

## Life Insurance

# AGENT'S GUIDE TO WHOLE LIFE INSURANCE

Pivot Whole Life Level Pay and 10 Pay

Policy Form CLI-169



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Pivot Whole Life<sup>1</sup> offers clients continuous protection and a guaranteed death benefit with two payment options.

### Features include:

- Level-pay and 10-pay premium options
- Tax-deferred cash value accumulation
- Permanent coverage that can never be canceled, provided premiums are paid when due

### Product features

**Issue ages:** 18-70 years  
Based on the applicant's actual age versus nearest age.

**Maturity age:** 121

**Minimum specified amount:** \$10,000

**Band ranges:**

- \$10,000-\$99,999
- \$100,000 and above

**Annual policy fee:** \$50 (fully commissionable)

**Modal factors:**

- .515 Semiannual
- .265 Quarterly
- .088 Bank Draft<sup>2</sup>
- .088 List bill

<sup>1</sup> Available in most states.

<sup>2</sup> \$10 minimum modal premium.



## Optional benefit riders\*

### Accelerated Benefit Rider (CLI-650-CV)

- Allows advanced payment of the death benefit if the insured has been diagnosed by a physician with a terminal illness or has been confined continuously for 90 days in a nursing home and is reasonably expected to remain there for the duration of the insured's life
- Maximum lifetime benefit available is the lesser of 50% of the death benefit or \$250,000
- Minimum benefit that can be advanced is \$2,500
- One advanced payment allowed per calendar year
- Available on all plans at no charge
- Issue ages: 18-70 years

### Accidental Death Benefit Rider (01901)

- In the event of accidental bodily injury, this rider pays an additional death benefit amount for deaths that occur within 120 days after the injury
- Issue limits: \$10,000-\$500,000 (not to exceed face amount of base policy)
- Available on Level-pay
- Issue ages: 18-60 years

### Children's Term Life Insurance Rider (CLI-671)

- Term insurance for insured's children who qualify for coverage. Covers any child, stepchild or legally adopted child from 15 days after birth until the policy anniversary nearest each child's 25<sup>th</sup> birthday. After the date of application, it includes any child born to the insured or legally adopted by the insured who is less than 19 years of age. The benefit is limited to 50% if the covered child dies on or prior to the child's first birthday
- Provides conversion opportunity for covered children at the policy anniversary date nearest each child's 25<sup>th</sup> birthday for up to five times the death benefit of the in-force rider
- Rider converts to paid-up term insurance if death of the insured occurs prior to the anniversary nearest the covered child's 25<sup>th</sup> birthday
- Eligible child's issue ages: 15 days-18 years
- Issue amounts and premiums:
  - \$10,000 – \$30 annual premium
  - \$20,000 – \$60 annual premium
- Available on Level-pay
- Issue ages: 18-60 years

\* Available in most states.

### Disability Waiver of Premium Rider (01900)

- After four consecutive months of total disability, this benefit waives the premium of the policy during the total disability of the primary insured
- Available on Level-pay
- Issue ages: 18-60 years

### Insured Insurability Rider (01903)

- Guarantees the option to purchase additional amounts of insurance on future option dates without providing evidence of insurability
- Exercisable at ages 22, 25, 28, 31, 34, 37 and 40 years
- Alternate option dates include the purchase of a home, marriage of the insured, and birth or legal adoption of a child
- Issue limits: \$10,000-\$25,000 (not to exceed face amount of base policy)
- Available on Level-pay
- Issue ages: 18-37 years

## Underwriting classifications

Standard Nonsmoker and Standard Smoker

This is not a policy. For a complete statement of the coverages and exclusions, please see the policy contract. All applicants are subject to underwriting approval. Products and riders available in most states.

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