



## ACCELERATED ACCESS SOLUTION:

# Chronic Illness Protection Made Easy

Help protect your client's retirement in the event of illness and control their legacy in death.

Pay  
**\$3,132** annually,  
and get  
**\$6,000** monthly  
guaranteed  
Chronic Illness  
benefits out.

See how GUL can help  
provide this kind of security  
for your clients.

### PROBLEM

If you haven't asked your clients, **"What's your plan if you get sick?"**, then you may be missing an opportunity to protect your clients' assets through retirement, as well as provide a legacy for their loved ones.

In 2016, the average annual cost for Long Term Care in a shared-room facility was about \$72,000-\$120,000,<sup>1</sup> and an average benefit period was just under 3 years.<sup>2</sup>

### SOLUTION

Have you considered a Secure Lifetime GUL 3 life insurance policy with the Accelerated Access Solution®? If not, here's some reasons why you should:

- **Flexible Monthly Payouts** of the death benefit including 2%, 4% and the IRS Maximum Per Diem (up to 8.3% per month!).
- **It's an Indemnity Contract.** No receipts are needed for claims, and benefits are paid regardless of actual expenses.
- **Temporary impairments are covered.** You can go on and off claim without catch-up interest or premium, and without changing the policy's guaranteed duration.
- **Waiver of Monthly Deduction** while on-claim. No premiums will be required while on-claim, including all premiums for the base policy and any riders included on the policy.

Policies issued by American General Life Insurance Company (AGL). Guarantees are backed by the claims-paying ability of the issuing insurance company.

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How many clients do you have that you can ask, **“What’s your plan if you get sick?”**

### EXAMPLE\*

- 60-year-old male client in good health
- Wants \$6,000 a month in chronic illness benefits for a duration of two years
- Calculate the death benefit needed to receive adequate chronic illness coverage:

\*This hypothetical example is for illustrative purposes only. Not an actual case and intended solely to depict how the product features might work. It does not reflect the value of any specific policy. Restrictions and limitations apply.

Desired Monthly Chronic Illness Benefit x Duration (in months)	<b>or</b>	\$6,000 a month x 24 months
<b>= Death Benefit (in dollars)</b>		<b>= \$144,000 in Death Benefit</b>

If your client wants a larger monthly benefit or to be paid for a longer period of time, just use this formula to find your death benefit, and then add the per diem payout. It’s that simple.

MONTHLY CHRONIC ILLNESS BENEFIT <sup>3</sup>	YEARS OF BENEFIT	ANNUAL PREMIUM	DEATH BENEFIT
\$6,000	2	\$3,132	\$144,000
\$6,000	3	\$4,697	\$216,000
\$6,000	4	\$5,542	\$288,000

\*Remember, these are all run with our per diem monthly benefit so the policy owner does have the option to take more (or less) than \$6,000 a month up to \$10,950 to suit their needs.<sup>4</sup> They can even choose their monthly benefit at the time they go on-claim, and can change their monthly benefit amount annually.

### RESULTS

Your client now has an answer to the question, “What’s your plan if you get sick?” and because the Chronic Illness Rider comes packaged with our Secure Lifetime GUL 3, he or she also receives all of the life insurance benefits built into the contract at no additional charge:

- **Guaranteed premiums and death benefit**
- **Guaranteed cash value**
- **Built in “return of premium”** - in year 25 receive 100% of premiums paid, or in year 20 receive 50% of premiums paid.<sup>5</sup>
- **And many more ...**



<sup>1</sup> Source: [www.wellpathpartners.com/nursing-homes-or-skilled-nursing-facilities](http://www.wellpathpartners.com/nursing-homes-or-skilled-nursing-facilities), as viewed on July 26, 2017

<sup>2</sup> Source: <https://banyanhill.com/prepare-real-costs-long-term-health-care/>, “Care for the Real Costs of Long-Term Health Care,” Ted Bauman; May 8, 2017

<sup>3</sup> Insured must be certified as chronically ill by a licensed physician and meet all eligibility requirements

<sup>4</sup> IRS caps the maximum daily rate each year. The 2017 maximum per diem is \$360/day or \$10,950/month. Subsequent years may be higher.

<sup>5</sup> These benefits are capped at 40% of the lowest Specified Amount in the policy net of partial withdrawals and outstanding loans.

Policies issued by: American General Life Insurance Company (AGL), Policy Form Numbers 15442, ICC15-15442, 13717, ICC13-13717, 16760, ICC16-16760, 15646, ICC15-15646; Rider Form Numbers 13600, ICC13-13600, 15972, ICC15-15600; 15600, 13600-5, 15600-7. Issuing company AGL is responsible for financial obligations of insurance products and is a member of American International Group, Inc. (AIG). AGL does not solicit business in the state of New York. Products may not be available in all states and product features may vary by state. Guarantees are backed by the claims-paying ability of the issuing insurance company. Not intended to be all-inclusive of product information. There may be a charge for each rider selected. See the rider for details regarding the benefit descriptions, limitations and exclusions. Riders are not available in all states. California residents should be provided the “California Resident Supplemental Information” flyer on the Accelerated Access Solution (AGLC108547).

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