

A Special Publication for CENCO Related Agents

# CENCO STREET JOURNAL

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## Inside this issue:

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## CD's vs. Fixed Deferred Annuities

For individuals concerned that their CD's do not pay sufficient income and who are concerned that what income they make is taxed away by the U.S. Government in their increasing need to create revenue, a deferred annuity is an option to consider.

Listed below are several differences between CD's and tax deferred annuities:



	<u>CD</u>	<u>ANNUITY</u>
Will this product provide safety of principal?	YES	YES
Access to principal? (subject to surrender charges)	YES	YES
Does the entire principal remain unreduced by commissions?	YES	YES
Will the product provide tax deferred growth?	NO	YES
Does the product provide for flexible contributions?	NO	YES
Will this product avoid the costs and delays associated with probate?	NO	YES
Can earnings on the product be automatically recontributed without being currently taxed?	NO	YES
Can the product provide guaranteed lifetime income without the principal first being taxed?	NO	YES
Can the product provide social security advantages by reducing taxable income that would make social security taxable?	NO	YES
Can the product provide potentially higher yields?	NO	YES

Clients should contact their attorney or tax advisor on their specific situation.

Call Cenco for more information on deferred annuities.

## Life Doesn't Stand Still - Time For A Policy Review

Some clients are puzzled when their financial professionals ask to schedule a review of their life insurance coverage. "I haven't had any problems with my policies," they often point out, "so why do I need a review?"

You can answer their question by asking how their life may have changed since they purchased their policies. Was there a marriage or divorce? Did they start a new business? Acquire new property? Perhaps they earned a promotion, changed jobs or have children entering college - or finishing college and settling out on their own?

Additionally, competitive forces over the past several years within the life insurance industry have provided unique designs in features, benefits and costs, which may need to be considered in their planning process.

Chances are, their life is quite different now from when they purchased their policy - and so are their insurance needs. A systematic policy review with their financial professional is the best way to ensure that their coverage continues to keep up with their needs. To illustrate this point even further, take a look at a hypothetical representation for illustrative purposes only case study.

### Case Study: Greg's Family

As a partner in a prestigious law firm, Greg enjoys a comfortable lifestyle with his wife Sara and their two teenage sons, Justin and Kevin. Greg remains very actively involved in the management of his securities portfolio - but he hasn't thought about life insurance since just after the boys were born.

When Greg purchased his life insurance policy, he and Sara were living in a modest two-bedroom home, still paying off their student loans, and earning a combined total of \$100,000 a year. Their insurance agent at the time recommended \$500,000 in coverage. In the fourteen years that have elapsed since then, the family has:

- Moved twice, each time to a larger and more expensive home
- Enrolled the boys in private college-prep schools
- Purchased a lake house - and a boat to go with it - for summer vacations
- Gradually adopted a more upscale lifestyle as Greg's income grew
- Planned to send the boys to college at Princeton
- Begun taking care of Sara's mother

So if something were to happen to Greg with his current coverage, the family would find it difficult to maintain their way of life. Perhaps Sara would have to bring in more income by going back to work, or perhaps the boys would have to change their college choice.

Fortunately, Greg's current financial professional alerted him to the importance of a regular policy review. After taking this step, the advisor recommended that he augment his coverage to ensure the continued protection of his loved ones and their way of life. Greg has now established a means of protecting his family and transferring his wealth in a tax-efficient manner.

## Review Individual Federal Tax Returns to Boost Sales

How many of you have studied federal income tax returns? If you're not asking for copies of tax returns to analyze, then one of your competitors probably is. But it won't do any good to start doing this if you don't know what to look for.

The first place to start in the examination of an individual tax return is the Form W-2 (wage and tax statement). First, see if there is a difference between line one (wages, tips, other compensation) and line three (Social Security wages). If so, this difference indicates that a person could be a participant in a 401(k) plan, a 403(b) plan or a Section 125 plan.

The same section of the W-2 indicates the taxable portion of group term life insurance in excess of \$50,000. The premium attributable to the first \$50,000 of group term insurance is tax-free. This information is important because it raises several questions:

- ◆ Is there a need for additional individual owned life insurance coverage?
- ◆ Is the client's employer a prospect for group and individual life insurance coverage?
- ◆ Could you position yourself to review the employer's existing employee benefit plans?

