

The facts of life.

You might think life insurance can be complicated. But even a basic understanding of what it is and how it works can make a big difference in finding the product that meets your needs.

So let's get to the facts.

Life insurance provides protection for your family or business.

The death benefit from a life insurance policy can help achieve many goals, such as:

- Ensuring your family is able to maintain their lifestyle
- Transferring wealth to the next generation, income-tax-free
- Keeping a business going.

There are two types of life insurance: term and permanent.

Description	Term life	Permanent life
Purpose	Protection for a specific number of years	Permanent protection plus cash value accumulation to do more during your lifetime
Duration	Typically 10-30 years	Your lifetime, as long as premiums are paid
Cash value growth potential	No	Yes
Access to cash value	No	Yes
Cost	Initially more affordable, but can increase in cost if you choose to renew or purchase a new policy	Initially more expensive than term, but becomes more cost-effective over time

There are different categories of permanent life insurance, each offering its own unique advantages.

Description	Whole life	Universal life	Indexed universal life	Variable universal life
Purpose	Guaranteed lifetime protection with growth tied to the company's performance	Guaranteed lifetime protection with cash value growth potential tied to an interest rate ¹	Lifetime protection with cash value growth potential tied to the performance of a market index ²	Lifetime protection with unlimited growth potential tied to the performance of variable investment options ³
Advantages	Predictable payments	Low cost and flexible payments	Strong downside protection if the index performs poorly	Downside protection, although limited
Risk tolerance	Low	Low	Medium	High

Permanent life insurance can benefit you during your lifetime.

The cash value in a permanent life insurance policy can be used at any time, for any reason, during your lifetime — and, income-tax-free in most cases.⁴ For example, you can use your policy's cash value to:

- Pay for a loved one's college education
- Turn that side hustle into a full-time business
- Fill an income gap in retirement
- Cover unexpected medical expenses.

The right kind of life insurance, with the right amount of coverage, can help you achieve your goals at any stage of life. Let's talk through your options together.

¹Interest rates are subject to change.
²Growth potential is limited by a maximum interest rate (cap) or reduced by a percentage (spread) stated at the start of each growth period (segment period).
³Variable investments are subject to market risk and may lose value.
⁴Accessing cash value will reduce your policy death benefit and values, may result in certain fees and charges, and may require additional premium payments to maintain coverage. Ask your financial professional for additional information about accessing your cash value, including the potential impact on coverage guarantees and certain circumstances under which the values you access could be taxable. You should always consult your tax advisor prior to accessing your policy's cash value.

All guarantees are based on the claims-paying ability of the issuer.

Life insurance policies are subject to eligibility requirements and restrictions, and may not be right for everyone. You should consider the investment objectives, risks, charges and expenses of a variable insurance product carefully before investing. Please carefully read the prospectuses for the relevant variable insurance product and its underlying investment options, which contain information about the product. You can obtain a prospectus from a Penn Mutual financial professional. Any reference to the taxation of the products in this material is based on the issuing company's understanding of current tax laws. The issuing company, its subsidiaries and its representatives do not provide tax or legal advice. Please consult your tax advisor regarding your personal situation.