

A simple 15-minute option  
for senior clients

## Guaranteed Issue Whole Life Insurance



# How senior clients can benefit from guaranteed issue whole life

Older clients can be especially sensitive about burdening their loved ones with after-death expenses. In addition to funeral expenses, there can be unpaid medical bills, credit card and loan balances, not to mention ongoing household expenses.

Guaranteed Issue Whole Life (GIWL) is designed to help provide these clients with comfort and peace-of-mind regarding their final expenses. Plus, it includes benefits typically available only in more expensive policies.

Best of all, acceptance is guaranteed. From application to policy issue, the process is short and simple.

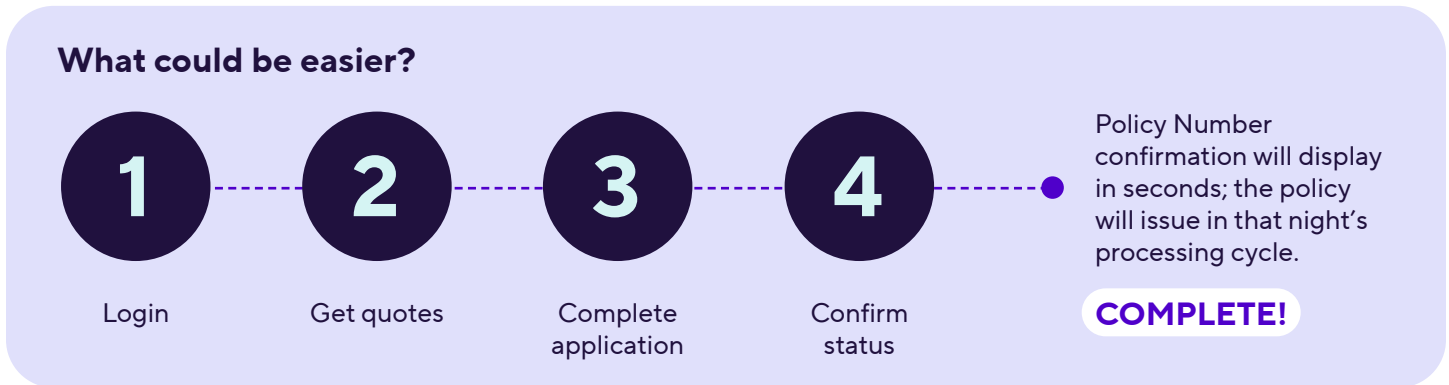
## Guaranteed issue permanent protection for your clients

- No health questions to answer
- No medical tests
- Guaranteed acceptance ages 50 to 80
- Face amounts from \$5,000 to \$25,000 available (see Product Highlights for limitations)
- Required premium payments stop at or before age 90



# How the simple process works

Most prospects can quickly grasp the need for final expense protection. GIWL provides a solution – with the advantage of built-in living benefits. There are no health questions or medical exams. Acceptance is guaranteed. And the abbreviated application can be completed in 15 minutes or less.



## Innovative client benefits included<sup>1</sup>

### at no additional charge

GIWL includes innovative features that allow clients to accelerate a portion of their death benefits if they suffer a qualifying illness. In other words, it's life insurance they can use while they're still living!



In both cases, clients can use the benefit to **help pay medical expenses, supplement income or for any other purpose**. Remaining death benefits will be paid to beneficiaries at death.

<sup>1</sup> Riders not available in all states.

