



Insight on Improving Life Insurance Sales

Protection and flexibility your clients never knew they always wanted



Every client will experience at least 1 of 3 things:

- Live too long
- Die too soon
- Get sick along the way



Many clients live longer than expected (live too long)

Longer life spans



The current average
life expectancy for a
65-year-old man is
83 years.¹



The current average
life expectancy for a
65-year-old woman is
85.5 years.¹

A healthy 65-year-old couple
is expected to spend more than
\$600,000
on lifetime medical expenditures.²



¹National Center for Health Statistics, Centers for Disease Control, Health, United States, 2020

²HealthView Services. 2019 Retirement Healthcare Costs Brief. December 2019.

Can client leave a legacy if they live too long?

- Will they use up all their retirement resources with their long life?
- What if loved ones live longer than expected too?
- Will anything be left as a legacy to spouse or children?



Take care of loved ones in the event of early passing



Less than half

of Americans believe they have savings to cover unexpected expenses.¹



On average, women will survive their husbands by 15 years.²



More than 100 million Americans or their immediate family members experienced at least one major unexpected expense last year.

36% of those said the largest unexpected bill was at least \$5,000.³



Only 28% of American families have liquid savings of at least six months of expenses.³



¹Bankrate; Survey; Most Americans wouldn't cover \$1k emergency with savings; January 2019; Page 2

²The Women's Institute for Financial Education; Why Women Need Retirement Planning More Than Men Do; February 13, 2020

³Federal Reserve System; Money in the bank? Assessing families' liquid savings using survey of consumer finances; November 2019

If client dies too soon, what is financial burden on loved ones?

- Will they be able to maintain their lifestyle. Can they still . . .
 - Take family vacations?
 - Pay for college?
 - Pay the mortgage?
 - Pay unexpected expenses?



Some get sick along the way . . .



Six in ten Americans live with at least one chronic disease. ¹



5.8 million
Americans are living with
Alzheimer's disease. ²



\$350,174
approximate lifetime cost
of care for an individual
living with dementia. ²

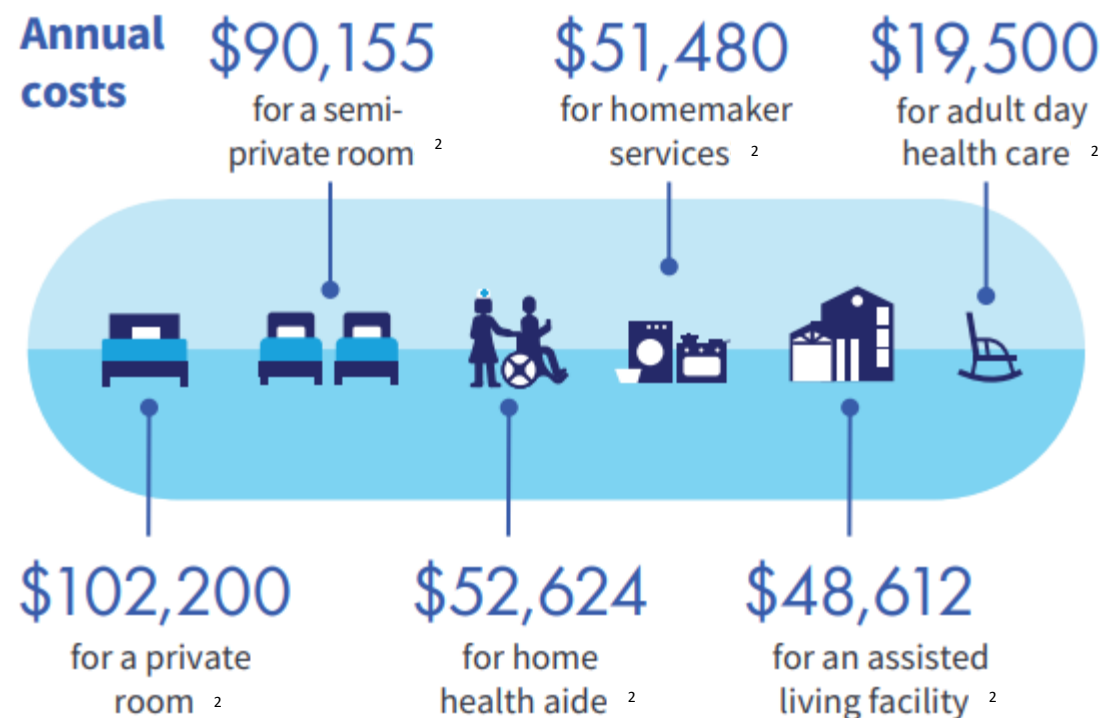


Beyond 100 days,
Medicare pays \$0
for long-term care services. ⁴

137.1 million
Americans have faced
financial hardship this year
due to medical costs. ³

Can your client afford long-term care?

- 70% of Americans reaching 65 will need some type of long-term care services in their lifetime.
- Women typically need care for 3.7 years¹
- Men typically need care for 2.2 years²



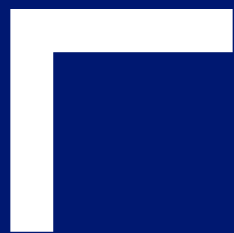
¹Morningstar. 100 Must-Know Statistics About Long Term Care. December 2020

²Genworth. Cost of Care Survey 2019. Conducted by CareScout. November 2019

How will client pay for unexpected healthcare expenses?

