

## PRODUCT TRAINING PPT SERIES

## **Quality of Life...Insurance**

**AIG Partners Group Product Overview** 

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Policies issued by American General Life Insurance Company ("AGL"), Houston, TX, Member of American International Group, Inc. (AIG)



## PRODUCT TRAINING PPT SERIES

# QoL Advantage—Laddering Policies to Save Money

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#### **QoL Advantage**

### Laddering—See It In Action

Larry, age 39, has two children ages 5 and 8. His goals are to purchase life insurance to provide for his family in the following situations:

- \$250,000 of coverage on himself until his youngest child reaches age 21
- \$500,000 of coverage until retirement at age 62 to protect his family's income needs
- \$250,000 of coverage to pay off his mortgage, which has 27 years remaining

This hypothetical example is for illustrative purposes only. Not an actual case and intended solely to depict how the product features might work.



#### **QoL Advantage**

### Laddering—See It In Action

Larry could buy a single \$1 million policy, but the closest term period offered by other companies would be 30 years.

\$1 million 30 year QoL Flex Term = \$1,385 annual

Initial Annual Savings:	
\$310	

	Purpose	With QoL Advantage		
16 Year 250k DB	Youngest Child Reaches Age 21	\$145		
23 Year 500k DB	To Retirement	\$470		
27 Year 250k DB	Mortgage Protection	\$360		
Total		\$975		

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#### **QoL Advantage**

### Laddering—See It In Action

Even if Larry canceled his 30 year term policy after his total 27 year needs had expired:

\$32,125 in total premium

Total premiums paid into 3 individual term policies:

\$22,850



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## PRODUCT TRAINING PPT SERIES

# **QoL Guarantee Plus GULII**

**Competitive GUL with post-issue flexibility** 

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Policies issued by American General Life Insurance Company ("AGL")

#### **QoL Guarantee Plus GUL II**

### Flexibility & Choice



#### Differentiated Partial Withdrawal Capability Allows You To Access Cash and Preserve Death Benefit Guarantee

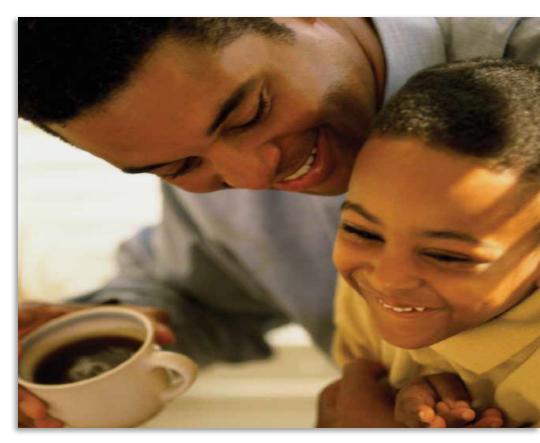
- 1. Not an actual case. Presented for illustrative purposes only.
- 2. Quote dated 09/07/2018.
- 3. The reduction in specified amount will be subject to the same guidelines and restrictions as outlined in the policy. The resulting remaining death benefit amount must be no less than \$50,000.



#### **QoL Guarantee Plus GUL II**

#### Guaranteed Return of Premium (ROP) Enhanced Surrender Value Rider

- If your clients' needs change or they no longer need coverage, the new Enhanced Surrender Value Rider provides two options for surrendering the policy and recouping paid premiums – 50 percent in year 20 or 100 percent in year 25.
- The Enhanced Surrender Value ("ROP") is capped at 40% of specified face amount; for example, the benefit under a policy with a \$1,000,000 specified amount could never be greater than \$400,000.



