Top Reasons to Sell AAS

Chronic Illness Living Benefit Rider

6 in 10

Americans live with at least one chronic illness[3]

20% OF TODAY'S 65-YEAR-OLDS

will need more than five years of long-term care[4]

7 in 10

Americans turning age 64 will need long-term care in the remaining years[4]

$228.78

Annual cost of heart disease and stroke in the U.S.[5]

BEYOND **100** DAYS, ORIGINAL MEDICARE PAYS **$0**

for skilled nursing facility care[6]

Access life insurance benefits while living.

1. **Permanency requirement removed**—A "chronic" condition no longer need be considered "life-long" in order to be eligible
2. **No additional licensing required**—Long-term care certification NOT required
3. **Multiple benefit payment options**—Three options available for monthly benefit payments:
   - IRS maximum per diem (potentially fastest payout option)
   - 2% of AAS benefit per month
   - 4% of the AAS benefit per month
4. **Unique benefit payment option**—IRS maximum per diem amount at time claim begins, providing a form of inflation protection for the policy owner's benefit[1]
5. **Waiver of monthly deduction**—Policy deductions stop (including base policy + all riders) while eligible for benefits
6. **Flexible option with total benefit amount**—Select any amount between 50%–100% of the base policy death benefit amount
7. **Care coordination services available**—Variety of optional and free support services available to the insured at time of claim
8. **No receipts required**—If qualified, benefits paid irrespective of actual costs incurred

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9. **Dollar-for-dollar death benefits payout**—Know the benefit to be received at the time of rider purchase (no discount applied at time of claim)[2]
10. **Control over how money is spent**—Up to the policy holder how the funds are used, not restricted via the policy
11. **Benefits increase if death benefit grows**—AAS lifetime benefit amounts are locked in at the time of initial claim. If policy death benefit increases as the cash value in the policy grows, AAS benefit can be potentially higher than the initial death benefit.[2]
12. **Competitively priced**—Ideal solution for clients 45-65 years old
13. **Attractive compensation**—Same level as base life policy
14. **Available on multiple products**—Value+ Protector III, Max Accumulator+ III and Secure Lifetime GUL 3 policies[7]

Accelerated Access Solution allows income-tax-favored access to death benefits if certified with a qualifying chronic illness.

Add it to Value+ Protector III, Max Accumulator+ III or Secure Lifetime GUL 3 and get two forms of protection in one policy: chronic illness and death benefit.

That's added security while living, and valuable protection for loved ones after you're gone.

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.

The activities of daily living are bathing, continence, dressing, eating, toileting, and transferring.

This ABR pays proceeds that are intended to qualify for favorable tax treatment under section 101(g) of the 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 payments and cost of insurance charges if applicable, will be reduced if an ABR payment is made. ABR payments may be limited by the contract or by outstanding policy loans.

1 IRS caps the maximum daily rate each year. The 2023 maximum per diem is $420/day or $12,775/month for a 30 day month. Subsequent years may be higher.

2 Subject to the $3.0 million lifetime cap

3 Tips for a Healthy Holiday Season. December 2022. https://www.cdc.gov/chronicdisease/index.htm. Check rider specifications for qualifying chronic illnesses.

4 How much are will you need? February 2020. https://acl.gov/ltc/basic-needs/how-much-care-will-you-need

5 2022 Heart Disease and Stroke Statistics Update Fact Sheet At-a-Glance. 2022. https://www.heart.org/-/media/PHD-Files-2/Science-News/2/2022-Heart-and-Stroke-Stat-Update/2022-Stat-Update-At-a-Glance.pdf. Check rider specifications for qualifying chronic illnesses.

6 Medicare Coverage of Skilled Nursing Facility Care, https://www.medicare.gov/Pubs/pdf/10153-Medicare-Skilled-Nursing-Facility-Care.pdf. Pulled February 2023.

7 Based on current federal income tax law. Assumes the use of withdrawals to basis and/or policy loans. If the policy is classified as a modified endowment contract (see IRC section 7702A), withdrawals or loans are subject to regular income tax and an additional 10% tax penalty may apply if taken prior to age 59 ½. Based on current federal income tax law. Assumes the use of withdrawals to basis and/or policy loans. If the policy is classified as a modified endowment contract (see IRC section 7702A), withdrawals or loans are subject to regular income tax and an additional 10% tax penalty may apply if taken prior to age 59 ½. .

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