



The Baltimore Life[®]
COMPANIES

aPriority[®] Whole Life Insurance

Simplified Underwritten

Participating Whole Life – Advantages

- Permanent protection – Level death benefit is fully guaranteed (assuming premiums are paid to current date)
- Guaranteed level premium – Life Pay and 20-Pay options
- Guaranteed cash values and non-forfeiture values available
- Participation in non-guaranteed annual dividends payments that can purchase additional insurance on the insured
- Accelerated Death Benefit Rider included at issue in all approved states.
- No maturity date – If insured lives to age 100+, Baltimore Life does not make policy owner cash in policy.

Address Market Needs

Young Families

- Affordability
- Protect insurability
- Cover debt
 - (credit cards, car and home loans)
- Cover loss of income



Established Families

- Accumulate cash for emergencies
- Cover loss of income
- Cover debt (education loan, home equity loan)
- Cover final expenses



Address Market Needs

Pre-Retired

- Cover final expenses
- Provide for children/grandchildren
- Cover loss of income for spouse
- Cover loss of income for family member (child with disabilities)



Moderate Retired

- Cover loss of income for spouse
- Asset transfer to children/grandchildren
- Cover final expenses



aPriority[®] Simplified Underwriting Product Details

- Minimum Face Amount:
 - \$15,000 for ages 0-49
 - \$50,000 for ages 50-80
- Maximum Face Amount: \$150,000
- Underwriting Classes:
 - Standard (Standard-Table 4 Risks)
 - Special (Table 5-8 Risks)
- Premium Classes:
 - Non-Tobacco and Tobacco
 - For ages 61-80, face amounts of \$75,001- \$150,000, the agent must order a paramedical exam and urine specimen
- Male/Female Rates
- Issue Ages (Based on Current Age)
 - Standard: Ages 0-80
 - Special: Ages 18-80
 - Juvenile issue ages: 0-17, treated as non-tobacco users
 - “Age of contract” varies by state and may be 15, 16 or 18

Product Details

- Premium Payment Periods
 - Life-Pay (to attained age 100)
 - 20-Pay
- Premium Payment Modes
 - Bank Draft EFT – Monthly*, Semi-annual and Annual
 - Direct Bill – Annual, Semi-annual, Quarterly
- Policy Form: Form ICC17-8723 Illustrated (or state-specific Form 8723)

**Days of the month limited to 1-28 or day/week of the month option*

Product Details

- Unearned Premiums Returned at Death of the Insured
 - If premium payments are made in advance (before being applied to the policy), upon death of insured, the unearned premiums are returned with the death benefit amount payable.
- Nonforfeiture Options
 - Extended Term Insurance (ETI) – Only available for the Standard Underwriting Class
 - Reduced Paid-Up (RPU) Insurance

Product Details

- Application: Form ICC17-8684 and state specific 8684.*
 - Medical questions: Options A-C based on age and face amount
 - For ages 61-80, face amounts of \$75,001- \$150,000, the agent must order a paramedical exam and urine specimen
- Three Ways to submit your application using INSpeed® NOW:
 - Paper application
 - Early eligibility using pre-app (optional)
 - POS underwriting interview (only if required)
 - Jet-App process using INSpeed NOW – Call Center
 - Early eligibility using pre-app (optional)
 - POS underwriting interview (only if required)
 - Eapp process using INSpeed NOW – Connected Device
 - Early eligibility using pre-app (optional)
 - POS underwriting interview (only if required)

Four Sets of Medical Questions

Ages 0-49	\$2.5-15K	\$15-25K	\$25-75K	\$75-150K
0-17	—	A	A	A
18-49	—	B	B	B
Ages 50+	N/A	N/A	\$50k-75K	\$75-150K
50-60	—	—	C	C
61-80	—	—	C	C (Plus 3 Questions)

Product Details

- Dividends: Non-guaranteed. Payable annually after policy has been in force for 4 years; and likely payable at the end of the fourth policy year. No termination dividends are payable.
 - Dividend Options:
 - Paid-up Additions
 - Reduce Premium
 - Accumulate at Interest
 - Cash
- Policy Loan
 - Rate will not exceed 8%
 - Loan cannot exceed 95% of cash value less any unpaid premium
 - Interest calculated at the end of the policy year
 - For current interest rate, call Customer service
- Automatic Premium Loan Option is Available
- No policy fee

Riders Available

- Waiver of Premium, Form 7924*†
- Accidental Death Benefit, Form 7922*†
- Children's Insurance Benefit* Form ICC17-8747 or state-specific Form 8747
- Guaranteed Insurability Benefit*, Form 8071
- Single Premium Additional Insurance*, Form 8079
- Non-Occupational Disability Income*† Form 8196
- Accelerated Death Benefit, Form 8216 or state-specific version Form 8245 in CA, CT, FL (is included at issue in all available states, unless the owner opts-out)

**These riders are available with the "Standard" underwriting class (not available if the base plan is issued with the "Special" underwriting class)*

†Riders require completion of application section ICC17-8684(R) or the state specific version of 8684(R).