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#### **QoL Guarantee Plus GUL II**

	Year	Age	Premium Outlay*	Withdrawals	ROP (Enhanced Surrender Value)	Death Benefit	Cash Surrender Value
	1	48	7,384	0		1,000,000	0
	2	47	7,384	0		1,000,000	0
	3	48	7,384	0		1,000,000	0
	4	49	7,384	0		1,000,000	0
	5	50	7,384	0		1,000,000	0
	6	51	7,384	0		1,000,000	0
Enhanced	7	52	7,384	0		1,000,000	0
Linanoca	8	53	7,384	0		1,000,000	0
Surrender	9	54	7,384	0	_	1,000,000	0
Surrender	10	55	7,384	0		1,000,000	6,384
			73,840				
Value Rider	11	56	7,384	0		1,000,000	6,555
	12	57	7,384	0		1,000,000	6,725
(Return of	13	58	7,384	0		1,000,000	6,895
(INCLUITI OF	14	59	7,384	0		1,000,000	7,066
	15	60	7,384	0		1,000,000	7,236
Premium)	16	61	7,384			1,000,000	7,406
	17	62 63	7,384	0		1,000,000	7,577
	18	64	7,384	0		1,000,000	7,747
	20	65	7,384	0	73,840	1,000,000	8,088
	20		147,680	Ū	15,010		0,000
	21	66	7,384	0		1,000,000	8,258
	22	67	7,384	0		1,000,000	8,429
Hypothetical information for illustrative purposes	23	68	7,384	0		1,000,000	13,218
only.	24	69	7,384	0		1,000,000	18,390
	25	70	7,384	0	184,600		23,946
	26	71	7,384	0		1,000,000	29,884

RIDER AVAILABILITY MAY VARY BY STATE

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#### Lifestyle Income Solution (LIS) Rider

**Lifestyle Income Solution: Longevity Insurance** 

- 1. Accelerate up to 10% of DB per year
- 2. Primary requirement: Live to age 85
- 3. Tax-free up to basis; ordinary income after

Choosing to exercise rights under the Lifestyle Income Solution can impact cash available under the Accelerated Access Solution. Please speak with your American General Life Insurance Company representative for more information.



#### **LIS Example**

Year	Age	Premium Outlay	Lifestyle Income Benefit Amount	Death Benefit	Cash Surrender Value	
35	80	9,684	0	1,000,000	100,572	
36	81	9,684	0	1,000,000	110,342	
37	82	9,684	0	1,000,000	120,494	
38	83	9,684	0	1,000,000	131,031	
39	84	9,684	0	1,000,000	141,950	
40	85	9,684	0	1,000,000	153,252	
		387,360				
41	86	0	100,000	900,000	146,088	
42	87	0	100,000	800,000	137,314	
43	88	0	100,000	700,000	109,095	
44	89	0	100,000	600,000	79,096	
45	90	0	100,000	500,000	54,309	
46	91	0	100,000	400,000	32,992	
47	92	0	100,000	300,000	17,989	
48	93	0	100,000	200,000	7,454	
49	94	0	100,000	100,000	1,464	
50	95	0	100,000	8,417	0	
		387,360				
51	96	0	0	0	0	
52	97	0	0	0	0	

Hypothetical information for illustrative purposes only.





## PRODUCT TRAINING PPT SERIES

# 10-10-10 Sales Idea

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#### **Scenario**

- George, 50 years old
- Looking for \$1 million of coverage for his family
- Wants to provide life insurance for his spouse well into retirement, but sees that need dropping as he approaches the latter retirement years
- He is also concerned about the impact of a chronic illness hon his retirement.

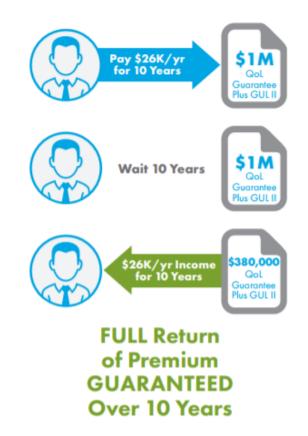
This hypothetical example is for illustrative purposes only. Not an actual case and intended solely to depict how the features might work. It does not reflect the value of any specific policy. Restrictions and limitations apply.