- Will client drain savings and/or retirement assets?
- Will this affect the financial stability of loved ones?
- Can client and their family maintain their lifestyle?





The right permanent life insurance can help



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Prepare for all 3 with flexible, low-cost life insurance

1. Live too long: protect your legacy

- Protect policy from adverse market performance with strong cash value
- Customize policy to fit various needs for longer lifetimes with flexible premium payment structures
- Ensure legacy for loved ones



Prepare for all 3 with flexible, low-cost life insurance

2. Die too soon: protect loved ones from financial burden

- Guaranteed death benefit beyond life expectancy
- Flexibility when needs change - reimburse premiums paid if needs changed, and no longer need death benefit or chronic illness protection with Return of Premium option



Prepare for all 3 with flexible, low-cost life insurance

3. Get sick along the way: Protect yourself from unforeseen illness expenses

- Access funds for qualifying chronic illness with Accelerated Access Solution
 - No receipts needed with Chronic illness rider (indemnity benefit)
 - Full waiver of monthly deductions while on claim
 - Flexible benefit based monthly benefit options
 - No long-term care or health certification required to sell*



*Some states may have state-specific requirements

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New QoL Value+ Protector III offers Optionality with . . .

- Low-cost premiums fits into client's budget – QoL Value+ Protector III premium **lower** than prior version
- Improved target premiums in key cells
 - Preferred classes ages 45-65
 - Average increase of 5%
- **NEW** Enhanced Surrender Value Rider (ROP)
 - Automatically included, no additional cost
 - 100% ROP at end of policy year 25¹
 - 50% ROP at end of policy year 20
 - Up to 40% of death benefit
 - Enactment requires full surrender. Enhanced Surrender Value is paid in lieu of policy's cash surrender value
- **NEW** Franklin Quality Dividend Index



¹Surrender age 40 and younger: 75% ROP, capped at 30% of face amount

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QoL Value+ Protector III – Full Pay

Company	Product	Premium	% Diff	Guar Years	CSV YR20	Target	ROP
Global Atlantic	Lifetime Foundation Elite	7,489	-6%	40	65,011	11,530	
American General	QoL Value+ Protector III IUL (MLSB)	7,997	0%	38	176,973	11,693	Y
Nationwide	Indexed UL Protector II 2020	8,655	8%	20	121,799	9,910	
North American	Protection Builder IUL (Fidelity Multifactor Yield Index 5% ER)	9,043	13%	26	208,751	10,740	
Prudential	PruLife Founders Plus UL (2021) (Goldman Sachs Voyager Indexed Account)	9,148	14%	40	189,745	11,740	
American National	Signature Protection IUL	12,879	61%	71	300,133	10,160	

50/M/PPNT, \$1M DB, Full pay at Max% Rate. Rates as of 6/13/2022.

Carriers mentioned in the presentation are peer group competitors of AGL. Every attempt has been made to verify the accuracy of competitor information.



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QoL Value+ Protector III – Ten Pay

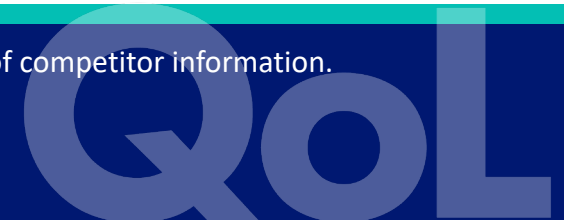
Company	Product	Premium	%Diff	Guar Years	CSV YR20	Target	ROP
Global Atlantic	Lifetime Foundation ELITE	14,774	-8%	35	138,848	11,530	
American General	QoL Value+ Protector III IUL (MLSB)	16,016	0%	32	262,292	11,693	Y
North American	Protection Builder IUL (Fidelity Multifactor Yield Index 5% ER)	17,758	11%	24	308,459	10,740	
Nationwide	Indexed UL Protector II 2020	19,274	20%	20	336,702	9,910	
Prudential	PruLife Founders Plus UL (2021) (Goldman Sachs Voyager Indexed Account)	20,632	29%	40	305,634	11,740	
American National	Signature Protection IUL	26,265	64%	55	430,092	10,160	

50/M/PPNT, \$1M DB, Ten pay at Max% Rate. Rates as of 6/13/2022.



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What happens if index performance is lower?

- Index performance varies each year
- Important to set expectation with client that actual index performance may vary from illustrated performance
- Need to ensure product can sustain itself when stress testing

How does it look if index performs lower than max rate every policy year?



QoL Value+ Protector III – Full Pay

Assumes same premium from prior example – using illustration rate lower than each carrier's max rate

Company	Product	Max Rate	Premium	Carry-to-Age		
				Max Rate	-0.5%	-1.00%
American General	QoL Value+ Protector III IUL (MLSB)	5.99%	\$7,997	121	100	96
Global Atlantic	Lifetime Foundation ELITE	5.55%	\$7,582	121	90	90

50/M/PPNT, \$1M DB, Full pay at Max% Rate minus 1%. Rates as of 6/13/2022.