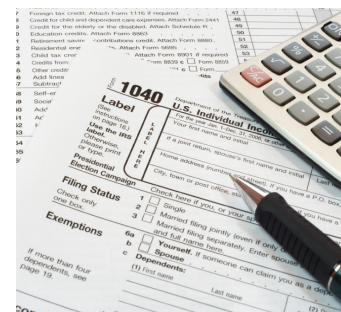
In addition to the W-2, the Form 1040 must also be assessed in order to provide clients with the highest level of service. When engaged in any type of financial planning you must always request that clients provide copies of tax returns from the last 2 to 3 years so that you can establish a thorough financial plan.

When reviewing the Form 1040 begin by evaluating the tax rate schedules for each filing status, which highlights the difference between marginal and real tax brackets. Remember that taxpayers do not pay taxes on their income at marginal tax rates. Instead, income taxes are paid based upon average tax rates.

Also, on the form 1040 is a section where dependent children of any age are listed. Addressing this section with your clients or prospects is sure to open up some important discussions and create a natural sales opportunity. Several questions should be asked at this point:

- ◆ Are you planning to set up a fund for your children's future education?
- ◆ What happens to your children if you should die or become disabled permanently?
- ◆ Are there dependents that do not live with you due to divorce or separation?
- ◆ If so, where do these dependents live and who is responsible for their care?

If you have never reviewed their tax returns, then you probably don't know everything about your clients from a financial standpoint. But if you will take the time and make the effort, you can uncover many sales opportunities, create the trust necessary for long-term relationships and become an expert at uncovering problems and needs that will make you all the more valuable.



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SUCCEED.....IS  
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**February 2019**

***Lifetime Foundation  
ELITE - A Product  
For All of Life's  
Seasons  
Look Inside For  
Details!***

**Non-Medical Underwriting On  
QoL Max Accumulator+**

- Ages 0-50
- Face amounts \$50K to \$499,999
- No lab tests, physical exam or APS required for proposed insured
- All rate classes are available
- Faster processing times using the iGO eApplication, leads to faster commissions for the agent

***The Definitive  
Marketing  
Publication  
For Life &  
Disability  
Insurance***

**For Your Information...**

Check out the new **QoL Master Playbook** on the website [aig.com/QoLMasterPlaybook](http://aig.com/QoLMasterPlaybook).  
**Everything you need is here!**

- ♦ QoL Producer Website
- ♦ QoL Training Playbook
- ♦ QoL IUL Playbook
- ♦ QoL Term Conversion Playbook
- ♦ And more.....



## Lifetime Foundation ELITE

# A product for all of life's seasons

### Age

Emily, 40

### Occupation

Vice President

### Life Status

Single

### Goals

Protection and  
Accumulation

## An innovative approach to lifetime guarantees

Can Emily, a single mom, find the right insurance solution to cover her needs now and in the future? Lifetime Foundation ELITE offers the right mix of living benefits with a death benefit guarantee at a very attractive price.

Emily Walsh, 40, was recently promoted to vice president of her company. The new job comes with a significant annual bonus, and the mom of two children, ages 8 and 11, wants to be sure she's using the money to do more for her family. One thing she's always thinking about is how to ensure her kids are well provided for if she's not there to help them herself.

### Emily's concerns are:



**Providing for  
her children**



**Keeping the  
family home**



**Paying for  
her children's  
education**



**Covering  
unexpected needs  
later in life**

**Emily has decided she needs a life insurance policy  
with a \$2 million death benefit**



A product for all of life's seasons

## A solution with flexible options

Emily's life insurance agent suggests she look at Lifetime Foundation ELITE because it provides a death benefit guarantee to a reasonable life expectancy. At 40, Emily can imagine living beyond age 80, and her agent explains that cash value in the policy could carry the death benefit even further. Adding the Wellness for Life® rider and qualifying for Wellness for Life Rewards® will help her accumulate a little extra cash in the policy, even without paying a higher premium, and this could help her policy stay in force long past the death benefit guarantee period.

In just a few years, Emily will need to make tuition payments rather than life insurance premium payments. Her agent suggests a 10-pay scenario designed to meet the minimum premium requirement, sustaining her death benefit guarantee while freeing up her budget at a time she'll need it.