For the purpose of easing the explanation, all numbers have been rounded. The QoL Guarantee Plus II product solution is based on an illustration dated 04/16/18 for a 50 year old male, preferred non-tobacco with premiums paid for 10 years and a death benefit guaranteed to age 100. The policy included the approximately \$25,000 of Lifestyle Income Solution rider, beginning at age 70 and a 100% Accelerated Access Solution rider with a 2% monthly benefit.



#### 10-10-10

- He pays \$26k per year for 10 years
- Then, he pays nothing for 10 years
- Next, he takes \$26k per year out of the policy (tax free!) using the Lifestyle Income Solution Rider
- The withdrawal reduces the life insurance coverage to \$380,000



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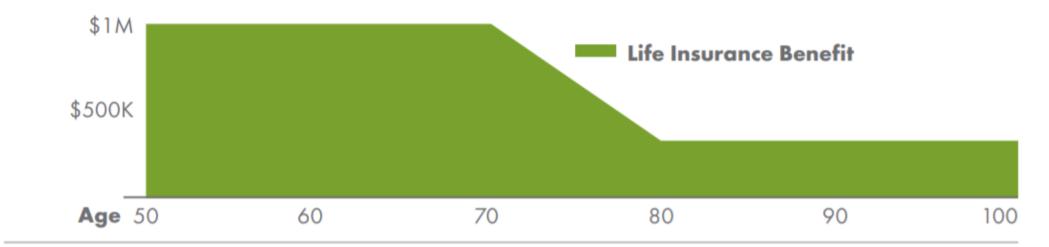
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#### 10-10-10

#### LIFE INSURANCE BENEFIT

\$1,000,000 to age 70; then it steps down to \$380,000 by age 80 and continues to age 100. Guaranteed!



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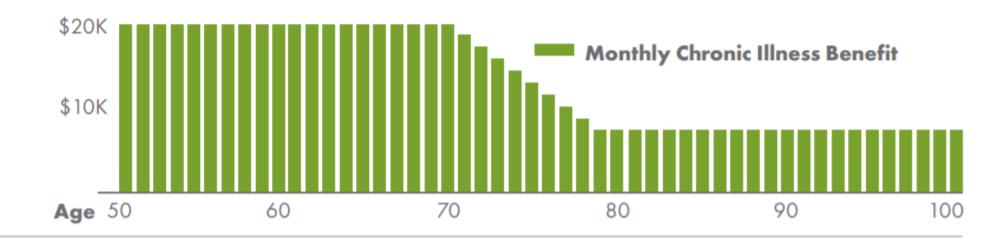
For the purpose of easing the explanation, all numbers have been rounded. The QoL Guarantee Plus II product solution is based on an illustration dated 04/16/18 for a 50 year old male, preferred non-tobacco with premiums paid for 10 years and a death benefit guaranteed to age 100. The policy included the approximately \$25,000 of Lifestyle Income Solution rider, beginning at age 70 and a 100% Accelerated Access Solution rider with a 2% monthly benefit.



#### 10-10-10

#### **CHRONIC ILLNESS BENEFIT**

While several options are available, George chooses to provide 2% of the life insurance coverage as a monthly chronic illness benefit – starting at \$20,000/month during his earning years.3 The benefit then steps down to \$7,600/month during retirement. **Guaranteed!** 



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## PRODUCT TRAINING PPT SERIES

# **QoL Value+ Protector**

Death Benefit Focused Index Universal Life

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#### **Target Market**

- An attractive bridge product between GUL and Cash Accumulation IUL
  - Provides security of a guaranteed death benefit like traditional GUL products
  - Flexibility and meaningful cash accumulation that is found in Index Universal Life products

• Competitive, low-cost death benefit focused IUL with built-in living benefits!

• "Dial-able" guarantees up to age 100!



#### **Excess Funding Feature**



If clients pay extra premium into their policy to achieve additional tax advantaged growth, they can use this unique liquidity option to withdraw excess premiums in policy year 20 with no decrease in their initial death benefit,<sup>1</sup> if there is available cash surrender value in the policy.<sup>2, 3</sup>

1. Option election dates are at the end of the 20<sup>th</sup> policy for issue ages 0-64 or the later of age 85 or the end of the 5<sup>th</sup> policy year for issue ages 65-85.

