

Single Premium Whole Life Overview—as of 9.21.16

Carrier	Assurity		Baltimore Life	Columbus Life	EquiTrust		Foresters
Product	Legacy Estate Maximizer	LifeScope	Secure Solutions	Voyager UL with Capital Transfer Rider (No-Lapse Guarantee)	WealthSure Life	WealthMax Bonus	Interest Sensitive Whole Life
Type	Whole Life	Participating Whole Life	Whole Life	Universal Life	Whole Life	Indexed Universal Life	Participating Whole Life
Issue Ages	0-85 (age last birthday) Joint: Average age Limited Pay: 40-85 Last Survivor SP: 21-85 Last Survivor LP: 40-85	0-80 (age last birthday) Tobacco Users: 15-80	50-85 (age last birthday)	0-79 (age last birthday)	55-85 Joint Owners allowed only if a 1035 exchange, Non-Natural owners—only Trusts, No contingent Owners.	50-85 Joint Owners allowed only if a 1035 exchange, Non-Natural owners—only Trusts, No contingent Owners.	15 days - 85 *NO Joint
Backdating	Yes	Yes	Can backdate to save age, but not to save product.	Yes— Up to 6 Months	No	No	No
Minimum Premium Amount	Face Amount: \$5,000 (\$25,000 in WA)	Face Amount: 0-54: \$10,000 55-80: \$5,000	Premium: \$5,000	Minimum Specified Amount: 0-19: \$50,000 20-79 Non-Tobacco: \$100,000 20-79 Tobacco: \$50,000	Premium: \$10,000	Premium: \$10,000	Premium 0-15: \$15,000 16-29: \$5,000 30-85: \$10,000 (Based on age nearest)
Maximum Premium Amount	Net Amount of Risk: 0-65: \$250,000 66-85: \$200,000	No Maximum	Premium: \$500,000 (without prior home office approval) Net Amount of Risk: Level 1 UW 50-80: \$250,000 81-85: \$150,000 Level 2 UW 50-80: \$200,000 81-85: \$130,000	\$100,000 Annual Payment	Face Amount: \$750,000	Face Amount: \$750,000	Premium: \$500,000 Net Amount of Risk: 0-15: \$150,000 16-55: \$250,000 56-75: \$175,000 76-85: \$150,000
Type of Funds Accepted	Non-Qualified CD, 1035 Tax-Free Exchange, Money Market	Non-Qualified	Non-Qualified	Non-Qualified	Non-Qualified No 1035 exchanges with a policy that has any outstanding loans. An Annuity will not be a 1035 & will be subject to taxation.	Non-Qualified No 1035 exchanges with a policy that has any outstanding loans. An Annuity will not be a 1035 & will be subject to taxation.	Non-Qualified

Carrier	Assurity		Baltimore Life	Columbus Life	EquiTrust		Foresters
Premium Options	Single, 3, 5, or 10 Pay	Single	Single	Single, or Flexible up to a 10 Pay	Single	Single	Single
Current Rate	Around 4.00%	Dividend Premium Accumulation: 2.50% Add to Cash Value: 2.50% Premium Deposit Fund Ratio: 1.00%	N/A	4.70%	4.00%	1 year interest: 4.00% 1 year point-to-point cap: 9.00% 1 year monthly cap: 3.00% 2 year average: No cap	N/A
Guaranteed Minimum Rate	N/A	Dividends are based on the current scale and are not guaranteed	N/A	3.00% (4.00% for FL)	3.00%	2.00%	Guaranteed to build a cash value & never decrease.
Premium Bonus	No	No	No	No	No	12%	No
Return of Premium	No	No	No	Rider has a ROP option if Single Pay is elected	No	Yes	No
Death Benefit Guarantee	To Age 121	To Age 121	To Age 100	To Age 120	To Age 121	To Age 121	To Age 121
Death Benefit Options	Level	Level	Level	Level	Level	Level	Level Dividends used to purchase paid up additions.
Death Benefit	Policy pays full benefit to beneficiaries (minus any loans or accelerated benefits) when the insured dies, or pays full benefit to the insured on the anniversary of policy issue following his/her 121st birthday.	Policy owner may elect a payment option other than lump sum during the insured's lifetime, or beneficiary may elect a payment plan: Life only, left at interest, payment of a fixed amount, payment for a fixed period.	Guaranteed Death Benefit for all policy years. The net death benefit may change due to an outstanding loan or partial surrender.	Option 1: Specified Amount, Option 2, Specified Amount Plus the Account Value	The initial face amount is the single premium multiplied by the Face Amount Factor applicable to the insured's age, gender, and tobacco use. Thereafter, the DB is the greater of 1. Face Amount, or 2. the Accumulation Value (or MGCV) multiplied by the minimum required DB percentages shown in the contract.	The initial Death Benefit is the greater of the face amount and the Accumulation Value multiplied by the Minimum Death Benefit Factor applicable to the insured's age, gender, and tobacco use.	If insured is still alive at age 121, contract will endow and be paid out to the insured. Guaranteed Death Benefit paid to beneficiary less any outstanding withdrawals or policy loans.