All that's left is to choose a 10-pay premium that could carry her death benefit beyond the initial guarantee — without spending beyond her budget. With Lifetime Foundation ELITE, many of the monthly charges that keep the policy in force end at age 90, on a current non-guaranteed basis. This means it could take significantly less cash value at 90 to carry the policy to age 121. Here, we show the premium it takes for Emily to have \$5,000 in cash value at age 90, which should be enough under current assumptions:

Carry solve	Premium	Coverage period
Required Minimum 10-pay	\$17,234	Guaranteed coverage to age 80
10-pay with \$5,000 in cash value at age 90	\$21,866	To age 121, on a non-guaranteed basis

At the end of their conversation, her agent explains Lifetime Foundation ELITE's Accelerated Access Rider (AAR)\*, which enables her to access a portion of her death benefit proceeds in the event she is diagnosed with a critical or chronic illness. Emily has watched her parents care for her aging grandfather. With AAR, she may be able to alleviate some of the stress to her loved ones if she ever needs care.

Put this all together, and you see that Lifetime Foundation ELITE is a simple, affordable and secure solution to many clients' needs. Why not run an illustration for your next death benefit sale using Lifetime Foundation ELITE?

## CONTACT US

[globalatlanticlife.com](http://globalatlanticlife.com)

(855) 887-4487, option 3

[salesupport@gafg.com](mailto:salesupport@gafg.com)

<sup>1</sup> Assumes female, age 40, preferred NT, \$2 million death benefit 10 pay, using a 6% illustrated rate.

Lifetime Foundation ELITE is issued by and all policy benefit are the responsibility of Accordia Life and Annuity Company, 215 10th Street, Des Moines, Iowa. Accordia Life is a subsidiary of Global Atlantic Financial Group Limited. Policy Form ICC17-IULC-C18, IULC-C18 Endorsement forms ICC17-IULPTP-K17, IULPTP-K17, ICC17-IULMCS-K17, IULMCS-K17, ICC17-IULFLX-K17, IULFLX-K17. Rider policy form ULWFL-E14, ICC16-LCCABR2-I16, LCCABR2-I16.

Global Atlantic Financial Group (Global Atlantic) is the marketing name for Global Atlantic Financial Group Limited and its subsidiaries, including Accordia Life and Annuity Company and Forethought Life Insurance Company. Each subsidiary is responsible for its own financial and contractual obligations.

Product and rider availability varies by state.

\* Accelerated Access Rider is not available in California.

For guaranteed rates and values please refer to a Basic Illustration. This information is not intended to be a comprehensive evaluation or comparison of different products. It is intended to provide comparative information on specific aspects of similar products. Customers should always consider all features and limitations of products they are considering.

Guarantees provided are subject to the financial strength of the issuing insurance company; not guaranteed by any bank or the FDIC.





## ACCELERATED ACCESS SOLUTION:

# Is your client worried about protecting their assets from rising health care expenses?

## DID YOU KNOW?

**92%** OF OLDER ADULTS

have at least one chronic condition, and 77% have at least two.<sup>3</sup>

**EVERY 40 SECONDS**

an American has a heart attack<sup>4</sup>—50% of people who suffer a heart attack survive more than five years<sup>5</sup>

**EVERY 40 SECONDS**

an American has a stroke<sup>6</sup>

**\$260<sup>K</sup>** OUT-OF-POCKET

equals the healthcare costs throughout retirement for an average 65-year old couple retiring now<sup>7</sup>

**60%** OF AMERICANS

are concerned about paying for health care in retirement<sup>8</sup>



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

By adding the Accelerated Access Solution (AAS) rider to a QoL Guarantee Plus GUL II, QoL Value+ Protector or QoL Max Accumulator+ policy, clients can access income tax-free death benefits if diagnosed with a chronic illness.<sup>1,2</sup>

## SCENARIO

As the sole breadwinner, Julia\* is a 45 year old single mother who wants to protect the financial stability of her family's financial future. Without knowing what will happen in the future, she would like to build in some protection in the event she should develop a chronic illness or pass away prematurely.

## SOLUTION

Julia purchases a \$500,000 QoL Guarantee Plus GUL II policy. With the optionality built into the policy, she has the following choices:

- Choose an Accelerated Access Solution total benefit amount anywhere between \$125,000 and \$250,000
- Three monthly benefit payment amount options as shown in the chart on page 2.