- 2. Under current federal tax law, partial withdrawals are reportable to the policy owner, and may be taxable.
- 3. Limitations apply.



#### **Strong Index Performance Feature**



If values in the policy exceed benchmark assumptions due to strong index performance, this differentiated liquidity option allows clients to withdraw the excess cash value, either in policy year 20 or at age 85 – with no decrease in the initial death benefit or length of death benefit guarantee.<sup>1</sup> The cash can be used as desired, or to buy additional paid-up life insurance without further underwriting.<sup>2</sup>

1. Option election dates are at the end of the 20<sup>th</sup> policy year (for issue ages 0-64) and the later of age 85 or the end of the 5<sup>th</sup> policy year (for all issue ages). 2. Under current federal tax law, partial withdrawals are reportable to the policy owner and may be taxable. Limitations apply.



#### **Index Strategy Options**

Index Strategy	Guaranteed Minimum Interest	Cap Rate	Participation Rate	Non-Guaranteed Crediting Rate AG 49	Current Account Value Enhancement AVE (policy years 6+)	
Blend Participation Rate	0.00%	0.00% NA	100%	6.09%	0.80%	
Utilizing MLSB Index						
Participation Rate	0.00%	0.00% NA	NA	55%	5.60%	0.75%
Utilizing S&P 500	0.0078	INA	3370	5.0070	0.7 5 /0	
Cap Rate	0.00%	9.00%	NA	5.60%	0.75%	
Utilizing S&P 500	0.00%					
Declared Interest	2.00%	NA	NA	3.25%	0.75%	



Rates current as of 09/14/2018 and subject to change.

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### **Scenario**

Meet Jason. He's 50 years old, married with two kids and needs \$500k additional permanent life insurance coverage.

- Likes the security of a GUL policy, but not the limited cash value.
- Likes the growth opportunity within an IUL, but is still concerned about guarantees.

#### **GUL and IUL solutions:**

For \$467 per month, Jason's financial professional offers him two possible solutions.

- Solution 1 offers a guaranteed death benefit, but requires a higher monthly premium.
- Solution 2 provides similar guarantees due to upside market potential while offering significantly more cash value growth potential.

This is not an actual case. This hypothetical example is for illustrative purposes only.





### Solution 1: \$500k Guaranteed IUL

#### GUARANTEED UL: QoL GUARANTEE GUL II A monthly premium of \$467

- Offers guaranteed insurance coverage until age 105
- Partial withdrawal capability if Jason has built up some cash value in his policy and his needs change, he could withdraw some funds from his policy.
- It's important to note that this would result in a proportional reduction of accumulation value and death benefit. His advisor also explains there is often less cash value in the policy for retirement needs compared to an IUL.

#### **Return of Premium option**

If needs change, Jason could also receive some or all of his paid premiums back at year 20 or 25.<sup>1</sup>

<sup>1</sup> 50% in year 20, 100% in year 25, capped at 40% of the policy's lowest specified amount.





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### **Solution 2: \$500k Protection IUL**

#### **PROTECTION-FOCUSED IUL: QoL VALUE+ PROTECTOR** A monthly premium of \$467

- Tax-advantaged cash accumulation with 3 simple index strategies to choose from. Enjoy upside market potential without downside market risk.
- Guaranteed death benefit coverage until age 94.
- Non-guaranteed death benefit coverage and cash value that can last Jason's full lifetime if funded correctly.
- Strong Index Performance liquidity feature allows for withdrawal of excess cash value, after 20 years or at age 85, with no decrease in the death benefit or guarantees, if certain conditions are met.<sup>2, 3,4</sup>

<sup>2</sup> Option election dates are at the end of the 20th policy year (for issue ages 0-64) and the later of age 85 or the end of the 5th policy year (for all issue ages).

<sup>3</sup> Paid-Up additions option is available on the Strong Index Performance Feature. Only available for Standard or better rated clients.