Riders

Waiver of Premium, Form 7924

- Allows premium payments to be waived in the event the insured becomes disabled, as defined in the rider.
- Issue Ages: 16-55
- Underwriting Class: Only available if the insured is issued the Standard underwriting class
- Premiums: Level for full term of rider coverage
- Benefit Expires: At age 60 (except when the base policy ends earlier)
 - In the event of total disability before age 60, benefit continues until total disability ends or the policy is fully paid up

Riders

Accidental Death Benefit, Form 7922

- Pays an additional amount above the face amount if death is caused by accident.
 - Issue Ages: 0-65
 - Underwriting Class: Only available if the primary insured is issued the Standard underwriting class
 - Benefit Amounts:
 - Minimum.: \$15,000;
 - Maximum: 1½ times base policy face amount (not to exceed \$300,000)
 - Premiums: Level for full term of rider coverage (For 20-Pay, cannot exceed 20 years, and only available at issue)
 - Benefit Expires: At age 70 (except when the base policy ends earlier)

Riders

Children's Insurance Benefit, Form ICC17-8747 and 8747

- (On Life Pay Only): Provides term insurance on the lives of named children of the insured
- Issue Ages: 18-60 of the base policy insured; 0-14 of the child insured
 - Underwriting Class: Only available if the primary insured is issued the Standard underwriting class
 - Benefit Amounts: \$5,000 - \$20,000 but not more than 50% of the base
 - Conversion: Up to 5 times the rider face amount (maximum of \$50,000) at each child's attained age of 18, 21, or 25, or the child's marriage, or the base insured's attained age of 70
 - Benefit Expires: At age 70 of the base insured or age 25 of the child insured
 - Guaranteed Temporary Coverage: While rider is in force, newborn children will automatically receive \$2000 death benefit beginning at 7 days old for a 90 day period. After 90 days, temporary coverage will expire, and an application to continue coverage under the rider must be submitted and approved.

Riders

Guaranteed Insurability Option Rider, Form 8071

- Allows the insured to purchase additional insurance without evidence of insurability.
 - Issue Ages: 0-37 inclusive (age last birthday)
 - Minimum Option Amount: \$15,000
 - Maximum Option Amount: Lesser of \$50,000 or policy face amount (excluding any other riders). On any option date, the maximum face amount of insurance that can be purchased cannot exceed the result of \$200,000 minus the sum of the face amounts of insurance on all policies and riders in force with the Baltimore Life on the life of the insured.
 - Regular Option Dates: Policy anniversary following the insured's 22nd, 25th, 28th, 31st, 34th, 37th, and 40th birthdays.
 - Alternative Option Date: 61 days following marriage, birth of a child, or adoption. Exercising a purchase option on an Alternative Option Date will cancel the next Regular Option Date purchase opportunity.
 - Premiums: Level and payable to attained age 40 on Life Pay base policy; or payable for 20 years or to attained age 40, whichever is shorter, on 20 Pay base policy.

Riders

Single Premium Additional Insurance Rider, Form 8079

- Allows insured to purchase additional, fully paid-up insurance with a single premium.
- Issue Ages: 0-80 (age last birthday) Juvenile: 0-17 treated as non-tobacco
- Underwriting Class: Only available if the insured is issued the Standard
- underwriting class
- Benefit Amounts: Minimum \$100 single premium, no explicit maximum
- Death Benefit: Level
- Premiums: Single payment - \$100 per unit
 - Payment: Can be submitted using a check or 1035 exchange
- Endorsement: Requires endorsement that renders the Extended Term Insurance (ETI) option unavailable.