Julia chose the 100% total benefit option, giving her a \$500,000 Accelerated Access Solution benefit. She also chose the per diem benefit payment option at the time of purchase.

## FAST FORWARD

Thirty years later when Julia was 75 and in retirement, she has a stroke and activates the rider to access a portion of the death benefit each month<sup>2</sup>. Because she chose the per diem option, the monthly benefit amount had increased to approximately \$35,515.20 (See Fig. 1) in the year she went on claim, and was payable for up to 16 months.

Julia passes away 6 months after going on claim and therefore still had \$286,908.80 { \$500,000 - (\$35,515.20 X 6) } in death benefits that were payable to her beneficiaries. The Accelerated Access Solution allowed her family to use the funds to pay for her medical care and protected family assets from being depleted as a result of the illness.

\*This is not an actual case. This hypothetical example is for illustrative purposes only.

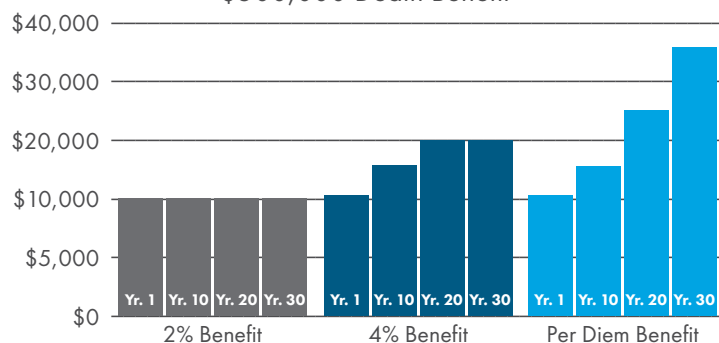
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AGLC110855 REV0119

PAGE 1 OF 2

## MONTHLY BENEFIT OPTIONS

\$500,000 Death Benefit



NOTE: IRS caps the maximum daily rate each year. For 2019, the maximum per diem is \$370/day or \$11,254.16/month for a thirty-day month. In the chart above, hypothetical per diem increases based on IRS 2019 per diem in year 1, and increasing 4% each year thereafter. Whether or not the IRS per diem limit will change over time is not guaranteed. Hypothetical representation for illustrative purposes only.

## BENEFITS OF ACCELERATED ACCESS SOLUTION\*

- Multiple benefit payment options—three options available for monthly benefit payments:
  - IRS maximum per diem amount at time claim begins – providing an increased payout the older policy owner gets
  - 2% of the AAS benefit per month
  - 4% of the AAS benefit per month
- Waiver of monthly deduction—all policy deductions stop (including base policy + all riders) while receiving benefits
- Flexible options with total benefit amount—select any amount between 50% - 100% of the base policy death benefit amount
- Care coordination services available—variety of optional and free support services available to the insured at time of claim
- No receipts required—benefits paid irrespective of actual costs incurred
- 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<sup>9</sup>
- Not a “use or lose it” policy—benefits are paid no matter what... either when the chronic illness requirement is met or via death benefits
- Control over how money is spent—up to the policy holder how the funds are used, not restricted via the policy
- No waiting period—chronic illness benefits are available as soon as policy is issued (90 day elimination period applies)<sup>10</sup>

\*This is not a restricted list



Quality of Life...Insurance®

<sup>1</sup> Based on current federal income tax laws, policy owners should consult a qualified tax advisor.

<sup>2</sup> Insured must be certified as chronically ill by a licensed physician and meet all eligibility requirements.

<sup>3</sup> National Council on Aging, Fact Sheet: Healthy Aging, 2018

<sup>4</sup> American Heart & Stroke Association, Heart and Stroke Statistics 2017 At-a-Glance

<sup>5</sup> The New York Times, Health Guides to Disease and Stroke, 2017

<sup>6</sup> Center of Disease Control and Prevention, Stroke Facts, 2017

<sup>7</sup> Fidelity, Health Care Costs for Couples in Retirement Rise

<sup>8</sup> PLANSponsor, Most Americans Concerned About Health Care Costs in Retirement, 08/17/2016

<sup>9</sup> Subject to the \$3 million lifetime cap

<sup>10</sup> Benefit payout subject to 90 day elimination period. See outline of coverage for details.

