

CASE STUDY

The power of convertibility

While term is generally the least expensive type of life insurance, it only lasts for a specified time. And it's hard to know what the future will bring.

When you purchase an Advantage Elite Select term insurance policy, you have life insurance at a competitive price – and flexibility when those “what ifs” become reality.

Example: Flexibility for the future

John, a healthy 30 year old, recently started a family and is looking into purchasing a term policy to protect his family should something happen to him. He wants to make sure the policy is flexible so it can be adapted as his needs change.

Challenges:

- Wants to make sure he has the right amount of coverage
- Likes the idea of a permanent policy but is currently on a limited budget
- Wants to keep options open should he have health changes or desire to continue his insurance into the future

Proposed solution:

After talking to his financial professional:

- John purchases a 20-year **Advantage Elite Select** term policy with the **Extended Conversion Agreement** and the **Chronic Illness Conversion Agreement**
- Since he is healthy, John likes the idea of “locking in” his underwriting class now, in case his health changes down the road
- John likes the flexibility of being able to convert to a permanent policy with chronic illness protection at a later time when his budget allows

**Customize
your policy**

Unexpected events can happen. That's why your life insurance needs can change over the years. With Advantage Elite Select, you can get the flexibility you need to face what the future brings – by adding these two optional agreements to your policy:

- The **Extended Conversion Agreement** allows you to convert to permanent protection at any point during the level term period of the policy at your same issue class without additional underwriting.
- The **Chronic Illness Conversion Agreement** allows you to add the chronic illness coverage upon conversion without requiring additional underwriting at the time of conversion.

**Talk to your financial
professional today**

Get affordable coverage to protect your loved ones now with flexibility for the future.

Future outcome:

- John is now 45, and is starting to re-assess his life insurance needs.
- His current level term period will end in 5 years, but he anticipates he'll still need life insurance.
- John has more money in his budget, so he wants to consider getting permanent coverage — but is concerned his health isn't as good as it was 15 years ago.
- Luckily, John added the Extended Conversion Agreement and Chronic Illness Conversion Agreement when he purchased his policy. Now he can convert his current term policy into a permanent policy with chronic illness protection — continuing to provide protection for his family and building cash value for his future.

This is a hypothetical example for illustrative purposes only. Your particular circumstances may be different than those shown. You should ask your financial professional to run a personalized illustration for you.



Contact your financial professional today to find out if **Advantage Elite Select** is right for you and your family.

Please keep in mind that the primary reason to purchase a life insurance product is the death benefit.

Life insurance products contain charges, such as Cost of Insurance Charge, Cash Extra Charge, and Additional Agreements Charge (which we refer to as mortality charges), and Premium Charge, Monthly Policy Charge, Policy Issue Charge, Transaction Charge, and Surrender Charge (which we refer to as expense charges). This policy may contain restrictions, such as surrender periods.

Additional agreements may be available. Agreements may be subject to additional costs and restrictions. Agreements may not be available in all states or may exist under a different name in various states and may not be available in combination with other agreements.

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Policy form numbers: ICC16-20074, 16-20074 and any state variations; ICC12-920, 12-920 and any state variations; SL-12-920; 16-20068 and any state variations

Not a deposit – Not FDIC/NCUA insured – Not insured by any federal government agency – Not guaranteed by any bank or credit union – May go down in value



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