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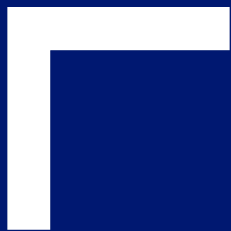


Still protecting what matters most when stress tested:

- Death benefit carries beyond life expectancy at 0.5% and 1% below max rate
- Strong cash value helps death benefit carry into 90s
- Return of Premium (Enhanced Surrender Value Rider) still available

QoL Value Plus Protector III – competitive premium & strong performance even when stress tested!





Preparing for unexpected illness



QoL ABRs vs Competitors

	American General	ANICO	Fidelity & Guaranty	Global Atlantic	LSW / National Life	North American	Transamerica
	QoL SelectChoice II Accelerated Benefits Rider	Accelerated Benefit Riders	Living Benefit Riders	Accelerated Access Rider & Accelerated Death Benefit Rider	Accelerated Benefits Rider	Accelerated Death Benefit Endorsement	Chronic Illness Rider
Available Products	Term, IUL, GUL	Term, GUL, IUL, WL	IUL	IUL, UL, Survivor UL	Term, IUL, UL	Term, GUL, IUL	Term, IUL
Guaranteed Minimum Benefit	Yes	No	No	No	No	Critical illness: 40% of death benefit accelerated	No
Chronic Illness Maximum Accelerated Benefit	Lesser of 100% of death benefit or \$2,000,000	Ages 0-65: \$2,000,000 Ages 66+: \$1,000,000	Initial acceleration is 25% of death benefit; Subsequent ones are lesser of 100% of death benefit or \$1,000,000	Lesser of 100% of death benefit or \$1,000,000	Lesser of 100% of death benefit or \$1,500,000	Term: Lesser of 24% or \$480,00 / year UL: Lesser of 24% or \$240,000 / year	Lesser of 90% of death benefit or \$1,500,000
Critical Illness Maximum Accelerated Benefit	Lesser of 100% of death benefit or \$2,000,000	Ages 0-65: \$2,000,000 Ages 66+: \$1,000,000	Lesser of 100% of death benefit or \$1,000,000	Lesser of 50% of death benefit or \$50,000	Lesser of 100% of death benefit or \$1,000,000	Term : Lesser of 90% of death benefit or \$1,000,000 UL: 25% of death benefit or \$50,000	Lesser of 90% of death benefit or \$1,500,000 (\$500,000 for IUL)
Terminal Illness Maximum Accelerated Benefit	Lesser of 100% of death benefit or \$2,000,000	Ages 0-65: \$2,000,000 Ages 66+: \$1,000,000	Lesser of 100% of death benefit or \$1,000,000	Lesser of 50% of death benefit or \$250,000	Lesser of 100% of death benefit or \$1,500,000	Term: Lesser of 90% or \$1,000,000 UL: Lesser of 75% of death benefit or \$750,000	Lesser of 100% of death benefit or \$1,500,000

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Data is current as of February 2, 2021

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Accelerated Access Solution – Rider details

- Paid chronic illness rider
- Unable to perform 2 out of 6 Activities of Daily living¹, or Severe Cognitive Impairment
- 100% death benefit acceleration, up to \$3 million
 - Dollar-for-dollar acceleration
- Condition does **NOT** have to be permanent
- Indemnity benefit
 - No receipts – spend benefit on anything
 - NOT reimbursement – once certified, acceleration is provided regardless of actual costs of care incurred
- **FULL** waiver of monthly deductions
- No A&H license or LTC certification required*

¹Activities of daily living include; bathing, eating, dressing, continence, toileting, transferring

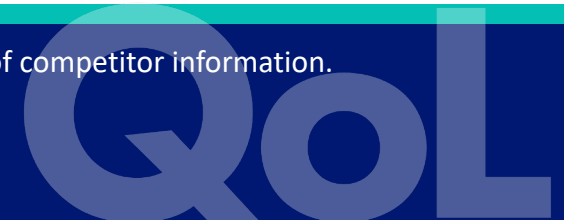
*IRS caps the maximum per diem limitation excludable from taxable income each year. The 2022 maximum is \$390/day or \$11,863/month. Subsequent years may be higher.

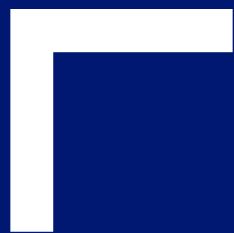
**Some states may have state-specific requirements

QoL Value+ Protector III – With AAS/LTC Rider

Company	Product	Premium	Guar to Age	CSV YR20	Carry to Age	Target	ROP	CI/LTC Indemnity
John Hancock	Protection IUL 22 (Barclays Global MA Bonus Rate) w Long-Term Care Rider	\$8,410	79	\$130,155	121	\$11,357		
Protective	Indexed Choice UL 7-21 w ExtendCare	\$9,002	88	\$222,349	121	\$11,011		Yes
American General	QoL Value+ Protector III IUL (MLSB)	\$9,188	88	\$173,553	121	\$12,953	Yes	Yes
Mutual of Omaha	Life Protection Advantage IUL w Long Term Care Rider	\$9,226	90	\$190,607	120	\$10,100	Yes	
Lincoln Financial	WealthPreserve 2 IUL (2020) (Fidelity AIM Dividend Indexed Account) w Care Coverage Accelerated Benefits Rider	\$9,300	90	\$217,445	99	\$11,490		
Symetra	Symetra Protector IUL 3.0 w Chronic Illness Plus Rider	\$9,679	91	\$225,561	120	\$11,995		Yes
Nationwide	Indexed UL Protector II 2020 w Long Term Care Rider II	\$9,699	70	\$203,455	120	\$10,906		Yes
Prudential	PruLife Founders Plus UL (2021) (Goldman Sachs Voyager Indexed Account) w BenefitAccess Rider	\$9,883	88	\$208,606	121	\$12,830		Yes

Carriers mentioned in the presentation are peer group competitors of AGL. Every attempt has been made to verify the accuracy of competitor information.