### 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.

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

Policies issued by American General Life Insurance Company (AGL) Houston, TX. Policy Form Numbers 15442-5, ICC15-15442, 15442-10A, 15646, 15646-5, ICC15-15646, 16760, ICC16-16760; Rider Form Numbers 15602, ICC15-15602, 15603, ICC15-15603, 15604, ICC15-15604, 15600, ICC15-15600, 15972, 15972-5, 82012, 82012-CA, 82410, 88390, 14002, 14002-5, ICC14-14002, 14306, 14306-5, 07620, 15997, ICC15-15997, 15996, 15996-5, 15994, ICC15-15994, 15271, ICC15-15271, 15274, ICC15-15274, 15272, ICC15-15272, 15273, ICC15-15273, 15990, 13600-5, AGLA 04CHIR-CA (0514), AGLA 04CRIR, and AGLA 04TIR. 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. There may be a charge for each rider selected. See the rider for details regarding the benefit descriptions, limitations and exclusions. Riders are not available in all states. Please review the policy and outline of coverage for your state. © 2019 AIG. All rights reserved.

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# QOL GUARANTEE PLUS GUL II

## 6 Ways to Access Cash

### Tailored for you

Take advantage of built-in QoL accelerated benefit riders, guaranteed minimum cash values and return of premium features. Add even more value with optional living benefit riders.

#### 1 QoL Accelerated Benefit Riders

#### 2 Accelerated Access Solution (AAS) Chronic Illness Rider

#### 3 Lifestyle Income Solution (LIS) Longevity Rider

#### 4 Guaranteed Minimum Cash Values

If your needs change, you can access cash and reduce the death benefit while maintaining the original coverage guarantee period. This feature proportionally reduces the death benefit, cash values and guaranteed premiums.

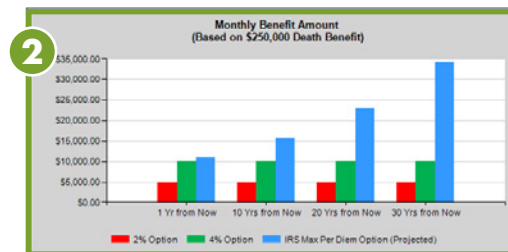
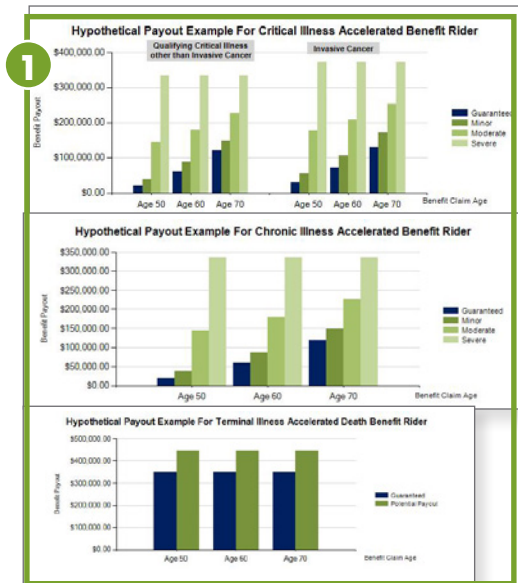
#### 5 50% Return of Premium (ROP) in Year 20

#### 6 100% Return of Premium (ROP) in Year 25

Not an actual case. Used for illustration purposes only.