<sup>4</sup> Policy cash surrender value must exceed benchmark assumptions due to strong index performance.

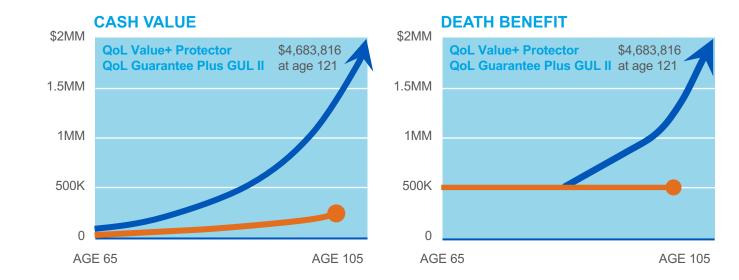




### **Compare the solutions**

Issue age 45, male, preferred nontobacco, \$500k death benefit, solve for premium to guarantee GUL to age 105, full pay.

Using same premium for an IUL run at 6.09% illustrated rate, the guaranteed death benefit coverage is available until age 94 while cash value and death benefit coverage can last Jason's entire life.



#### Summary

Jason wanted the most out of his insurance program. For \$467 per month, his financial advisor provided him with two options. **Which do you think he chose?** 

All policies in this example were illustrated for a 50-year-old male, preferred non-tobacco on 4/23/18. The Secure Lifetime GUL3 policies were illustrated as paying and guaranteed to age 105. The Value+ Protector IUL was illustrated at a 6.09% index crediting rate. Both solutions were illustrated using an monthly premium of \$467. The cash value and death benefit amounts may have been rounded for ease of explanation.

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An Accelerated Death Benefit Rider (ABR) is not a replacement for Long Term Care Insurance (LTCI). It is a life insurance benefit that gives you the option to accelerate some of the death benefit in the event the insured meets the criteria for a qualifying event described in the policy. The rider does not provide long-term care insurance subject to California insurance law, is not a California Partnership for Long-Term Care program policy. The policy is not a Medicare supplement.

ABRs and LTCI provide different types of benefits. An ABR allows the insured to access a portion of the life insurance policy's death benefit while living. ABR payments are unrestricted and may be used for any purpose. LTCI provides reimbursement for necessary care received due to the inability to perform activities of daily living or cognitive impairment. LTCI coverage may include reimbursement for the cost of a nursing home, assisted living, home health care, homemaker services, adult day care, hospice services or respite care for the primary caretaker and the benefits may be conditioned on certain requirements or meeting an elimination period or limited by type of service, the number of days or a maximum dollar limit. Some ABRs and all LTCI are conditioned upon the insured not being able to perform two or more of the activities of daily living or being cognitively impaired.

This ABR pays proceeds that are intended to qualify for favorable tax treatment under section 101(g) of the Federal Internal Revenue Code. The federal, state, or local tax consequences resulting from payment of an ABR will depend on the specific facts and circumstances, and consequently advice and guidance should be obtained from a personal tax advisor prior to the receipt of any payments. ABR payments may affect eligibility for, or amounts of, Medicaid or other benefits provided by federal, state, or local government. Death benefits and policy values, such as cash values, premium payments and cost of insurance charges if applicable, will be reduced if an ABR payment is made. ABR payments may be limited by the contract or by outstanding policy loans.

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Important Note: The ML Strategic Balanced Index<sup>®</sup> embeds an annual index cost in the calculations of the change in Index Value over the Index Term. This "embedded index cost" will reduce any change in Index Value over the Index Term that would otherwise have been used in the calculation of index interest, and it funds certain operational and licensing costs for the index. It is not a fee paid by you or received by the Company. The Company's licensing relationship with Merrill Lynch, Pierce, Fenner & Smith Incorporated for use of the ML Strategic Balanced Index and for use of certain service marks includes the Company's purchase of financial instruments for purposes of meeting its interest crediting obligations. Some portion of those instruments will, or may be, purchased from Merrill Lynch, Pierce, Fenner & Smith Incorporated or its Affiliates.

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