51-511097	701000	Interest on Death Proceeds	51-821122	775000	First Year Premium	51-411116	400401	Renewal Premium	51-411216	400601	Surrender	51-551146	750000	Maturity	51-521112	710000	Policy Loan	51-115111	120000	Policy Loan Interest	51-746222	425900	SME: Ilyya Golanek, TruStage Actuarial
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ABO Benefit	51-511165	707600
ABO Misc Interest	51-761125	463800
ABO Admin Fee	51-761148	461450
SIWL ANB	LifePro Account	General Ledger Account
Death Claim	51-511098	701000
Interest on Death Proceeds	51-821125	775000
First Year Premium	51-411117	400401
Renewal Premium	51-411217	400601
Surrender	51-551147	750000
Maturity	51-521113	710000
Policy Loan	51-115112	120000
Policy Loan Interest	51-746223	425900
ABO Benefit	51-511166	707600
ABO Misc Interest	51-761128	463800
ABO Admin Fee	51-761150	461450

SME: Lisa Herfel, Corporate Accounting

Appendix 3 – Reserve Mortality Scaling Factors

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SME: Ilyia Golanek, TruStage Actuarial