# Innovative GIWL technology platform

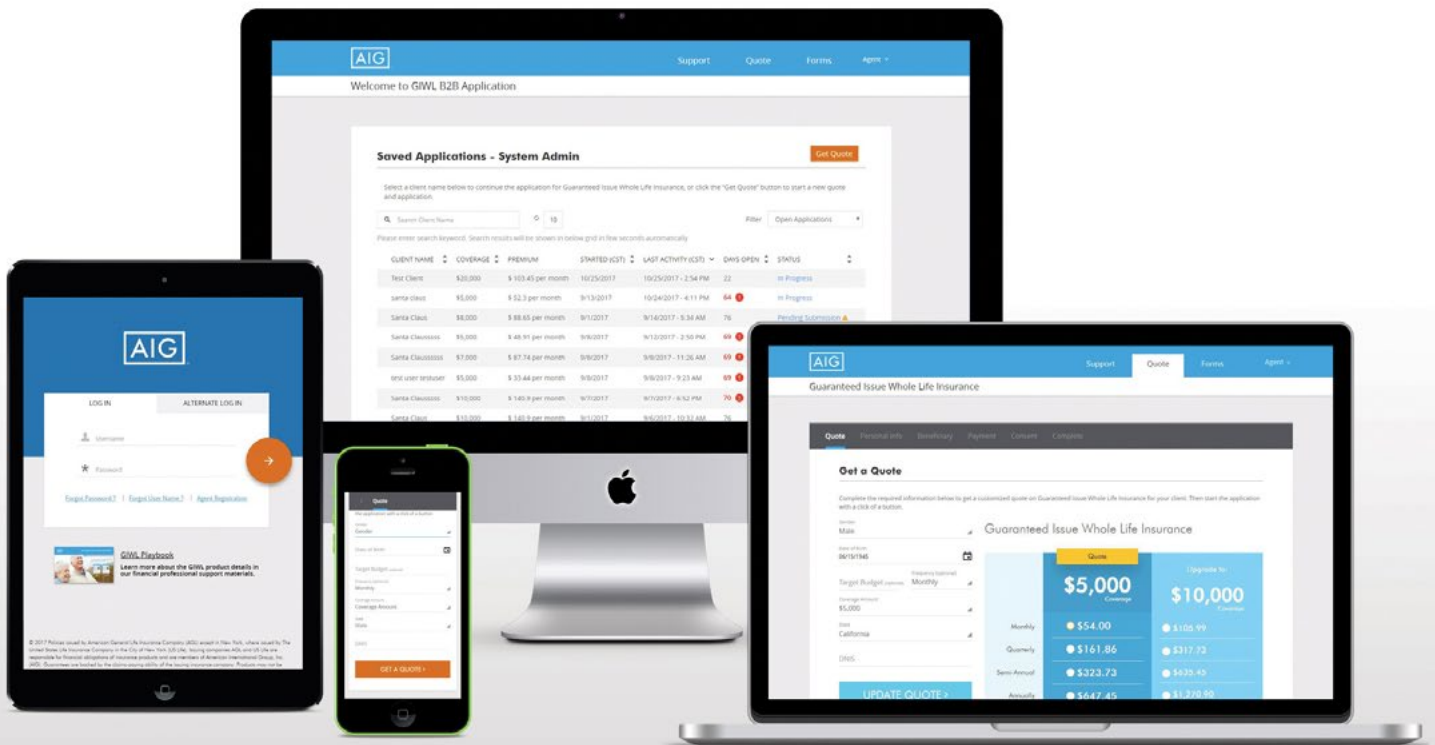
Designed to enable a simple, straight-through electronic sales and application process.

Easy to use, responsive design – works on tablet and mobile devices

Includes all forms, disclosures, etc., needed at point of sale

Validates all client and payment information is completed – no incomplete payments or applications

Presents policy number instantly upon submission



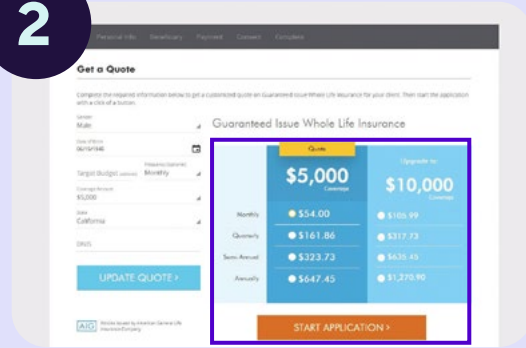
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### Smart log-ins

