



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 **\$3,313** annually, and get **\$6,000** monthly guaranteed Chronic Illness benefits out.

FOR MORE INFORMATION

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-\$120,000,¹ and an average benefit period was just under 3 years.²

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.

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

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) | or | \$6,000 a month x 24 months |
| = Death Benefit (in dollars) | | = \$144,000 in Death Benefit |

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 ³ | YEARS OF BENEFIT | ANNUAL PREMIUM | DEATH BENEFIT |
|----------------------------------------------|------------------|----------------|---------------|
| \$6,000 | 2 | \$3,313 | \$144,000 |
| \$6,000 | 3 | \$4,969 | \$216,000 |
| \$6,000 | 4 | \$5,894 | \$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.⁴ 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.⁵
- **And many more ...**

¹ Source: www.wellpathpartners.com/nursing-homes-or-skilled-nursing-facilities, as viewed on July 26, 2017
² 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
³ Insured must be certified as chronically ill by a licensed physician and meet all eligibility requirements
⁴ IRS caps the maximum daily rate each year. The 2018 maximum per diem is \$360/day or \$10,950/month. Subsequent years may be higher.
⁵ These benefits are capped at 40% of the lowest Specified Amount in the policy net of partial withdrawals and outstanding loans.



Important Consumer 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 you 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.

This ABR pays proceeds that are intended to qualify for favorable tax treatment under section 101(g) of the Federal 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 e, will be reduced if an ABR payment is made. ABR payments may be limited by the contract or by outstanding policy 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, except in New York where issued by The United States Life Insurance Company in the City of New York (US Life), Policy Form Numbers 15442N and 15442NU; Rider Form Numbers 17600N, 15990N, 14002N, 14012N, 16420N, 13601N, 15972N and 17600N.. 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.