



## Do you need more than just guarantees?

If you are considering GUL, you may also consider what your dollars can buy with a protection-focused IUL. In many cases, if you pay the same GUL premium into a protection-focused IUL policy, you can receive strong guarantees plus cash value growth potential for retirement.



**Same IUL premiums can deliver:**

**Similar Guarantees to GUL**

**More Cash Value than GUL**

### Background

Guaranteed Universal Life (GUL) offers many benefits including strong guarantees. However, it does have some limitations:

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

QoL Value+ Protector IUL offers a strong guaranteed death benefit like traditional GUL products while also providing flexibility and meaningful cash accumulation. Many families know they need life insurance, but also know they need more money saved for retirement. Is one better for you?

### Scenario

- Meet Jason; 50-years old; married; two kids; needs \$500k of permanent life insurance coverage.
- Likes the security of a Guaranteed Universal Life (GUL) policy, but not the limited cash value.
- Likes the growth opportunity within an IUL, but is still concerned about guarantees

### GUL and IUL Solutions

For \$469 per month, Jason's financial professional offers him two possible solutions.



Policies issued by American General Life Insurance Company (AGL), Houston, TX, member of American International Group, Inc. (AIG).

## SOLUTION 1:

### \$500K Guaranteed UL – QoL Guarantee Plus GUL II

- Offers guaranteed insurance coverage until age 105
- Partial withdrawal capability – if Jason has built up some cash value in his policy and his needs change, he could withdraw some funds from his policy. It's important to note that this would result in a proportional reduction of accumulation value and death benefit. His advisor also explains there is often less cash value in the policy for retirement needs compared to an IUL.
- Return of Premium – if needs change, Jason could also receive some or all of his paid premiums back at year 20 or 25.<sup>1</sup>

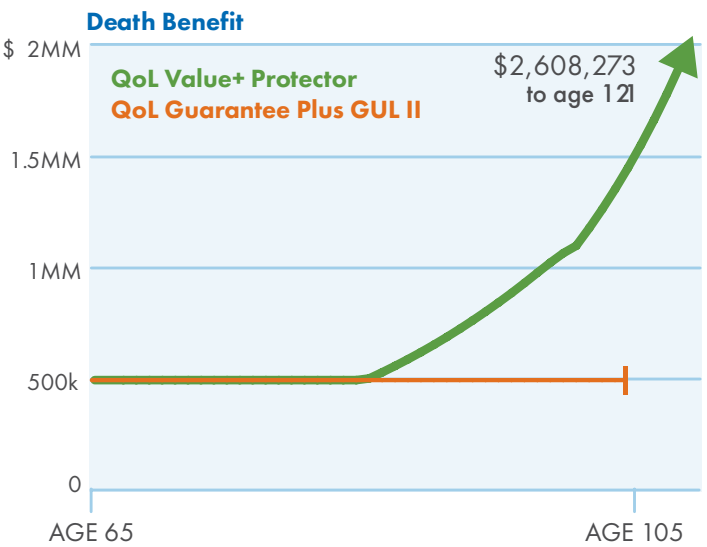
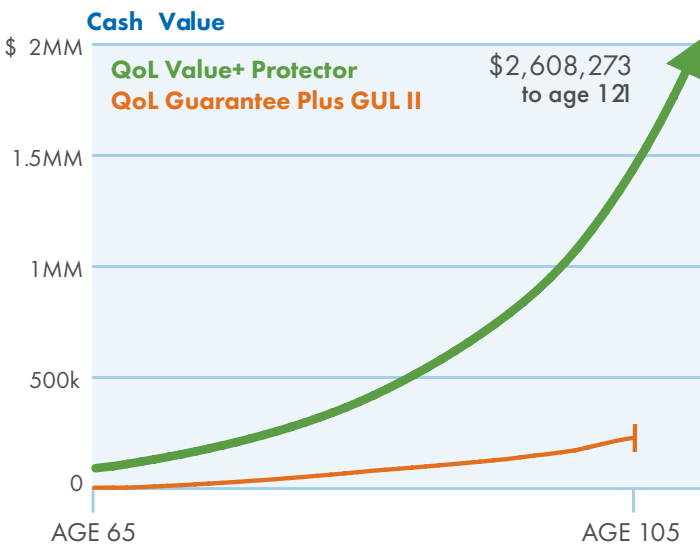
## SOLUTION 2:

### \$500K Index UL – QoL Value+ Protector

- Tax-advantaged cash accumulation with 4 index strategies to choose from. Enjoy upside market potential without downside market risk.
- Guaranteed death benefit coverage until age 92.
- Non-guaranteed death benefit coverage and cash value that can last Jason's full lifetime if funded correctly.
- Strong Index Performance liquidity feature allows for withdrawal of excess cash value, after 20 years or at age 85, with no decrease in the death benefit or guarantees, if certain conditions are met.<sup>2, 3, 4</sup>

## Compare the solutions

Issue age 50, male preferred non-tobacco, \$500k death benefit, solve for premium to guarantee GUL to age 105, full pay. Using same premium for an IUL run at 5% illustrated rate, the guaranteed death benefit coverage is available until age 92, while cash value and death benefit coverage can last Jason's entire life.<sup>5</sup>



## Summary

Jason wanted the most out of his insurance program. For \$469 per month his financial advisor provided him with two options. Which do you think he chose?

### FOR MORE INFORMATION

<sup>1</sup> 50% in year 20, 100% in year 25, capped at 40% of the policy's lowest specified amount.

<sup>2</sup> Option election dates are at the end of the 20th policy year (for issue ages 0-64) and the later of age 85 or the end of the 5th policy year (for all issue ages).

<sup>3</sup> Paid-Up additions option is available on the Strong Index Performance Feature. Only available for Standard or better rated clients.

<sup>4</sup> Policy cash surrender value must exceed benchmark assumptions due to strong index performance.

<sup>5</sup> Rate as of 12/07/2019.



Policies issued by American General Life Insurance Company (AGL), Houston, TX. Policy Form Numbers: ICC16-16760, 16760, ICC15-15442, 15442, 15442-10A; Rider Form Numbers: 15600, ICC15-15600, 13600-5, ICC18-18012, 18012, ICC16-16420, 16420, 15972, 07620, ICC14-14002, 14002, ICC15-15992, 15992, 15997, ICC18-18004, 18004, ICC15-15602, 15602, ICC15-15603, 15603, ICC15-15604, 15604, AGLA 04CHIR, AGLA 04CRIR, AGLA 04TIR, ICC15-15990, 15990. Issuing company AGL is responsible for financial obligations of insurance products and is a member of American International Group, Inc. (AIG). Guarantees are backed by the claims-paying ability of the issuing insurance company. 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. Please refer to your policy. © AIG 2019. All rights reserved.