

A Special Publication for CENCO Related Agents

CENCO STREET JOURNAL

Volume 22, Issue 2

February 2022

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Get Your Term Sales Done And Issued In Minutes, Not Days Or Weeks!

Spend little or no time...

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***Cenco offers more than one quick issue insurer and features and options differ between insurers.**

Term Conversion With The Accelerated Access Solution (AAS) Rider

The primary reason to buy life insurance is to provide a tax-free death benefit to the ones you love - the people who depend on you. A term insurance policy from American General Life Insurance Company provides that coverage.

However, this policy only protects your client for a fixed number of years.

- What happens if they need protection for a longer period?
- What if they want more from their policy?

With the powerful new life insurance options that are available today, your client can do much more than provide a death benefit to their loved ones. Consider converting their current policy to a permanent life insurance product.

And now they have the option of electing to add on chronic illness protection with the Accelerated Access Solution Chronic Illness rider if they meet the eligibility requirements:

- Available on QoL Flex Term policies issued within the previous 5 years and still within its convertible period.
- Insured age 60 or younger.
- Original policy issued at a standard or better underwriting classification.
- Permanent policies available for conversion: QoL Guarantee Plus GUL II, QoL Max Accumulator+ II and QoL Value+ Protector II.

ACCESS THEIR OWN LIFE INSURANCE BENEFITS WHILE LIVING

By adding the Accelerated Access Solution (AAS) Chronic Illness rider to a select life insurance policy when they do a term conversion, they can access their income tax-free life insurance benefits, if diagnosed with a chronic illness.

Should an eligible chronic illness occur, they can be paid monthly benefits until that illness improves or their AAS benefit is exhausted - whichever happens first. It's a good option for consumers who understand the value and security of combining death benefit and chronic illness protection into one.

CONTACT CENCO FOR MORE INFORMATION

Help Make a Difference with Transamerica FFIUL

Transamerica is committed to helping customers identify and prepare for the potential challenges they may encounter in their financial futures.

People who have never needed to care for a loved one with a chronic illness may not understand the emotional, physical, and financial impacts on those who receive care as well as those who provide it. Helping them find a solution may make all the difference in preparing for the impacts and corresponding costs.

That's why Transamerica offers their industry-leading hybrid IUL policy, Transamerica Financial Foundation IUL (FFIUL). FFIUL offers an optional Long Term Care (LTC) Rider that allows clients to accelerate a portion of the policy's death benefit to help pay monthly expenses they may incur for qualified long term care services.

Understanding the benefits of the LTC rider is key to helping clients understand the value in this important coverage, they believe it makes FFIUL a more attractive life insurance option for you and your clients.

KEY LTC RIDER BENEFITS

- ◆ LTC Rider, Base Insured Rider and Critical Illness Accelerated Death Benefit Rider available on one policy
- ◆ Protection up to \$2,000,000
- ◆ Policy guaranteed not to lapse while on claim
- ◆ Modified Indemnity Model
- ◆ Rider charges waived while on benefit
- ◆ LTC Rider benefit has the potential to grow over time
- ◆ Minimum No-Lapse Premiums waived while on claim
- ◆ Available Residual Death Benefit
- ◆ NEW - Informal Care (Currently not approved in CA)
- ◆ NEW - International Coverage Benefit (Currently not approved in CA)

By 2030, long term care costs are expected to more than double, reaching as high as \$2.5 trillion.

What sets this rider apart is how it calculates the available benefit, which your clients are sure to appreciate.

With FFIUL, the LTC Rider's specified amount is always equal to the policy's face amount. This means if the policy death benefit increases, so does the LTC Rider benefit. It combines the protection of a death benefit with an LTC benefit. The advantage of choosing an increasing death benefit option is it can potentially increase the LTC Rider benefit base, in turn increasing the amount available for qualified long term care expenses in the future.

Call Cenco for information.

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On QoL Max Accumulator+ II
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HELP KEEP CLIENTS IN GOOD FINANCIAL HEALTH



Give clients the opportunity to review their life insurance coverage.

Life changes, and so do life insurance policies.

WHY CONDUCT A LIFE INSURANCE CHECKUP?

Clients regularly review financial goals, but often forget to update their life insurance coverage. Financial and family situations change over time, and life insurance coverage should be reviewed periodically to keep up with those changes.

PROSPECT CHECKLIST



Good candidates for an insurance checkup are individuals who have had recent life or financial changes. Here are a few questions to ask clients that can help guide your review:

- Recently married or divorced?
- New baby?
- Recent death of a spouse or child?
- Purchased a home?
- Has/have the policy/policies ever been reviewed?
- Is the client currently a business owner?
- Does the policy have an outstanding loan?
- Has the client recently started or sold a business?
- Has the client recently received an inheritance?
- Does the client support anyone with special needs or an elderly family member?
- Has there been a change in employment or salary?
- Have any children left or returned to the household?

THREE SIMPLE QUESTIONS

The following questions will help clients determine if their current coverage is still adequate, estimate how much life insurance they may need today, and consider alternative payment options to their beneficiaries.

- If you died today, how much money would your family need to cover the funeral, any medical bills, and other immediate expenses?
- How much financial assistance would your family need each month if you passed away, and for how long?
- Do you need to structure regular payments or distributions of the death benefit to your beneficiaries?

OTHER IMPORTANT AREAS TO EXPLORE WITH CLIENTS

- Do existing life insurance policies coincide with current needs?
- Whether term policy premiums are about to increase
- Whether the client's long-term life insurance needs require a permanent policy
- Is there a need for more flexibility in the client's life insurance policy?
- Is the client interested in additional features such as a Long Term Care Rider or living benefits?

5 STEPS TO CONDUCTING A LIFE INSURANCE CHECKUP

- 1 Collect copies of current policy(ies).
- 2 Determine face amount, cash value, annual premium, surrender period, amount of any outstanding loans, and ownership and beneficiary information.
- 3 Follow Prospect Checklist to see if any life changes affect the amount of coverage desired.
- 4 Follow worksheet to determine how much coverage is currently desired. (Include amounts needed for checklist items in worksheet.)
- 5 Compare the worksheet results to coverage in existing policy(ies) to identify options for supplemental, conversion or replacement policy(ies).

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