



# VGLI Conversion to **Financial Security**

Alternative Legacy Planning

**Planning**  
Follow Through  
Financial Success

## Did you convert your SGLI to VGLI coverage

If you did you may have other possible options for long term life insurance planning for you and your family.

**Planning today for a peaceful tomorrow**

**If You Think Life Insurance Isn't Important, Ask The Family Of Someone Left Without It.**



# What is SGLI ?

Servicemembers Group Life Insurance

- SGLI is a program that provides low-cost term life insurance coverage to all eligible Servicemembers.
- If eligible, you are **automatically** issued the maximum SGLI coverage.
- Max coverage amount \$400,000

# What is VGLI

## Veterans Group Life Insurance

Veterans Group Life Insurance is a program that allows you to continue life insurance coverage after you separate from service.

VGLI provides lifetime coverage as long as you pay the premiums. You may enroll for a maximum amount of coverage that is equal to the amount of Servicemembers' Group Life Insurance (SGLI) coverage you had when you separated from service. Lesser amounts of coverage are also available in increments of \$10,000.

Once enrolled in VGLI, you will have the opportunity to increase your coverage by \$25,000 every five years up to the legislated maximum of \$400,000, until age 60.

**proof of good health is not required**

# You May Have Other Options

These options in most cases will require some type of medical review, compared to VGLI which does not require a medical review...

The following is a brief VGLI term to a private term insurance comparison with a A+ Rated Insurance Company

Preferred Rate Class Male

## VGLI

VGLI Monthly Premium Rates Effective July 1, 2014

Amount of Insurance	VGLI Monthly Premium Rates Effective July 1, 2014					
	Age 50-54	Age 55-59	Age 60-64	Age 65-69	Age 70-74	Age 75 & Over
\$ 400,000	\$ 144.00	\$ 268.00	\$ 432.00	\$ 600.00	\$ 920.00	\$ 1,840.00
\$ 350,000	\$ 126.00	\$ 234.50	\$ 378.00	\$ 525.00	\$ 805.00	\$ 1,610.00
\$ 300,000	\$ 108.00	\$ 201.00	\$ 324.00	\$ 450.00	\$ 690.00	\$ 1,380.00
\$ 250,000	\$ 90.00	\$ 167.50	\$ 270.00	\$ 375.00	\$ 575.00	\$ 1,150.00
\$ 200,000	\$ 72.00	\$ 134.00	\$ 216.00	\$ 300.00	\$ 460.00	\$ 920.00
\$ 150,000	\$ 54.00	\$ 100.50	\$ 162.00	\$ 225.00	\$ 345.00	\$ 690.00
\$ 100,000	\$ 36.00	\$ 67.00	\$ 108.00	\$ 150.00	\$ 230.00	\$ 460.00

## A+ Rated Insurance Company

Amount of Insurance	A+ Rated Insurance Company Preferred Rate Class Male					
	Age 50	Age 55	Age 60	Age 65	Age 70	Age 75
	10 Year Level	10 Year Level	10 Year Level	10 Year Level	10 Year Level	10 Year Level
\$ 400,000	\$51.55	\$79.58	\$133.21	\$201.72	\$354.65	\$668.13
\$ 350,000	\$45.80	\$70.32	\$117.25	\$177.20	\$311.01	\$585.30
\$ 300,000	\$40.05	\$61.07	\$126.98	\$152.67	\$267.37	\$502.48
\$ 250,000	\$34.30	\$51.81	\$85.33	\$128.15	\$223.73	\$419.65
\$ 200,000	\$36.16	\$52.25	\$84.25	\$133.73	\$210.20	\$373.68
\$ 150,000	\$28.72	\$40.78	\$64.79	\$101.90	\$159.25	\$281.86
\$ 100,000	\$21.28	\$29.32	\$45.33	\$70.07	\$108.30	\$190.04

Various level term options may be available up to life time coverage

**Sample plan design ...Male age 50 (Preferred Rate Class)  
VGLI versus A+ Rated Insurance Company**

**VGLI**

Total Premiums Paid from Age 50 thru Age 70 For Coverage Amount of \$400.000  
**\$86,640.00**

**A+ Rated Insurance Company**

Total Premiums Paid from Age 50 thru Age 70 For Coverage Amount of \$400.000  
**\$24,800.00**

Potential Saving over 20 years...\$61,840 (\$3,092 per year)

What would you do with an extra \$3,092.00 per year for the next 20 years?

**Potential Saving over 20 years...\$61,840 (\$3092 per year)**  
**What would you do with an extra \$3092 per year for the next 20 years?**

- Yearly contribution to a retirement fund
- Pre-fund a collage fund for a child and or grandchild
- Fund a permeant whole life or universal life insurance program various a term life insurance program
- Help pay property taxes... federal taxes and or states taxes
- Retire current debt earlier
- What would you add to this list

Add your list here:

1. ?
2. ?
3. ?
4. ?

