

## Term Life and Whole Life: Together, they offer a lifetime of protection.

	Term Life	Whole Life
<b>What is it?</b>	<ul style="list-style-type: none"> <li>Provides protection during your working years</li> </ul>	<ul style="list-style-type: none"> <li>Provides benefits for a lifetime</li> <li>More than just a death benefit — value that you can use during times of need</li> </ul>
<b>Why do employees need it?</b>	<p>Income replacement</p> <ul style="list-style-type: none"> <li>Kind of like renting a house: you use the protection for a set period of time</li> </ul>	<p>Final expenses plus cash accumulation</p> <ul style="list-style-type: none"> <li>Kind of like owning a house: you keep the benefit for a lifetime</li> </ul>
<b>How does it work?</b>	<ul style="list-style-type: none"> <li>Term Life protects against the unexpected</li> <li>Guaranteed issue means you can get coverage with no health questions or exams</li> <li>Benefits typically decrease at retirement age and if and when you leave the company</li> </ul>	<p>Guaranteed premium, level benefit for life</p> <ul style="list-style-type: none"> <li>You lock in level premiums for the amount of coverage you desire — the younger you are, the lower the premium.</li> <li>Accumulates cash value at a guaranteed interest rate; you can borrow against this value<sup>†</sup></li> <li>Guaranteed issue – generally available only in the workplace</li> </ul>
<b>Net Cost:</b>	<p>Purchase \$20,000 of coverage at age 35</p> <ul style="list-style-type: none"> <li>Premium paid to age 65 \$3,397</li> <li>Cash Value of \$0</li> <li>Post Retirement Benefit of \$0</li> <li>No Long Term Care Benefit</li> </ul>	<p>Purchase \$20,000 of coverage at age 35</p> <ul style="list-style-type: none"> <li>Premium paid to age 65 is \$8,345</li> <li>Cash Value of <b>\$6,231</b></li> <li><b>Post Retirement Benefit of \$20,000</b></li> <li><b>\$20,000 Long Term Care Benefit</b></li> </ul>