THE ROAD TO A SECURE FUTURE

TERM vs. PERMANENT INSURANCE

Life insurance products fall into one of two categories: term or permanent. Both can play an essential role in planning a secure future for families.

TERM INSURANCE

A term life policy provides coverage for a specific period of time, such as 10, 20, or 30 years, during which level premium payments are made. Clients are covered while the policy is in force. When the policy's level premium period ends, the client can elect to renew the policy for an annual renewable term policy. This is generally available without the need for additional underwriting, but the annually renewable term rates will be higher than the level period rates.

When considering life insurance, term life insurance can be a good first choice — especially for families just starting out. Because term insurance is generally quite affordable — particularly for younger ages or temporary insurance needs — term life insurance is an easy way to help provide financial peace of mind for families. The death benefit will help a client's beneficiaries fill the gap left by the loss of income and may help in preserving assets such as their home. Term life insurance can also cover specific financial obligations that will disappear over time, such as a mortgage or loans.

Because term life insurance is not permanent life insurance, it does not build cash value. There's no commitment, either. If your client decides to end their coverage before the term is up, they can simply stop making payments and that's it — there aren't any other obligations. And if they should change their mind, there is a grace period during which they can reinstate the policy.

PERMANENT INSURANCE

Permanent life insurance doesn't limit the death benefit to a specific span of time. There's always a payout, regardless of when the insured dies, as long as the policy remains in force. What's more, permanent life insurance can build a cash value, which grows with each payment made in excess of the policy charges. Because of these valuable benefits, premiums for permanent life are usually higher than those for term life. In addition, certain types of permanent insurance also offer premium payment flexibility. Keep in mind, permanent life insurance requires a long-term commitment since a surrender charge is typically applied if a policy is canceled during the first ten to fifteen policy years. Canceling a policy after only a few years can be expensive.

With permanent insurance, your client's premium dollars less a premium expense charge are applied to the policy's account value. From the account value, deductions are made to pay the cost of insurance and expenses associated with providing the policy. What's left over becomes the net cash value, which takes into account policy surrender charges, if applicable.

Example of Premium Flow:

TRANSAMERICA FINANCIAL FOUNDATION IUL

FLEXIBLE PREMIUM PAYMENT*
(OWNER CONTROLLED)

LESS

Premium Expense Charge

Net Premium Allocation Choices

1 Global Index Account (GIA)

2 S&P 500® Index (IA)

3 Basic Interest Account (BIA)

Interest

Interest

POLICY VALUE

TAX-DEFERRED ACCUMULATON

LESS

Index Account monthly charge

Monthly Deductions:

Cost of insurance

Per unit charges

Monthly policy charges

Additional rider charges

DISTRIBUTIONS

LIVING BENEFITS**

Withdrawals

Policy loans

Terminal Illness Accelerated Death Benefit Rider

DEATH BENEFITS**

Federal income tax-free proceeds paid at death

EARLY POLICY SURRENDER***

Surrender charges may apply and any gain is taxable

* Subject to certain minimums and maximums.

** Loans, withdrawals, and death benefit accelerations will reduce the policy value and death benefit. Provided the policy is not and does not become a modified endowment contract (MEC), 1) withdrawals are tax-free to the extent that they do not exceed the policy basis (generally, premiums paid less withdrawals) and 2) policy loans are tax free as long as the policy remains enforce. If the policy is surrendered or lapses, the amount of the policy loan will be considered a distribution from the policy and will be taxable to the extent that such loan plus other distributions at that time exceed the policy basis. Please consult with and rely on your tax advisor regarding your particular situation.

*** If you surrender your policy, a surrender charge may apply. The surrender charge is a charge of $1,000 of the initial face amount and each increase in face amount. The surrender charge applies for the first 15 policy years for 15 years from the date of any face amount increase. Charges are based on the face amount of the policy and the insureds age, gender, and rate class. These charges may be significant and should be carefully considered before surrendering the contract.

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POLICY WITHDRAWALS

The policy owner may withdraw up to the sum of the premiums in the policy tax-free. The policy's cash value will be reduced by the withdrawal amount and any withdrawal fees. A withdrawal will also reduce the policy death benefit.

POLICY LOANS

The policy owner may take money out of a life insurance contract through a policy loan, where loan interest is charged. In most cases, the maximum amount that may be borrowed is equal to the policy cash value less:

- Any existing loan balance
- Interest on the loan balance to the end of the policy year, and
- The amount of the surrender charge that would apply on a surrender of the policyfor its cash value

When a loan is made, an amount equal to the loan is transferred to a loan reserve account and is credited interest according to the policy terms. If the loan isn't repaid, and it doesn't have to be, Transamerica will deduct the outstanding loan amount from the final death benefit payout to the policy's beneficiary.

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