Riders

Non-Occupational Disability Income Rider, Form 8196 (On Life Pay Only)

- Monthly benefit for two years during the insured's "Total Disability" as defined in the rider.
- Provides coverage for only non-occupational sicknesses and accidents.
- Eligibility:
 - Issue ages 18-55,(age at last birthday). Expires at age 60
 - Underwriting Class: Only available if the insured is issued the Standard underwriting class
 - Insured must be employed and covered by workers compensation insurance or other government program
 - Insured must work a minimum of 30 hours per week
 - Some occupations are excluded from eligibility
- Premiums are guaranteed in first year and may increase thereafter.
- Rider covers off the job injuries and sickness

Riders

Non-Occupational Disability Income Rider, Form 8196

- Minimum Monthly Benefit: \$100
- Maximum Monthly Benefit (lesser of the following):
 - \$2,000
 - 5% of the base policy coverage amount of the insured
 - 60% of the insured's monthly income
 - Note: All other DI coverages are considered
- Elimination Period: 90 days

Riders

Non-Occupational Disability Income Rider

- Rider available on base insureds issued the Standard underwriting class
- Definition of Total Disability (state variations may apply):
 - Inability to engage in an occupation for compensation or profit resulting from bodily injury received after the rider date; or
 - disease first diagnosed and treated by a licensed physician after the rider date.
- The insured is considered “totally disabled” if they have a total and irrecoverable loss of:
 - the sight of both eyes
 - the use of both hands or both feet; or
 - the use of one hand one foot

Riders

Non-Occupational Disability Income Rider - Additional and Concurrent Disability

- If insured sustains an additional disability for the same or related cause after the date of disability but before the end of the 2-year benefit period, the new disability will be considered a continuation of the prior total disability.
- There will be no new waiting period and no extension of the maximum benefit period.
- If the insured suffers an unrelated additional disability after the date of the original disability but before the 2-year benefit period has ended, the unrelated disability will be considered a new disability.
- Following a new 90-day elimination period after the date of the new disability, the insured is eligible for another 2-year benefit.
- At no time will the company pay more than one disability benefit for two or more simultaneous disabilities.

Riders

Non-Occupational Disability Income Rider - Recurrent Disability

- If the insured becomes totally disabled for same or related cause, we will consider the latest period of disability a continuation of the prior period of total disability.
- If the insured worked a minimum of 30 hours per week in a gainful occupation for at least 6 months between the two periods of disability, then we will consider the latest disability a new disability, and the insured is eligible for another 2-year benefit.
 - A new 90-day elimination period will be required

Riders

Accelerated Death Benefit Rider, Form 8216 or (Form 8245 in CA, CT, FL)

- Terminal Illness
 - Up to 75% of death benefit if diagnosed as terminally ill with a life expectancy of 12 months or less
- Qualified Nursing Facility (***Not available under Form 8245(CA, CT nor FL)***)
 - Up to 50% of death benefit if confined to a qualified nursing facility with expectation of permanent confinement
- Policy Lien: A lien against the death benefit for the amount accelerated plus a \$100 service fee will accumulate at an annual interest rate up to 8%
 - Upon the insured's death, the beneficiary will receive the base policy death benefit minus the accelerated death benefit lien and accumulated interest
 - Rider Claim Limits: Minimum: \$5,000 and Maximum: \$250,000

**Note: In PA and IN the terminal illness rider can be accelerated up to 65% and the qualified nursing and extended care rider can be accelerated up to 40%. \$250,000 is the maximum accelerated benefit.*

For agent use only. Not for use in sales presentations.

Form 8785-0323

Riders

ADBR – Terminal Illness: 75% Maximum Acceleration

- **Benefit Example for Whole Life Policy with a \$100,000 Death Benefit**

▫ Maximum Rider Benefit	\$75,000
▫ Service Fee	\$100
▫ Accelerated Death Benefit Lien	\$75,100
▫ Benefit Amount Paid to You	\$75,000

