



## Why settle for one or the other when you can have both?

If you are considering Guaranteed Universal Life insurance (GUL), you may also consider what your dollars can buy in combination with a protection-focused Index Universal Life insurance (IUL) policy. In many cases, you can receive competitive guarantees plus cash value growth potential, both are valuable features.



You can have *both* valuable cash accumulation plus guaranteed death benefit protection.

### Background

GUL offers many benefits including guaranteed death benefit, cash value and available guaranteed return of premium options. However, it does have some limitations:

- Limited liquidity or flexibility
- Limited (if any) cash accumulation
- Designed primarily for death benefits

A combination of a guaranteed death benefit like traditional GUL product WITH the potential of valuable cash accumulation in a protection-focused IUL<sup>1</sup> is an attractive option. Many families know they need life insurance, but also know they need more money saved for retirement.

Is one better for you? Maybe some of both!

### Scenario

Let's look at a hypothetical example:

- Meet Jason; 50-years old; married with children; needs \$500K of permanent life insurance coverage;
- Likes the security of a GUL policy, but not the limited cash value;
- Likes the growth opportunity within an IUL, but wants more guarantees than found in some IUL products

<sup>1</sup> Please note limitations of the IUL. Permanent Life Insurance can be a complex product, monthly expenses and costs of insurance reduce cash value, risk of lapse if excess loans or withdrawals are made.



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# GUL & IUL Solutions

Jason's financial professional shows him two options for the same monthly premium of \$447<sup>2</sup>:

## Solution 1 GUL only

### \$500K Secure Lifetime GUL 3

- Guaranteed coverage until age 105
- Cash value of \$8K in year 20
- Death benefit at age 105 of \$500K
- Death benefit at age 121 of \$0.

## Solution 2 50/50 GUL & IUL combo

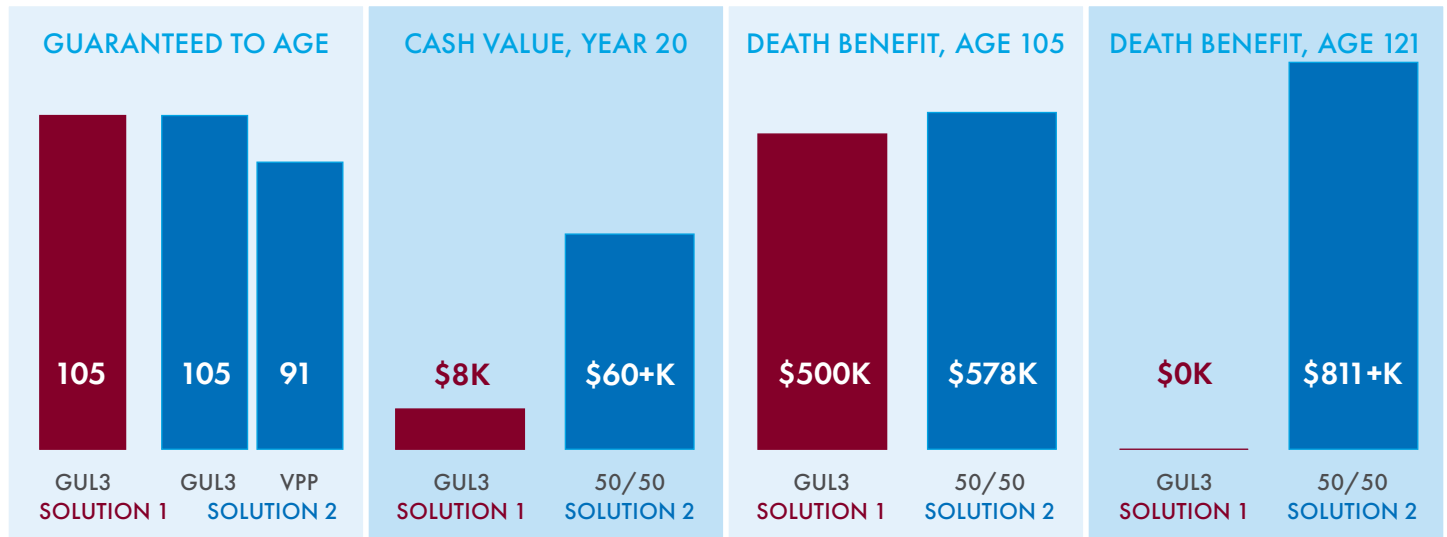
### \$250K Value+ Protector IUL (VPP) and \$250K Secure Lifetime GUL 3

Jason prefers to be more conservative, so a 5% illustrated rate on the IUL provides all of these great benefits:

- Guaranteed coverage until age 105 for GUL and until age 91 for the IUL
- Cash value of \$60,594 in year 20, combined
- Death benefit at age 105 of \$578K, combined
- Death benefit at age 121 of \$811,289 in IUL

## Compare the solutions

An illustrated example of a \$500,000 death benefit for a 50-year old male, paying premiums to age 105.<sup>2</sup>



## Summary

Side-by-side Jason sees that the GUL-only solution provides valuable guarantees, while the 50/50 solution offers the potential for beneficial cash value, and long-term death benefit protection, along with attractive guarantees. Which one do you think Jason will choose? Maybe some of both!

To learn more about Value+ Protector please visit [RetireStronger.com](http://RetireStronger.com) or, see your AIG representative.

<sup>2</sup> All policies in this example were illustrated for a 50-year-old male, preferred non-tobacco and paying to age 105. The Secure Lifetime GUL3 policies are guaranteed to age 105. The Value+ Protector IUL was illustrated at a 5% index crediting rate. Both solutions were illustrated using an monthly premium of \$447. The cash value and death benefit amounts may have been rounded for ease of explanation.

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