Amount of Insurance Requested \_\_\_\_\_ Existing Coverage \_\_\_\_\_

Applicant Name \_\_\_\_\_ D.O.B \_\_\_\_\_ Height \_\_\_\_\_ Weight \_\_\_\_\_ Tobacco User \_\_\_ Y \_\_\_ N

Sample Fact Finder

Smoker \_\_\_ Non-Smoker \_\_\_ (See below for more information regarding the use of Tobacco products)

Applicant's Annual Income \_\_\_\_\_ General Net Worth \_\_\_\_\_ Applicant's Occupation \_\_\_\_\_

**Currently Taking Any Doctor Prescribed Medication (S)** \_\_\_\_\_

**Diabetes:** Type1 \_\_\_ Type II \_\_\_ Year Diagnosed \_\_\_\_\_ Oral Med \_\_\_ or Insulin \_\_\_ If Insulin: Units Per Day \_\_\_\_\_ Current A1c Reading \_\_\_\_\_

**Heart Disease:** When diagnosed: \_\_\_\_\_ Heart Attack: \_\_\_ Y \_\_\_ N Mild or Mad. \_\_\_\_\_ By Pass Surgery: \_\_\_ Y \_\_\_ N How many vessels: \_\_\_ Angioplasty: \_\_\_ Y \_\_\_ N

#Stents placed: \_\_\_\_\_ Date of Last Stress Test: \_\_\_\_\_

**Cancer:** When Diagnosed: \_\_\_\_\_ Type: \_\_\_\_\_ Treatment: \_\_\_\_\_

Prostate: Stage: \_\_\_\_\_ Gleason Score: \_\_\_\_\_ Current PSA reading: \_\_\_\_\_ Skin Cancer: Type: \_\_\_\_\_ Stage: \_\_\_\_\_ Clark's level: \_\_\_\_\_ (if Melanoma)

**Breast Cancer:** Stage: \_\_\_ Treatment: \_\_\_\_\_ Lymph Node: \_\_\_ Y \_\_\_ N Approximate date of last treatment: \_\_\_\_\_

**Stroke:** Date: \_\_\_\_\_ Cause: \_\_\_\_\_ Treatment: \_\_\_\_\_ If Carotid Artery: Surgery: \_\_\_ Y \_\_\_ N If yes, Date: \_\_\_\_\_ Percent of blockage: \_\_\_\_\_

Residuals: \_\_\_ Y \_\_\_ N Slurred Speech: \_\_\_ Y \_\_\_ N Loss or Restriction of Limb Use: \_\_\_ Y \_\_\_ N Number of Strokes in past 24 months: \_\_\_\_\_ none One \_\_\_ two or more \_\_\_\_\_

**Depression:** When diagnosed: \_\_\_\_\_ Situational: \_\_\_ Bipolar \_\_\_ Anxiety \_\_\_ PTSD \_\_\_\_\_ Suicide attempts: \_\_\_ Y \_\_\_ N Hospitalized \_\_\_ N If so, Date & how long: \_\_\_\_\_

Currently seeing Therapist: \_\_\_ Y \_\_\_ N Frequency: \_\_\_\_\_ Last Visit: \_\_\_\_\_ Currently able to work: \_\_\_ Y \_\_\_ N

**Pain:** Diagnosed: \_\_\_\_\_ Cause: \_\_\_\_\_ Location of pain \_\_\_\_\_ Treatment: \_\_\_\_\_ Medication(s): \_\_\_\_\_

**Other Impairments** (Describe with as much information as possible). \_\_\_\_\_

Cigar Smokers. This policy will apply only to occasional cigar users and not other forms of tobacco. Based on current mortality information, underwriting will consider cigar use a non-factor in the risk evaluation process if:

1) The use is admitted at the time of application/inquiry and all case data coincides with the admitted degree of usage; and

2) No more than one cigar per week; and 3) No nicotine metabolites (cotinine) are present in the urinalysis done for AGL/US Life or any other company within the past 12 months; and 4) There is no use of tobacco products other than occasional cigars for at least 5 years prior to the time of application or inquiry. A Tobacco user is anyone who has used tobacco in any form in the last 12 months. This includes:

• Cigarettes• Cigars - Only limited cigar usage may be considered for non-tobacco rates. (See "Cigar Smokers") • Pipes• Smokeless tobacco• Chewing tobacco / Snuff• Nicotine substitutes, including patches and gum• Electronic (smokeless) cigarettes• Vaping.





Planning and teamwork are essential to financial security...we won't start the meeting without you.





# Thank You

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# Note of Understanding:

The insurance cost illustrated on page 5 is only 1 of several highly rated insurance companies we represent. Your actual cost and needs may vary based on several risk factors...the aforementioned illustration is for informational use only. A full understanding of your financial needs and current personal health status is required for us to assess your short term and long term needs. We have several level benefit programs to review up to full life time coverage. Each plan design is based on your individual need.

This is not a policy or a guaranteed offer of life insurance...All descriptions are intended solely to inform you about coverage options. Any difference between this presentation and or any other insurance carrier their numbers will prevail.

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