QoL Value+ Protector III
can help meet clients needs,
no matter whether they
live too long
die too soon
or get sick along the way



Flexible, low-cost life insurance: QoL Value+ Protector III

- Protect loved ones from financial burden
 - Competitive premiums and guaranteed death benefit beyond life expectancy
- Protect policy from adverse market performance
 - Strong cash value designed to support policy's death benefit – even when stress tested
- Protect from unforeseen illness expenses
 - Chronic illness rider available to accelerate death benefit chronic illness needs
 - Indemnity benefit – no receipts needed
- Provide clients flexibility - Optionality
 - Return of Premium feature available to reimburse premiums paid in event needs have changed, and no longer need death benefit or chronic illness protection

Flexible protection your clients never knew they always wanted, no matter whether they live too long, die too soon, or get sick along the way



Other July Enhancements

Effective July 25, 2022

July Product Enhancements

- **NEW** QoL Max Accumulator+ III
 - Improved target premium by an average of 17%, higher for target ages 30-55
 - Updated cap/par/AVE rates
 - New proprietary Franklin Quality Dividend Index (FQD)
- Agile Underwriting+ Updates
 - Agent completed Part B now available for term cases submitted via iGO full eApp (previously only available on IUL cases)
 - Improved details for UW decisions when offer is less than best class
 - Now available for QoL Advantage program, for cases submitted via iGO full eApp



QoL Max Accumulator+ III – Index Strategies

	Index Strategy	Cap	Par	Max Illust. Rate	AVE ¹
Proprietary Volatility Control Index	Blend Participation Rate ² <i>ML Strategic Balanced Index</i>	N/A	100%	6.48%	0.65%
	Dividend Participation Rate ² (New) <i>Franklin Quality Dividend Index</i>	N/A	100%	5.23%	0.75%
	Global Blend Participation Rate ² <i>PIMCO Optima Index</i>	N/A	75%	6.48%	0.40%
S&P 500	Cap Rate <i>S&P 500 Index</i>	10.50%	100%	6.48%	0.10%

¹ Available from policy years 6+. Minimum AVE are: 0.10%.

² It is important to note that volatility control measures may help to limit the impact of market downturns; however these measures can also limit the impact of positive market performance. An IUL is not an investment; it is a life insurance product that provides growth potential through index interest crediting. You cannot invest directly in an index.

QoL Value+ Protector III – Index Strategies

	Index Strategy	Cap	Par	Max Illust. Rate	AVE ¹
Proprietary Volatility Control Index	Blend Participation Rate ² <i>ML Strategic Balanced Index</i>	N/A	85%	5.99%	0.65%
	Dividend Participation Rate ² (New) <i>Franklin Quality Dividend Index</i>	N/A	100%	5.23%	0.85%
	Global Blend Participation Rate ² <i>PIMCO Optima Index</i>	N/A	70%	5.99%	0.50%
S&P 500	Cap Rate <i>S&P 500 Index</i>	9%	100%	5.74%	0.10%

¹ Available from policy years 6+. Minimum AVE are: 0.10% for S&P 500 and FQD; 0.40% for MLSB and PIMCO.

² It is important to note that volatility control measures may help to limit the impact of market downturns; however these measures can also limit the impact of positive market performance. An IUL is not an investment; it is a life insurance product that provides growth potential through index interest crediting. You cannot invest directly in an index.

Franklin Quality Dividend Index™

What?



Dividend Strength

An equity based index focused on capturing the dividend strength of high-quality stocks

Why?



Consistent Growth

A focus on high-quality U.S. companies with healthy and sustainable dividends can help provide consistent growth in up-and-down markets

How?



Simple Construction

A simple, transparent construction utilizing two liquid, widely used ETFs and cash



For illustrative purposes only. It is not possible to invest directly in an index.

Asset allocation does not guarantee a profit or protect against loss in a declining market. Past performance is not indicative of future results.

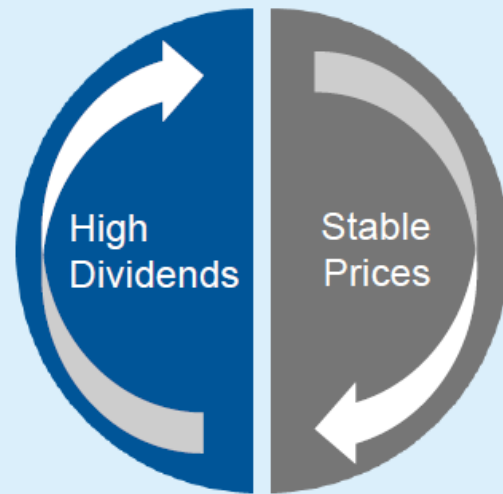
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QoL