- Individual user accounts per organization
- Industry standard password security features
- Customizable role-based access

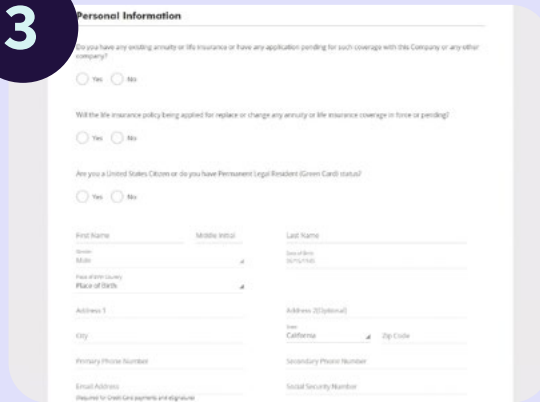
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### Simple quote results with upsell suggestions

- Minimal data entry requirements for real-time quoting
- Product rule enforcement (i.e., age restriction, etc.)
- Premium quoting with multiple payment frequencies
- Passive upsell opportunities

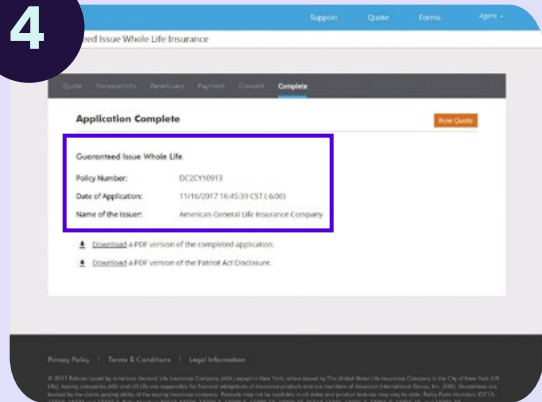
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### Streamlined agent eApp entry

- Easy entry by “tabbing” between fields with keyboard, with pinch and scroll functionality on touch screens.
- Instant validation that all client and payment info is correctly completed

4



### Validation of submission

- Includes instant policy number, PDF of application for print or email, etc.