Carrier	Assurity		Baltimore Life	Columbus Life	EquiTrust		Foresters
Second to Die	Yes	No	No	No *Have Second to Die on Legacy G & Legacy Plus Products	No	No	No
Surrender Charge Schedule	None— Surrender Value is equal to the cash value minus any outstanding loans.	None— Surrender value is equal to the cash value on the date of surrender increased by the amount of the cash value of any paid up additions and any due, but unpaid dividends or unpaid loan balance	None- Net Cash Value (Cash Value minus any outstanding policy debt)	10 years	10 years 10, 9, 8, 7, 6, 5, 4, 3, 2, 1%	10 years 10, 9, 8, 7, 6, 5, 4, 3, 2, 1%	None— Surrender Value is equal to the Cash Value less any outstanding policy loans or withdrawals.
Withdrawals	No	Yes	No	Yes, but only with the Rider option of Accumulation	Yes 5% AV Annually	Yes 5% AV Annually	Yes On Paid-up Additions, not the Base Contract
Loans	Yes	Yes	Yes	Yes	Yes 5.5% Interest Rate, 2% Credited back, Net 3.5%	Yes 5.5% Interest Rate, 2% Credited back, Net 3.5%	Yes On the Base Contract
Rate Classifications	Table 4 Standard Table 8 Sub-Standard	Select Non-Tobacco Tobacco (Ages 15-80) Table 16 (500%)	Table 4 Standard (Level 1), Table 8 Sub-Standard (Level 2)	Table 8 Non-Tobacco and Tobacco	Table 4 Standard	Table 4 Standard	Table 4 Standard Table 5-8 Sub-Standard
Medically Underwritten	No	No Age 0-60: ≤\$695,000 Age 61-80: ≤\$435,000	No APS may be requested.	Yes	No APS Required for premium over \$300,000	No APS Required for premium over \$300,000.	No APS Required for Sub-Standard Table 5-8.
Phone Interview	Yes	Yes	Yes	No	Yes	Yes	No

Carrier	Assurity		Baltimore Life	Columbus Life	EquiTrust		Foresters
Average Turnaround Time	72 hours	Less than a week	Point of Sale Decision	Fully Underwritten	48 hours	48 hours	7-10 Business days
Terminal Illness	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Critical Illness	No	No	Yes	Yes	Yes	Yes	Yes
No Cost Riders	-Accelerated Benefit Rider– Terminal Illness, -Accelerated Benefit Rider– Confined Care, -Accelerated Benefit Rider– Community Care, & -Accidental Death Benefit– Common Carrier. **NOT Available on Last Survivor Plans** *FOR ADDITIONAL COST: Accelerated DB Rider -Doubles the DB for death due to accident -Triples the DB if death from an accident on a common carrier	-Accelerated Benefits Rider -Single Premium Insurance Rider	Living Benefits Rider - Terminal Illness (\$250.00 Admin Charge), Qualified Nursing Facility (\$250.00 Admin Charge), Extended Care Rider (\$250.00 Admin Fee)	-Critical Illness -Terminal Illness -Specified Illness	Accelerated Death Benefit: -Terminal Illness Benefit, -Nursing Care Confinement Benefit, -Chronic Care Benefit	Accelerated Death Benefit: -Terminal Illness Benefit, -Nursing Care Confinement Benefit, -Chronic Care Benefit	Accelerated Death Benefit: -Terminal Illness -Critical Illness -Chronic Care *NOT Available in CA or CT.
Commissions	0-85: 15% *Additional commission Bonus for joint policies- \$250.00	6.00% in the first year Renewals: 0%	Age 50-80: 14% Age 81-85: 7%	8%-13%	Age 55-65: 15% Age 66-80: 14% Age 81-85: 10.50%	Age 50-75: 9% Age 76-80: 8.50% Age 81-85: 6.50%	
Policy Fee	\$90.00 (Commissionable)	\$75.00 (Commissionable)	None	\$4.00-\$7.00 Monthly COI: Per \$1,000	First Year: \$96.00 Years 2-20: \$36.00 Policy expense charge is 15% of the premium	\$75.00 Policy expense charge: Age based fee per \$1,000 years 1-10.	None
Carrier Rating	A-	A-	B++	A+	B++	B++	A
State Availability	Not Available: NY	Not Available: NY	Not Available: NY	Not Available: NY	Not Available: DE, MT, NY, VT	Not Available: MT, NY, VT	Available in all states, including NY.