Franklin Quality Dividend Index™

Dynamically allocates between two types of dividend paying stocks

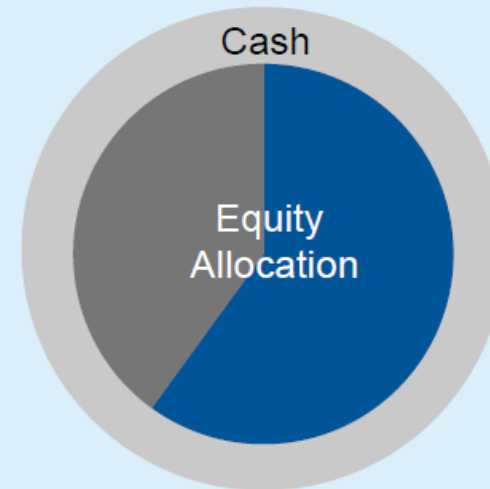
1 Set Equity Allocation



Monthly Reallocation

Allocations between high dividend paying stocks and stocks with high price stability are repositioned every month to enhance growth potential.

2 Adjust Balance Between Equity and Cash



Daily Adjustments

Adjust the mix between the equity allocation and cash as market conditions change, to potentially reduce risk.



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Illustration Enhancements

Max Accumulator+ III

Index Universal Life Insurance

Secure your financial future with a flexible permanent life insurance policy that provides protection and cash value accumulation.

Top reasons this may be the right product for you



Accumulate cash value with managed volatility

This policy provides three crediting strategies linked to proprietary indices designed for controlled volatility. Premiums can be allocated to one, two or all three strategies, plus the S&P 500 index strategy as well as the fixed rate crediting strategy.



Secure living benefits you can use in your lifetime

Optional chronic illness rider offers benefits to help cover qualifying chronic illnesses and care expenses – no receipts needed.



Access your cash value with flexible choices

You can access available cash value via loans or withdrawals¹ to meet financial needs of any kind.



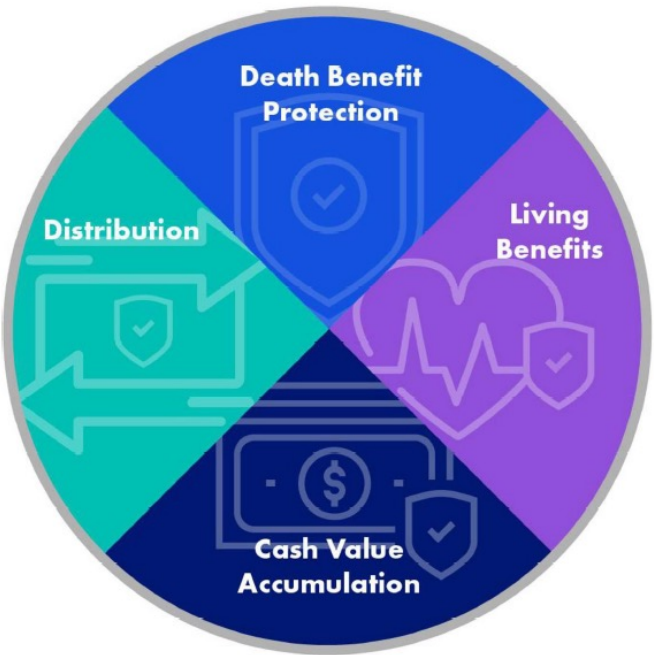
Get fast, non-invasive underwriting if you qualify

Approved and issued without traditional underwriting or medical exams through our Agile Underwriting+ program. Applicants must be age 59 and under and applying for \$2 million or less in coverage.



¹ Assumes the use of withdrawals to loans and/or policy loans. Policy must comply with IRS requirements to qualify as a life insurance contract. Total premiums in the policy cannot exceed funding limitations under IRC section 7702. Withdrawals taken during the first 15 years of the contract may be treated as income but not taxable in your income. If the policy is classified as a modified endowment contract (see IRC section 7702A), withdrawals or loans are subject to regular income tax and an additional 10% tax penalty may apply if taken prior to age 59 1/2. Distributions will reduce policy values and may reduce benefits, availability of policy loans and withdrawals depend on multiple factors including but not limited to policy terms and conditions, performance, and fees or expenses.

POLICY ISSUED BY AMERICAN GENERAL LIFE INSURANCE COMPANY (AGLIC)



Death Benefit¹

at Age 65 \$346,531.31²
Available Death Benefit that may be paid to your loved ones tax free¹

Living Benefits

at Age 65 \$346,531.31⁴
Available Death Benefit for Qualified Chronic, Critical and Terminal illness Acceleration

Cash Value

at Age 65 \$346,531.31²
at Age 100 \$346,531.31²

Distribution

at Age 85 \$346,531.31²
at Age 100 \$346,531.31²
Cumulative income distribution⁵ that are potentially tax free³



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August Enhancements: QoL Flex Term

QoL Flex Term: August 2022 reprice

Lower premiums in most of the cells along with higher commissions

- **Monthly modal factor has dropped to 0.0845, about the lowest around**
- **Changes in premiums:**
 - **Over 96% of cells will have lower monthly premiums**
 - **The average cell saw a change of -0.4% annually and -1% monthly**
 - **Annually, most cells had a price change: 44% of cells have lower annual rates, just 6% increased, and over half were unchanged**
 - **Premium changes ranged from a 13% decrease to an 8% increase, annually**
- **Increased commissions – 5% more for agents for all durations**



QoL Flex Term

Highlights

Invaluable Flexibility

- 18 term periods: Ability to choose any duration between 10, 15-30 year; and 35 years*
- Clients can choose the policy durations that match their specific needs with an industry-leading 18 durations
- The **35-year duration can be an affordable alternative to a GUL policy**
- Includes **QoL Accelerated Benefit Riders**

Full Convertibility

- Full convertibility for the **entire term period** or up to age 70
- Partial conversions available



* 35-year duration not available at all firms

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Agile Underwriting+ (AU+)!