# Product Highlights

<b>Guaranteed issue</b>	<ul style="list-style-type: none"> <li>• Face Amounts: \$5,000 - \$25,000</li> <li>• Ages 50-80 (ALB)</li> </ul>	<ul style="list-style-type: none"> <li>• No medical exam, labs, or health questions</li> <li>• Client can not be turned down for health reasons</li> </ul>
<b>Fixed premiums</b>	<ul style="list-style-type: none"> <li>• Premiums are level and are guaranteed not to increase during the policy's life.</li> <li>• Premiums paid may exceed amount of coverage. For an estimate of the year the premiums may exceed the amount of coverage, divide the face amount by the annual premium.</li> <li>• Required Premium Payments Stop at or Before Age 90. See next page for details.</li> </ul>	
<b>Innovative processing platform</b>	<ul style="list-style-type: none"> <li>• Quick processing - most cases 15 minutes or less</li> <li>• Multiple payment options (ACH, social security debit card, and credit card) for initial and recurring payments</li> <li>• Ability to set delayed billing and specify date.</li> </ul>	
<b>Chronic illness acceleration benefit</b>	<ul style="list-style-type: none"> <li>• Returns 100% of premiums paid, up to 25% of Face Amount</li> <li>• One-time lump sum payment when insured becomes chronically ill (2 out of 6 Activities of Daily Living [ADLs]<sup>2</sup>)</li> </ul>	<ul style="list-style-type: none"> <li>• Includes Severe Cognitive Impairment</li> <li>• No waiting period</li> <li>• No additional up-front costs</li> </ul>
<b>Terminal illness benefit</b>	<ul style="list-style-type: none"> <li>• 50% of Death Benefit for illness that is expected to result in the death of the Insured in 24 months or less from the date of benefit request.</li> </ul>	<ul style="list-style-type: none"> <li>• No additional costs<sup>3</sup></li> </ul>
<b>Commission chargebacks</b>	<ul style="list-style-type: none"> <li>• Chargebacks assessed on <u>earned</u> commissions upon death <ul style="list-style-type: none"> <li>- Year 1: 100%</li> <li>- Year 2: 50%</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• No chargebacks assessed on <u>earned</u> commissions for lapse, surrender, and reduced paid up</li> </ul>
<b>Product specifications</b>	<ul style="list-style-type: none"> <li>• Insured must be Owner</li> <li>• Payor can be different from Insured</li> <li>• Social Security number will be required</li> <li>• Insured can get no more than \$25k total in GIWL insurance from American General Life Insurance and no more than one policy per Insured is permitted in a twelve-month period</li> </ul>	<ul style="list-style-type: none"> <li>• No replacement or conversion into this product allowed</li> <li>• Free look period: 30 days.</li> <li>• Annual \$24 policy fee</li> <li>• Policy contains exclusions and limitations</li> </ul>
<b>Graded death benefit<sup>4</sup></b>	<ul style="list-style-type: none"> <li>• <b>Years 1-2:</b> 110% of premiums paid</li> <li>• <b>Years 3+:</b> Full Face Amount</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Accidental Death:</b> Full Face Amount</li> <li>• <b>In the event of suicide:</b> Premiums refunded<sup>5</sup></li> </ul>
<b>Exclusions</b>	<ul style="list-style-type: none"> <li>• Product not approved for sale in NY &amp; ME.</li> <li>• All riders are not available in all states: Chronic Illness ABR not available in CA and DC, and Terminal Illness ABR not available in CA.</li> <li>• Unisex rates available in Montana only.</li> <li>• This product not available to foreign nationals</li> <li>• No benefit for accidental death is payable if the Insured's death is caused or contributed to by: disease or infirmity of mind or body, or medical or surgical treatment for such disease or infirmity; an infection not occurring as a direct result or consequence of an accidental bodily injury; any attempt at suicide, or intentional self-inflicted injury, while sane or insane; travel in an aircraft or device used for testing or experimental purposes, used by or for military authority or used for travel beyond the earth's atmosphere; active participation in a riot or insurrection; committing or attempting to commit a felony; intoxication as defined by the jurisdiction where the accidental injury occurred; riding or driving an air, land or water vehicle in a race, speed or endurance contest; rock or mountain climbing; bungee jumping; or aeronautics (hang-gliding, skydiving, parachuting, ultralight, soaring, ballooning and parasailing). No benefit for accidental death is payable if the Insured's death is caused or materially contributed to by: voluntary intake or use by any means of (a) any drug, unless prescribed or administered by a physician and taken in accordance with the physician's instructions, or (b) poison, gas or fumes, unless a direct result of an occupational accident; or participation in an illegal occupation or activity; or if death occurs while the Insured is incarcerated.</li> </ul>	

<sup>2</sup> Activities of Daily Living are defined as: bathing - washing oneself by sponge bath, or in either a tub or shower, including the task of getting into or out of the tub or shower; continence - the ability to maintain control of bowel and bladder functions; or, when unable to maintain control of bowel or bladder functions, the ability to perform the associated personal hygiene (including caring for catheter or colostomy bag); dressing - putting on and taking off all items of clothing and any necessary braces, fasteners or artificial limbs; eating - feeding oneself by getting food into the body from a receptacle (such as a plate, cup or table), or by feeding tube, or intravenously; toileting - getting to and from the toilet, getting on and off the toilet and performing associated personal

hygiene; transferring - moving into or out of a bed, chair, or wheelchair. This benefit will also trigger if the insured is Requiring Substantial Supervision to protect the Insured from threats to health and safety due to a "Severe Cognitive Impairment."