Carrier	National Guardian Life	National Western Life	One America (State Life)	Oxford Life	Royal Neighbors	Sagicor	
Product	Asset Guard	Lifetime Returns Select	Asset Care I	Advanced Wealth Transfer	Royal Legacy	Gold Series ISSPWL	Gold Series Fixed Indexed SPWL
Type	Whole Life Designed for Final Expense	Indexed Universal Life	Whole Life	Whole Life	Whole Life	Whole Life	Indexed Universal Life
Issue Ages	Single Pay: 0-99 3-Pay: 0-90 5-Pay: 0-85 7 & 10-Pay: 0-80	45-80	Single: 40-80 (age last birthday) Joint: 35-80 with an equal age of 40-80 & Max. 25 year age difference	50-85 (age last birthday)	45-80 (age last birthday) Substandard Non-Tobacco: 45-72 Substandard Tobacco: 45-71	45-85 (age last birthday)	18-85 (age last birthday)
Backdating	Single Pay: No Multi-Pay: Yes		No	No	No	No	No (Allocation dates are 1st, 8th, 15th, & 22nd)
Minimum Premium Amount	Single Pay: \$500 Premium Multi-Pay: \$2,500 Face Amount	Face Amount: \$25,000	\$10,000 (Differs in CA, MN, NC, & WI)	Face Amount: \$20,000	Premium: \$10,000	Premium: \$5,000	Premium: \$5,000
Maximum Premium Amount	Single Pay: \$100,000 Face Amount Multi-Pay: \$35,000 Face Amount	Net Amount of Risk: Age 45-75: \$250,000 Age 76-85: \$150,000	Death Benefit: \$1,500,000	Depends on client's age and gender	Premium: \$200,000 (without home office approval)	Premium: \$500,000 (without home office approval) Net Amount of Risk: 45-60: \$250,000 61-65: \$200,000 66-70: \$150,000 71-75: \$100,000 76-80: \$75,000 81-85: \$50,000	Premium: \$500,000 (without home office approval) Net Amount of Risk: 18-60: \$250,000 61-70: \$200,000 71-75: \$100,000 76-80: \$75,000 81-85: \$50,000
Type of Funds Accepted	Non-Qualified	Non-Qualified	Non-Qualified CDs, Money Markets, Life Insurance Cash Value, Stocks, Bonds	Non-Qualified	Non-Qualified	Non-Qualified	Non-Qualified

Carrier	National Guardian Life	National Western Life	One America (State Life)	Oxford Life	Royal Neighbors	Sagicor	
Premium Options	Single Pay 3, 5,	Single, 5, or 10 Pay	Single	Single	Single	Single	Single
Current Rate	Option to select a simple interest rate between 1/4 and 2 1/4 Not Guaranteed	Fixed: 3.20% Monthly average: 80% Monthly point-to-point: 2.50% Annual point-to-point: 6%	4.00%	5.00%	Participating contract, but dividends are not guaranteed.	Declared Rate: Year 1: 4.00% Year 2+: 3.00%	Declared Rate: 3.50% S&P 500 Index: 7% Cap Global Lookback: 25% Participation
Guaranteed Minimum Rate	N/A	Fixed: 1% Monthly average: 25% participation Monthly point-to-point: 1% Annual point-to-point: 4%	4.00%	5.00%	N/A	3.00%	2.00% Declared Rate: 2.00% S&P 500 Index: 4% cap, 100% Participation, MGIR 0% Global Lookback: 20% Participation Rate, MGIR 0%
Premium Bonus	No	No	No	No	No	No	10%
Return of Premium	Single Pay: No Multi-Pay: Graded in first 2 years	Single Pay: Yes 5 & 10 Pay: No	Yes	No	No	Yes	Yes
Death Benefit Guarantee	To Age 121	To Age 121	To age 121	To Age 121	To Age 121	To Age 120	To Age 120
Death Benefit Options	Simple Interest applied to Death Benefit	Level	Level	Level	Level	Level	Level
Death Benefit	Immediate, Full Death Benefit		Amounts not paid for LTC Benefits pass to the named beneficiary tax free.	Guaranteed never to decrease and transfers to beneficiary tax-free, avoiding probate costs. Joint: Death Benefit is payable upon death of the second insured.	Guaranteed Death Benefit, avoiding probate and tax-free. Settlement options—If left with RNA, will earn 2.00%.	Guaranteed from day one. Can increase over time as cash value grows. Death Benefit is limited if the insured dies from suicide in the first two policy years.	Guaranteed from day one. Can increase over time as cash value grows. Death Benefit is limited if the insured dies from suicide in the first two policy years.