Parameters

- Went into effect in February 11, 2022
- For ages 59 and under; Standard and better – **Tobacco and Non-Tobacco**
- Face amounts up to \$1M
- ***QoL Advantage Program Available for AU+ (New)***

Process

1. Apply through iGO full eApp with **Agent Completed Part B (new)** or CRL Plus completing Part B medical history via tele-interview.
2. Tele-interview
 - Client contacted by CRL Plus for application completion
 - At end of tele-interview, real-time decision provided if an exam is required. When required, CRL Plus will help schedule the exam for client
3. Underwriting review
 - Additional requirements requested as necessary
 - Underwriting decision provided to Agent.1
4. Policy approved and delivered

July 2022 update
allows cases to be
underwritten
more quickly and
improves the
throughout rate
by 10%



* Real-time exam decision not yet available in Hawaii, New Hampshire and New York for cases submitted by ticket.

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AAS available on term conversions!

Something no other term product offers

AAS Parameters

- Term policy must have been issued in the past five years
- Ages 60 and under
- Available for cases rated standard or better
 - No table ratings, no flat extras
- Max AAS benefit is \$3M with partial conversions allowed

AAS Process

- Complete the Inforce Change Application & Supplemental Application for Chronic Illness Accelerated Death Benefit Rider
- **No medical underwriting** is conducted on the term conversion* – non-invasive underwriting is conducted on the AAS rider
- Rider claims are contestable for the first two years



* Cannot be added to previously converted products

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QoL Flex Term: versus other products with living benefits

ANICO, Columbus Life, LSW, Mutual of Omaha Term Express, Nationwide, North American and Transamerica LB

15-, 20-, 25- and 30-year durations and up face amounts of \$250,000 and up

Ranking	Annual Rates	Monthly Rates
Top 1	28%	52%
Top 2	60%	79%

ANICO, Columbus Life, LSW, Mutual of Omaha Term Life Express, Nationwide, North American ADDvantage, and Transamerica Trendsetter LB are term products that also offer built-in accelerated benefit riders, making these the most directly competitive products to QoL Flex Term.

- Unlike **ANICO** and **LSW**, QoL Flex Term offers all underwriting classes at \$250,000 and less
- **Mutual of Omaha Term Life Express** has a maximum face amount of only \$300,000
- Of these products, only **North American ADDvantage** is generally less expensive than QoL Flex Term, but it does not offer a 25-year duration nor SPNT class
- It is the **only one with a 35-year duration**, a key differentiator, especially for those younger clients.



Data is current as of August 1, 2022..

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QoL Flex Term: August 2022 changes – Monthly rates

Monthly rates are cheaper due to the extremely low new monthly modal factor

Band	10 year	15 year	20 year	25 year	30 year	35 year
\$100K	Ranges from --10% to +3%	Ranges from -7% to +7%	Ranges from -6%^ to +4%	Ranges from -6% to +1%	Ranges from -5% to +4%	Ranges from -6% to -1%
\$250K	Ranges from -10% to 47%	Ranges from -13% to +7%	Ranges from -9% to +4%	Ranges from -5% to +4%	Ranges from -7% to +3%	Ranges from -7% to +4%
\$500K	Ranges from -9% to +6%	Ranges from -13% to +4%	Ranges from -7% to +4%	Ranges from -7% to -1%	Ranges from -14% to +2%	Ranges from -14% to -1%
\$1M	Ranges from -13% to +4%	Ranges from -6% to +4%	Ranges from -7% to +4%	Ranges from -4% to -1%	Ranges from -8% to +1%	Ranges from -8% to -1%

- With the modal factor dropping to 0.0845 from 0.0850, almost every monthly rate decreased.
- Only one other product has a lower monthly modal factor.

Average Increase	No Changes	Average Unchanged	Average Decrease
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QoL Flex Term with living benefits: \$500,000 comparison

Monthly amount more QoL Flex Term is than the cheapest competitor – Male, \$500,000 Face Amount, 20-Year Term

	20	25	30	35	40	45	50	55	60
PPNT	\$0.10	\$0.10	\$0.47	\$0.46	\$0.97	\$0.25	\$0.42	\$5.04	\$14.86
PNT	(\$0.97)	(\$0.97)	(\$0.16)	\$0.49	\$1.67	(\$0.63)	\$1.09	\$1.59	\$6.52
SPNT	\$1.07	\$1.07	\$0.21	\$2.67	\$4.07	\$5.13	\$10.44	\$14.30	\$22.77
SNT	(\$2.37)	(\$2.37)	(\$0.63)	\$0.04	\$1.52	\$1.62	(\$2.26)	(\$2.33)	(\$0.92)
PT	\$6.16	\$5.28	\$4.32	\$5.06	(\$0.68)	\$10.27	\$27.48	\$28.99	(\$57.03)
ST	(\$14.53)	(\$16.63)	(\$3.54)	\$5.42	\$13.38	(\$0.76)	(\$16.10)	\$26.54	(\$140.94)