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



ACTUAL ILLUSTRATION SOFTWARE OUTPUT REPRESENTED BELOW

**Supplemental Quotation**

**Your Lifestyle Income Solution - Guaranteed Withdrawal Benefit Rider**

Initial Annual Premium: \$15,525.10  
Premium Mode: Annual  
Guaranteed at 2.00%

Year	Age	Premium Outlay	Lifestyle Income Benefit Amount	Death Benefit	Cash Surrender Value
21	76	15,525	0	1,000,000	41,975
22	77	15,525	0	1,000,000	52,863
23	78	15,525	0	1,000,000	64,558
24	79	15,525	0	1,000,000	77,061
25	80	15,525	0	1,000,000	90,373
26	81	15,525	0	1,000,000	104,728
27	82	15,525	0	1,000,000	119,678
28	83	15,525	0	1,000,000	135,224
29	84	15,525	0	1,000,000	151,365
30	85	15,525	0	1,000,000	168,102
<b>465,843</b>					
31	86	0	100,000	800,000	139,923
32	87	0	100,000	800,000	119,977
33	88	0	100,000	700,000	97,479
34	89	0	100,000	600,000	73,744
35	90	0	100,000	500,000	51,813
36	91	0	100,000	400,000	31,168
37	92	0	100,000	300,000	16,527
38	93	0	100,000	200,000	7,109
39	94	0	100,000	100,000	1,370
40	95	0	100,000	8,417	0
<b>465,843</b>					
41	96	0	0	0	0
42	97	0	0	0	0
43					
44					
45					
46					
47					
48					
49					
50					

**3**

**Your Policy Quotation**

Initial Annual Premium: \$10,124.03  
Premium Mode: Annual  
Guaranteed at 2.00%

Year	Age	Premium Outlay	Withdrawals	ROP (Enhanced Surrender Value)	Death Benefit	Cash Surrender Value
1	46	10,124	0	0	1,000,000	0
2	47	10,124	0	0	1,000,000	0
3	48	10,124	0	0	1,000,000	0
4	49	10,124	0	0	1,000,000	0
5	50	10,124	0	0	1,000,000	0
6	51	10,124	0	0	1,000,000	0
7	52	10,124	0	0	1,000,000	0
8	53	10,124	0	0	1,000,000	0
9	54	10,124	0	0	1,000,000	0
10	55	10,124	0	0	1,000,000	6,384
<b>Subtotal 101,240</b>						
11	56	10,124	0	0	1,000,000	6,555
12	57	10,124	0	0	1,000,000	6,725
13	58	10,124	0	0	1,000,000	6,895
14	59	10,124	0	0	1,000,000	7,066
15	60	10,124	0	0	1,000,000	7,236
16	61	10,124	0	0	1,000,000	7,406
17	62	10,124	0	0	1,000,000	7,577
18	63	10,124	0	0	1,000,000	7,747
19	64	10,124	0	0	1,000,000	7,918
20	65	10,124	0	0	1,000,000	8,088
<b>Subtotal 202,481</b>						
21	66	10,124	0	0	1,000,000	8,258
22	67	10,124	0	0	1,000,000	8,429
23	68	10,124	0	0	1,000,000	8,599
24	69	10,124	0	0	1,000,000	8,769
25	70	10,124	0	0	1,000,000	8,939
26	71	10,124	0	0	1,000,000	9,109
27	72	10,124	0	0	1,000,000	9,279
28	73	10,124	0	0	1,000,000	9,449
29	74	10,124	0	0	1,000,000	9,619
30	75	10,124	0	0	1,000,000	9,789
<b>Subtotal 303,721</b>						
31	76	10,124	0	0	1,000,000	9,959
32	77	10,124	0	0	1,000,000	10,129
33	78	10,124	0	0	1,000,000	10,299
34	79	10,124	0	0	1,000,000	10,469
35	80	10,124	0	0	1,000,000	10,639
36	81	10,124	0	0	1,000,000	10,809
<b>Subtotal 404,961</b>						
37	82	10,124	0	0	1,000,000	10,979
38	83	10,124	0	0	1,000,000	11,149
39	84	10,124	0	0	1,000,000	11,319
40	85	10,124	0	0	1,000,000	11,489
<b>Subtotal 506,201</b>						
41	86	10,124	0	0	1,000,000	11,659
42	87	10,124	0	0	1,000,000	11,829
43	88	10,124	0	0	1,000,000	11,999
44	89	10,124	0	0	1,000,000	12,169
45	90	10,124	0	0	1,000,000	12,339
46	91	10,124	0	0	1,000,000	12,509
47	92	10,124	0	0	1,000,000	12,679
48	93	10,124	0	0	1,000,000	12,849
49	94	10,124	0	0	1,000,000	13,019
50	95	10,124	0	0	1,000,000	13,189
<b>Subtotal 607,441</b>						
51	96	10,124	0	0	1,000,000	13,359
52	97	10,124	0	0	1,000,000	13,529
53	98	10,124	0	0	1,000,000	13,699
54	99	10,124	0	0	1,000,000	13,869
55	100	10,124	0	0	1,000,000	14,039

**4**

**5**

**6**

This quotation is not complete unless all pages are included. See the Important Notice About Your Quotation section on p.3.  
November 15, 2018 FCU1,000,000 FCP5744.00 / Rev. 062018 / Rel.