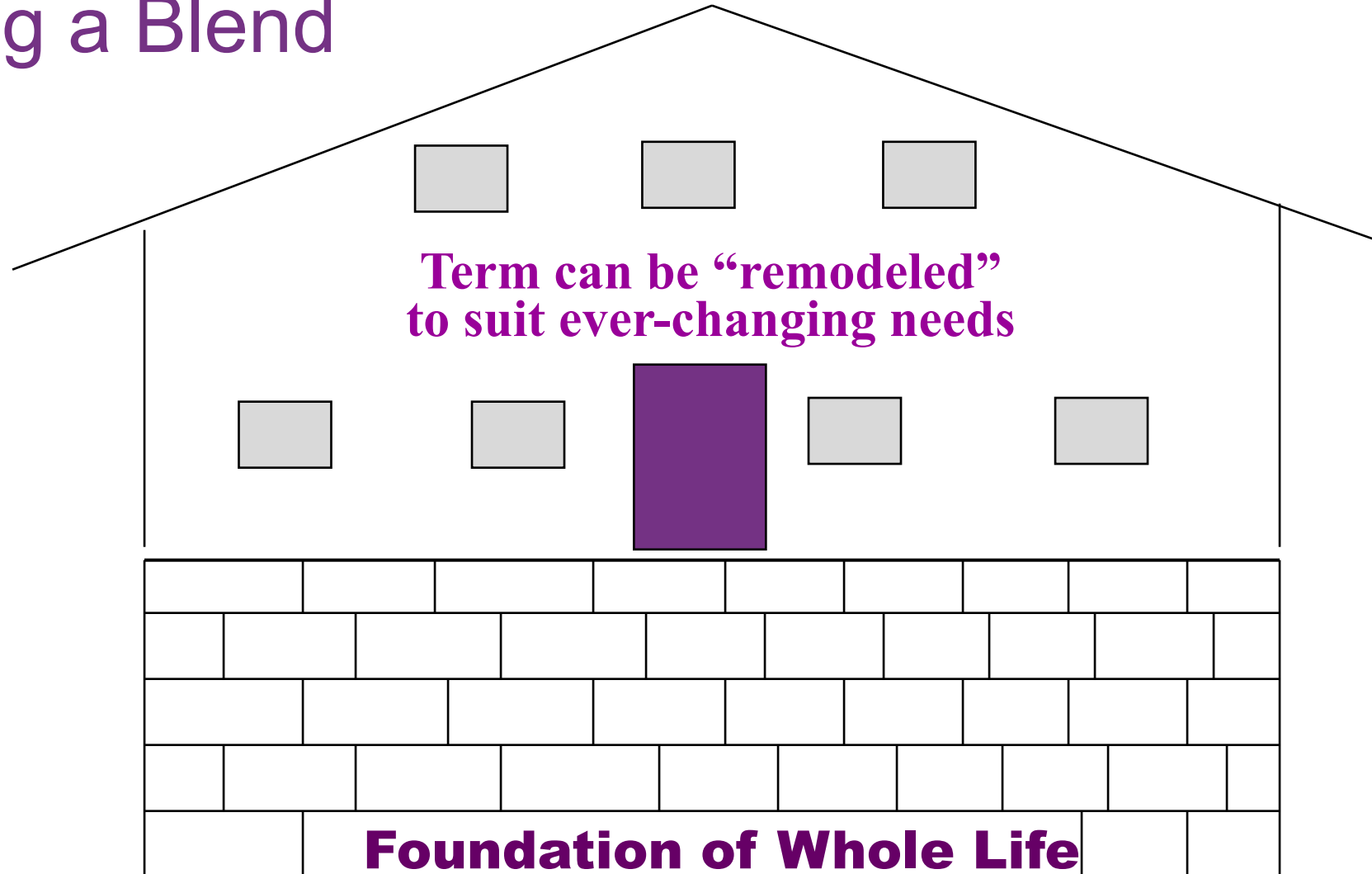
- **Death occurs One Year After Accelerated Death Benefit has been Paid**

▫ Policy Death Benefit	\$100,000
▫ Less Lien	-75,100
▫ Less 8% Interest	-6,008
▫ Net Death Proceeds	
Payable at the death of the insured	\$18,892