Monthly amount more QoL Flex Term is than the cheapest competitor – Female, \$500,000 Face Amount, 20-Year Term

	20	25	30	35	40	45	50	55	60
PPNT	(\$0.32)	(\$0.32)	\$0.17	\$0.04	\$0.72	(\$0.24)	\$2.75	\$1.66	\$8.26
PNT	(\$0.53)	(\$0.53)	(\$0.03)	(\$0.05)	\$0.48	\$0.87	\$2.94	\$2.37	\$11.65
SPNT	\$1.59	\$1.59	\$1.58	\$1.80	\$2.10	\$5.90	\$8.34	\$13.36	\$47.37
SNT	(\$0.32)	(\$0.32)	\$0.19	(\$2.85)	(\$1.00)	(\$1.97)	(\$3.47)	(\$0.14)	\$10.28
PT	\$1.78	(\$1.30)	\$2.53	\$4.30	\$2.66	\$9.13	\$22.29	\$23.65	(\$2.39)
ST	\$7.07	\$3.48	\$0.56	(\$1.23)	(\$2.06)	\$19.10	\$37.79	\$29.02	(\$61.62)

Legend: Cheaper Within \$5 Not within \$5



Comparison of the monthly premiums of QoL Flex Term versus ten of its competitors: ANICO Signature Term, Columbus Life Nautical Term, Life insurance Company of the Southwest Level Term, Mutual of Omaha Term Life Express, Nationwide Guaranteed Level Term, North American ADDvantage, and Transamerica Trendsetter LB.. Current as of August 1, 2022.

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QoL Flex Term with living benefits: \$1,000,000 comparison

Monthly amount more QoL Flex Term is than the cheapest competitor – Male, \$1,00,000 Face Amount, 20-Year Term

	20	25	30	35	40	45	50	55	60
PPNT	(\$1.44)	(\$1.44)	(\$1.39)	(\$0.57)	(\$1.27)	\$1.07	(\$3.15)	\$7.60	\$12.28
PNT	(\$4.23)	(\$4.23)	(\$2.35)	(\$1.21)	\$0.29	\$1.51	(\$0.35)	(\$5.25)	\$14.54
SPNT	(\$0.31)	(\$0.31)	(\$1.73)	\$4.97	\$7.78	\$8.67	\$11.96	\$17.40	\$48.83
SNT	(\$2.72)	(\$2.72)	(\$3.60)	(\$2.28)	(\$3.61)	(\$6.41)	(\$2.76)	(\$5.32)	\$13.39
PT	\$1.61	(\$0.15)	\$6.50	\$11.81	(\$4.68)	\$26.19	\$63.10	\$50.38	(\$83.62)
ST	(\$26.86)	(\$31.24)	(\$10.93)	\$3.08	\$13.94	\$3.01	(\$1.97)	\$71.36	(\$139.98)

Monthly amount more QoL Flex Term is than the cheapest competitor – Female, \$1,000,000 Face Amount, 20-Year Term

	20	25	30	35	40	45	50	55	60
PPNT	(\$2.86)	(\$2.86)	(\$0.98)	(\$0.60)	(\$0.07)	\$0.65	\$8.04	\$8.80	\$19.44
PNT	(\$3.31)	(\$3.31)	(\$1.29)	(\$0.91)	\$0.25	\$2.01	\$4.51	\$6.77	\$16.05
SPNT	(\$0.18)	(\$1.05)	(\$2.60)	(\$3.38)	\$4.36	\$3.65	\$10.83	\$23.98	\$83.29
SNT	(\$3.73)	(\$4.61)	(\$5.31)	(\$8.41)	(\$2.60)	(\$4.56)	(\$1.12)	\$2.42	\$5.39
PT	\$3.11	(\$3.05)	\$0.29	\$0.14	\$5.65	(\$0.84)	\$13.24	\$36.81	(\$27.89)
ST	\$9.90	\$1.98	(\$2.58)	\$0.89	(\$15.74)	\$28.75	\$67.18	\$76.58	(\$55.52)

Legend: Cheaper Within \$5 Not within \$5



Comparison of the monthly premiums of QoL Flex Term versus ten of its competitors: ANICO Signature Term, Columbus Life Nautical Term, Life insurance Company of the Southwest Level Term, Mutual of Omaha Term Life Express, Nationwide Guaranteed Level Term, North American ADDvantage, and Transamerica Trendsetter LB.. Current as of August 1., 2022.

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QoL Flex Term feature comparison

No other major carrier matches its range of features and benefits

Company	Durations Offered								Minimum Face	Accelerated Benefits
	10	15	20	25	30	35	40	Other		
QoL Flex Term	✓	✓	✓	✓	✓	✓		✓	\$100,000	✓
ANICO Signature Term	✓	✓	✓		✓				\$50,000	✓
Equitable Term 160	✓	✓	✓						\$1,000,000	
Banner OPTerm	✓	✓	✓	✓	✓	✓	✓		\$100,000	
John Hancock Protection Term	✓	✓	✓		✓				\$100,000	
Lincoln LifeElements Term	✓	✓	✓		✓				\$250,000	
LSW Level Term	✓	✓	✓		✓				\$100,000	✓
Mutual of Omaha Term Life Express	✓	✓	✓		✓				\$25,000	✓
Nationwide Guaranteed Level Term	✓	✓	✓		✓				\$100,000	✓
North American ADDvantage Term	✓	✓	✓		✓				\$100,000	✓
Prudential Term Essential	✓	✓	✓		✓				\$100,000	
Transamerica Trendsetter LB	✓	✓	✓	✓	✓				\$25,000	✓