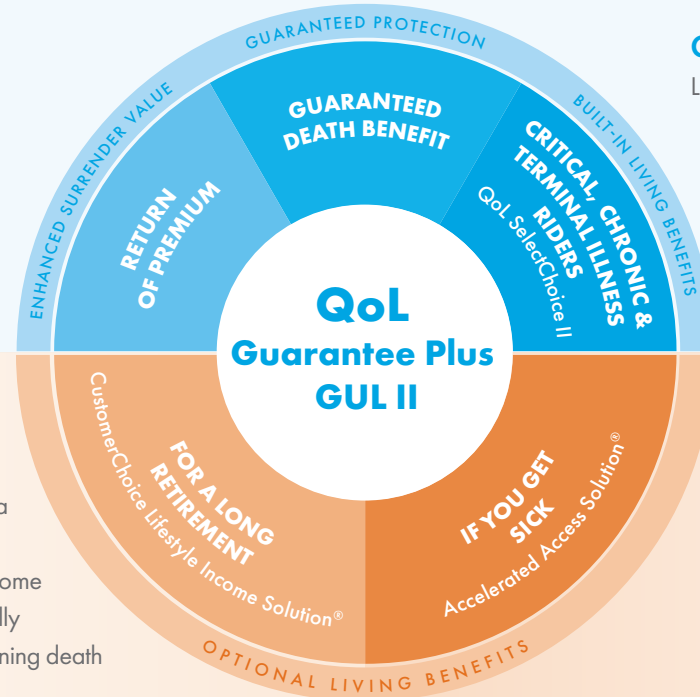
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## RETURN OF PREMIUM...

If your needs change or you no longer need life insurance coverage, you can surrender the policy in year 20 and receive 50 percent of premiums paid, or in year 25 and receive 100 percent of premiums paid up to 40 percent of face amount.

## FOR A LONG RETIREMENT...

There's no question that Americans are living longer, and the Lifestyle Income Solution rider may help you make those extra years more satisfying. Beginning at age 85, it enables you to translate your death benefit into a stream of supplemental income that you can use for any purpose. These payments are typically tax-free up to the amount of cumulative premiums. Any remaining death benefit will be paid to your beneficiaries.



## GUARANTEED PROTECTION

Lock in a guaranteed, tax-free death benefit.

## BUILT-IN LIVING BENEFITS

Access all or a portion of your QoL Guarantee Plus II death benefit with a qualifying condition.

## IF YOU GET SICK...

Should an eligible chronic illness occur, you can be paid monthly benefits until that illness improves or your AAS benefit is exhausted—whichever happens first. Chronic conditions do not need to be considered "life-long" or permanent in order to be eligible. See full rider for details



# Quality of Life...Insurance®

### 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.

This ABR pays proceeds that are intended to qualify for favorable tax treatment under section 101(g) of the Federal 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.

Policies issued by American General Life Insurance Company (AGL), Policy Form Numbers ICC15-15442, 15442, 15442-5, 15442-10A; Rider Form Numbers ICC15-15602, 15602, ICC15-15603, 15603, ICC15-15604, 15604, ICC15-15600, 15600, 15972, 15972-5, ICC18-18012, 18012, 18012-5, 82012-CA, 82410, 88390, ICC14-14002, 14002, 14002-5, 15990, 13600-5, AGLA 04CHIR-CA (0514), AGLA 04CRIR, and AGLA 04TIR. Please visit [qualityoflifeinsurance.com](http://qualityoflifeinsurance.com) for Important Consumer Disclosures regarding Accelerated Benefit Riders. 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.

There may be a charge for each rider selected. See the rider for details regarding the benefit descriptions, limitations and exclusions. Riders are not available in all states. Names and benefits of ABRs may be different in some states. Please consult your financial professional or review the policy and outline of coverage for your state. Policy guarantees and benefits are not backed by the insurance agency selling the policy, nor by any of their affiliates, and none of them makes any representations or guarantees regarding the claims-paying ability of the issuing insurance company. © 2018 AIG. All rights reserved.