<sup>3</sup> A one time \$250 administrative fee at the time of claim will apply in all states except Florida that has an \$100 administrative fee.

<sup>4</sup> All benefits paid less any outstanding loan balance.

<sup>5</sup> Death benefit proceeds for death by suicide during contractual suicide period are premiums paid less any outstanding loan amount, Accelerated Death Benefit Amount paid, and accrued interest, and may be zero. See policy for details.

# Maximum payment age

Premiums will be required to be paid to the maximum age shown in the below chart. Maximum payment age varies by age, gender and face amount.

ISSUE AGE	MALE		FEMALE	
	Death benefit equal to or below \$15,000	Death benefit equal to or higher than \$15,001	Death benefit equal to or below \$15,000	Death benefit equal to or higher than \$15,001
	MAXIMUM PAYMENT AGE		MAXIMUM PAYMENT AGE	
50	80	81	90	90
51	81	81	90	90
52	81	81	90	89
53	82	80	90	89
54	82	80	90	88
55	83	80	90	88
56	83	81	90	88
57	83	81	90	88
58	84	81	90	88
59	84	82	90	88
60	85	83	90	89
61	84	82	90	88
62	84	82	90	88
63	84	82	90	88
64	84	82	90	88
65	84	82	90	88
66	84	83	90	88
67	85	83	90	88
68	85	84	90	89
69	86	84	90	89
70	86	85	90	89
71	86	85	90	89
72	86	85	90	88
73	86	85	90	88
74	86	85	90	88
75	87	86	90	89
76	86	85	89	88
77	86	86	89	88
78	87	87	89	88
79	88	88	89	88
80	89	89	89	89

Premiums paid may exceed amount of coverage. For an estimate of the year the premiums may exceed the amount of coverage, divide the face amount by the annual premium.

### IMPORTANT INFORMATION REGARDING GRADED DEATH BENEFITS

The American General Life Insurance Company (AGL) GIWL policy referenced offers a limited death benefit in the first two years of the policy. Should death occur in the first two years, a death benefit will be equal to 110% of the premiums paid. In the event of suicide, the death benefit is limited to a refund of premiums only.

The total amount of all AGL Guaranteed Issue Whole Life Insurance policies on any person cannot exceed \$25,000 in the aggregate.

### IMPORTANT DISCLOSURES REGARDING ACCELERATED BENEFIT RIDERS

**An Accelerated Death Benefit Rider (ABR) is not a replacement for Long Term Care Insurance (LTCI). It is a life insurance benefit that gives clients 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. The activities of daily living are bathing, continence, dressing, eating, toileting, and transferring.**

This ABR pays proceeds that are intended to qualify for favorable tax treatment under section 101(g) of the 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.



This is not a preneed insurance contract or agreement. Benefits are payable to the beneficiary or beneficiaries as directed by the owner of policy. Premiums paid may exceed amount of coverage. For an estimate of the year the premiums may exceed the amount of coverage, divide the face amount by the annual premium.

**THIS POLICY DOES NOT GUARANTEE THAT ITS PROCEEDS WILL BE SUFFICIENT TO PAY FOR ANY PARTICULAR SERVICES OR MERCHANDISE AT TIME OF NEED OR THAT SERVICES OR MERCHANDISE SHALL BE PROVIDED BY ANY PARTICULAR PROVIDER.**

Policies issued by **American General Life Insurance Company (AGL)**, Houston, TX. Policy Forms: ICC21-20532 Rev0621, 20532, 20532-35, 20532-5, and 20532-10 Rev0621. Rider Numbers: ICC15-15200, 15200, 15200-7, 15200-10, 15200-35, ICC15-15201, 15201, 15201-7, 15201-9, 15201-10, and 15201-35. **AGL does not solicit, issue or deliver policies or contracts in the state of New York.** Guarantees are backed by the claims-paying ability of the issuing insurance company and each company is responsible for the financial obligations of its products. Products may not be available in all states and features may vary by state.

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