Carrier	National Guardian Life	National Western Life	One America (State Life)	Oxford Life	Royal Neighbors	Sagicor	
Second to Die	No	No	Yes	No	No	No	No
Surrender Charge Schedule	Equal to the Cash Value	Surrender charges are per \$1,000 of Face amount for all listed policy years, depending on issue age- Age 45-70: year 1 to 14 Age 71-80: year 1 to 12 Age 81-85: year 1 to 11	10 Years starting at 11%	None– Equal to the cash value on the date of surrender minus any withdrawals or unpaid loan balances	Equal to the cash value less an outstanding loans or surrenders.	10 years 8, 8, 7, 7, 6, 5, 4, 3, 2, 1%	10 years 12, 12, 11, 10, 9, 8, 7, 6, 4, 2%
Withdrawals	No	Yes	Accumulated Interest only	No free withdrawals	No	Yes	Yes
Loans	No	Yes	Yes 4.00% Net Cost	Yes Current 7.4%	Yes 8% interest rate	Yes Loan Interest Rate of 5.66% charged in advance	Yes 6% Interest in arrears (after the first year)
Rate Classifications	No– Standard Yes– Guaranteed	Table 5 Standard	Preferred Non-Tobacco or Standard Tobacco Table 8 for Morbidity and Mortality	Preferred Non-Tobacco, Standard Tobacco Table 4 Standard	Table 4 Standard Table 5-8 Substandard (Tobacco: ages 45-71, Non-Tobacco: ages 45-72)	Table 4 Standard	Table 4 Standard
Medically Underwritten	No Only three questions on application to answer– Answer determines rate classification	No	Yes	No	No APS or an Abbreviated Paramedical exam could be required based off net amount of risk	No Could require if necessary for approval	No Could require if necessary for approval
Phone Interview	No	Yes	Yes	Yes	Yes	Yes	Yes

Carrier	National Guardian Life	National Western Life	One America (State Life)	Oxford Life	Royal Neighbors	Sagicor	
Average Turnaround Time	Immediate	Immediate Decision	Full Underwriting Decision in 4-5 business days	Immediate	Point of Sale decision	Point of Sale decision	Point of Sale decision
Terminal Illness	No	Yes	No	Yes	Yes	Yes	Yes
Critical Illness	No	Single Pay: Yes 5 & 10 Pay: No	No	Yes *Not available in AR, AZ, DE, DC, CA, FL, & ND	Yes	Yes *Not available in CA, IL, VA	Yes *Not available in CA, IL, VA
No Cost Riders	Accidental Death Benefit	Paid Up Life Insurance, Living Benefit rider Optional on Single Pay: Accelerated Death Benefit Rider, Qualified Care Services (Not available to tobacco users age 81-85)	Base policy includes 2% of Death Benefit per month be paid out for LTC costs. Option for 3 or 4% for additional cost. Inflation protection rider available for an extra cost. Long Term Care Continuation of Benefits Rider available for an extra cost.	Accelerated Death Benefit Rider -Terminal Illness -Critical Illness -Nursing Home Benefit (not available in CA & FL) -Home Health Care (only available in AR, AZ, DE, DC, & ND)	Accelerated Death Benefit Rider: -Critical Illness, -Chronic Illness, and -Terminal Illness (benefits will be reduced by an administrative fee, actuarial discount, and certificate loans)	Accelerated Death Benefit Rider -Terminal Illness -Critical Illness	Accelerated Death Benefit Rider -Terminal Illness -Critical Illness
Commissions	Depends on Age, Rate Classification, Face Amount	Single Pay: 3-11% 5 Pay: 3-38% 10 Pay: 4-73% Specific to client's age, call for details	8.00% COB Rider: 8.00%	Age 50-75: 8% Age 76-82: -1/2% each year Age 83-85: 4.5%		Age 45-80: 9% Age 81-85: 6.50%	Age 18-80: 8% Age 81-85: 6%
Policy Fee	-		-	\$90.00	None	Year 1: \$100.00 Year 2-20: \$24.00 One time Rider Fee: \$250.00 (or max. state allows).	One time Rider Fee: \$250.00 (or max. state allows).
Carrier Rating	A-	A	A+	A-	A-	A-	A-
State Availability	Not Available: NY	Not Available: NY	Not Available: CT, NH, NY,	Not Available: AL, MT, MS, NY, VT, WV State Specific: AZ, CA, ND, FL		Not Available: LA, MA, NY, OR, PA Critical Illness Not Available: CA, IL, VA	Not Available: LA, MA, MT, NH, NJ, NC, OR, PA, VA Critical Illness Not Available: CA, IL, VA