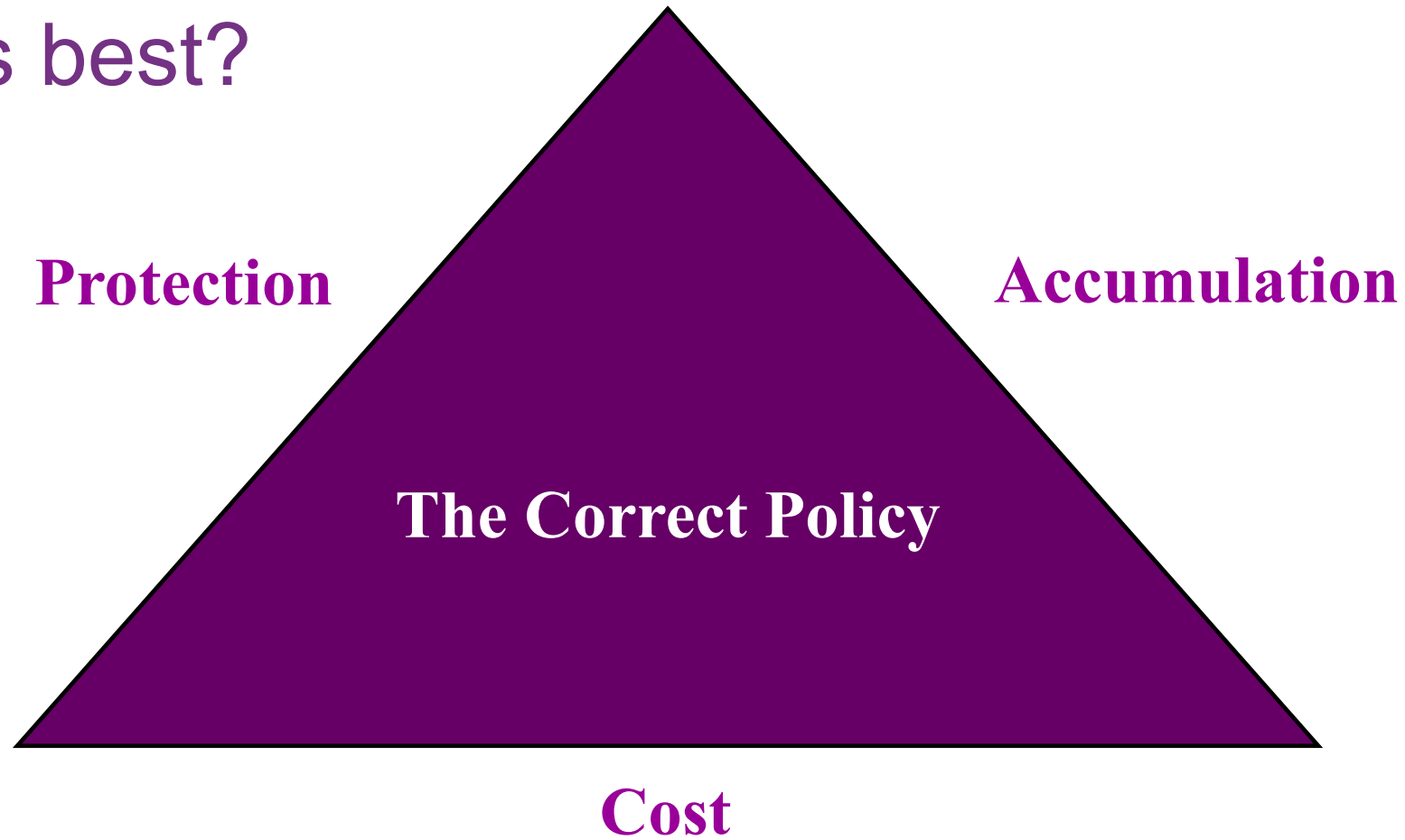
Sales and Marketing Support

- Product Toolkits on the Agent Portal
 - Illustration/Proposal Software
 - aPriority WL Product Guide, Form 8782(ISD)
 - Product Summary for aPriority, Form 8784(ISD)
 - aPriority Customizable Client Brochure, Form ad8786
 - Printable Application and Forms Package

Buying a Blend



Which is best?



Conclusion

- Whole life insurance can be a viable option for the family market.
- Could be a better fit than Term insurance in certain situations.
- Can be designed to be comparable with Universal Life and adds greater peace of mind in some situations.
- Can be used to prepare for future needs.

What if the insured lives?

- With a whole life policy, the owner can surrender the policy back to the company at a guaranteed pre-determined cash value.

What if the insured quits?

- If the client decides to quit along the way on a policy that has elected these options, whole life offers:
 - Cash Surrender
 - Reduced Paid-Up Insurance
 - Extended Term Insurance
- If a client quits because of disability:
 - The Premium Waiver Rider, if elected, will cover premium payments on the policy until the client's disability ends or the policy becomes a paid up policy. (See rider for details)

What if the Insured becomes Terminally Ill or Confined to a Nursing Home?*

- Up to 75% of the death benefit can be accelerated if the insured is diagnosed as terminally ill and not expected to live for 12 months or less
- For an insured who is expected to be permanently confined to a qualified nursing facility, up to 50% of the death benefit can be accelerated
- Minimum accelerated amount is \$5,000 and the maximum is \$250,000

Note: A lien against the death benefit for the amount accelerated, plus a \$100 service fee, will accumulate at an annual interest rate of up to 8%. Upon the insured's death, the beneficiary will receive the base policy death benefit minus the accelerated death benefit, lien, and accumulated interest.

**In PA and IN the terminal illness rider can be accelerated up to 65% and the qualified nursing and extended care rider can be accelerated up to 40%. \$250,000 is the maximum accelerated benefit. The qualified nursing facility (nursing home) rider is not available in certain states.*

What if the insured dies?

- Beneficiaries receive income-tax free death benefit
- If the additional insurance dividend option* was elected on the policy, the death benefit can be greater than the face amount of the base policy.

**Dividends are not guaranteed and should not be communicated as a guaranteed element of the policy.*



The Baltimore Life[®]
COMPANIES

For more information contact:

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