* All the term products offered by these companies

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QoL Flex Term: Market leading conversion options

Very competitive conversion choices

Product	Until year	Until age	Convert to Full Portfolio
QoL Flex Term	Entire term	70	✓
ANICO Signature Term	10 to 18	65	✓
Equitable Term 160	10-year is 10; 15-year is 15; and 20-year is 20	70	✓
Banner OPTerm	Entire Term	70	Only one other product
John Hancock Protection Term	Entire Term	70	Only years 1 to 4
Lincoln LifeElements Term	Entire Term	70	✓
LSW Level Term	10 to 20	70	✓
Mutual of Omaha Term Life Answers	Entire Term: 30-year is 20	75	✓
Nationwide Guaranteed Level Term	Entire Term: 30-year is 20	65	
North American ADDvantage	10-year is 7; 15- is 12; 20- is 15, and 30-year is 20	70	✓
Prudential Term Essential	Entire Term	65	✓
Transamerica Trendsetter LB	Entire Term	75 for PPNT 70 others	



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QoL Flex Term: Product specs

Issue Age: Minimum of age 20 for all classes

Age Designation: Age Nearest

Risk Classes: Available for face amounts of \$100,000 and above

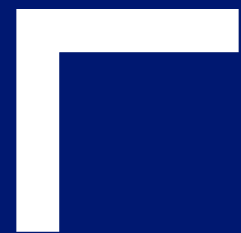
- Preferred Plus
- Preferred Non-tobacco
- Standard Plus
- Standard Non-tobacco
- Preferred Tobacco
- Standard Tobacco
- Substandard classes A through H

Monthly Modal Factor: 0.0845

Policy Fee:

- \$75, non-commissionable
- A discount to the policy fee may be applied with the QoL Advantage program





QoL Advantage



QoL Advantage

A multi-policy discount program for QoL products

- Policy fee discounts and / or banding discounts are available when a combination of certain QoL UL and QoL term, or a combination of multiple QoL term policies are purchased
- Offers banding discounts as well as the ability to waive the policy fee on the associated term policies:
 - Banding is a volume discount for the multiple policies
 - The total face amount between all policies is considered in the banding
- The higher the total face amount, the lower the per unit of insurance for the client



QoL Advantage: Policy fees

A multi-policy discount program for QoL products

- The annual policy fee for QoL Flex Term is \$75
- If QoL Flex Term is purchased with an additional QoL product, **the policy fee for the associated term policy or policies will be waived**
- Policy fees are waived in the following scenario:
 - If the insured is the same as qualifying insured
 - The same application date
 - Billed to the same person (ABC billing)



QoL Advantage: Laddering

A multi-policy discount program for QoL products

Build your life insurance on YOUR terms. With QoL Advantage, you choose the exact amount and period of coverage you need. Not only does QoL Advantage let you customize your loved ones' coverage; it can help you save money on premiums with laddering.

What is Laddering?

Laddering means you buy multiple smaller policies that custom tailor your needs rather than one large policy.



Clients should consult a financial professional to determine if the laddering technique is appropriate for their situation.

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Here's how laddering works

1

**Identify
your needs**

2

**Determine
how long you
need coverage**

3

**Determine
the amount of
those needs**

4

**Buy multiple policies
that match your needs
exactly, instead of one
larger policy**

By laddering your policies, you can purchase the right amount of coverage in a cost-effective way



QoL Advantage: Laddering in action

A multi-policy discount program for QoL products

Larry, age 41, has two children ages 5 and 8. He is in good health. 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 26 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.

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QoL Flex Term: Laddering in action

A multi-policy discount program for QoL products

Larry could buy a single \$1,000,000 policy, but the closest term period offered by other companies is 30 years.

- He could purchase a \$1,000,000 30-year QoL Flex Term policy, which is **\$1,513 annually**
- Or he could ladder several QoL Flex Term policies:

Male, age 41, Preferred Non-Tobacco			Annual Savings: \$399
	Purpose	With QoL Advantage	
16-Year, \$250,000	Youngest Child Reaches Age 21	\$181	
21-Year, \$500,000	To Retirement	\$483	
26-Year, \$250,000	Mortgage Protection	\$450*	
		\$1,124 annually	

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

* The term policy with the longest duration is consider the "lead" term and does not receive the policy fee discount.

Data is current as of August 1, 2022..



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QoL Flex Term: Laddering in action

A multi-policy discount program for QoL products

Even if Larry **cancelled** his 30-year term policy after his total 26-year needs had expired, he is still saving money using laddering with the QoL Advantage program:



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

* The term policy with the longest duration is considered the "lead" term and does not receive the policy fee discount.

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The equity index account provides benefits linked to an external equity index and does not participate directly in the equity index market. While index interest credited to the policy is related to the performance of the underlying index, it is not an investment in that index. The actual amount of index interest credited to an index universal life insurance policy will vary based on the performance of the index, the interest rate environment, the cost of options, and other economic factors.

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Important Note: The ML Strategic Balanced Index® 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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