

A Producer's Guide to Universal Life 2008

Welcome to LIFE INSURANCE SELLING's 27th annual report on universal life (UL) plans. This year's survey includes information on 41 plans, listed alphabetically on pages 76 to 96.

We gathered the information on the following pages by e-mailing survey links to hundreds of life insurance companies. We asked each company to limit its response to one product, preferably its best-selling UL plan in the past year. If a company recently has introduced a product that it believes soon may become its best-selling plan, the company may have provided information about that product instead.

We have posted the results of this survey at lifeinsuranceselling.com. Some participants have established a hyperlink from LIS's site to theirs. To get more information, you can go from these companies' survey responses straight to their home pages with the click of your mouse.

As with all LIS product reports, we caution readers to consider this information only the starting point in their search for universal life policies to sell. Space constraints and the nature of UL policies themselves limit our analysis, and there are other factors of which you should be aware. We urge producers to obtain further information by contacting individual companies.

-The Editors

I/R Code: 4450.05 Universal Life

A Producer's Guide to Last Survivor Plans 2008

Please go to lifeinsuranceselling.com to see the results of our 19th annual report on last survivor plans.



Companies

AIG American General (in NY, United States Life in the City of NY)
2727-A Allen Parkway
Houston, TX 77019

Allianz Life of North America
5701 Golden Hills Drive
Minneapolis, MN 55459
Cynthia Paver
763-765-7533
cynthia.paver@allianzlife.com

Allstate Workplace Division
1776 American Heritage Life Drive
Jacksonville, FL 32224
Don Fennell
(904) 992-2904 Fax: (904) 992-3130
dfennell@allstate.com

American National Insurance Co.
One Moody Plaza - IMG
Galveston, TX 77550
David Behrens
888-504-2550 Fax: 409-621-7709
david.behrens@anico.com

| | AIG ContinUL Extend | Gen Dex II | UL21P | ANICO LTG UL |
|---------------------------------------------------------------------------------------------|----------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|
| <i>Product</i> | 18 | 6 | 3 | 4 |
| <i>How many universal life products?</i> | Individual | Individual | Individual | Individual |
| <i>Type</i> | All States | All except VI, Guam, PR | All except NY | All except MT, NY |
| <i>States available</i> | no-lapse guarantee | children's insurance benefit, additional insured benefit, 3 options for guarantees -Loan Protection Rider | Accidental death benefit, children's insurance benefit, waiver of specified premium, spouse term rider, Accelerated Death Benefit | waiver of monthly deductions, Accelerated Death Benefit |
| <i>Five most popular policy riders/benefits</i> | 0 / 90 | 0 / 80 | 0 / 80 | 18 / 85 |
| <i>Min. issue age / Max. issue age</i> | \$100,000; does not vary by age | \$100,000; does not vary by age | \$10,000; varies by age | \$100,000; does not vary by age |
| <i>Minimum face amount</i> | | \$100k-\$199,999.99, \$200k-\$499,999.99, \$500k-\$999,999.99, 1 million+ | none | \$100,000-\$249,999 / \$250,000-\$499,999 / \$500,000-\$999,999 / \$1 million+ |
| <i>Premium bands</i> | 4 | 5 (1 is Juvenile) | 1 | 4 |
| <i>No. of non-smoker underwriting classes</i> | 2 | 2 | 1 | 2 |
| <i>No. of smoker underwriting classes</i> | 5.00% / 3.00% | 4.50% to 5.25% -up 10% In / 2% | 4.50% / 4.00% | 5.35% / 3% |
| <i>Current interest rate / Gtd. interest rate*</i> | No | No, Caps are locked in from anniversary to anniversary | No | Yes, 12 months |
| <i>Is current interest rate guaranteed for a certain period, if so, what is the period?</i> | company determined | New money rate, index | Portfolio rate, company determined | New money rate, company determined |
| <i>What determines current interest rate?</i> | Based on shadow fund, flexible lifetime guarantee | Specified premium, Guarantee to age 120 could be affected by loans or withdrawals, 10 year, 20 year or to age 65, and to age 120 | Specified premium, gtd. 5 years with minimum premium; Target gets DBOpt 1 policy to age 80 gtd | Based on shadow fund, gtd. lifetime |
| <i>No-lapse provision</i> | 6.5% | 5% | 7% | 7% |
| <i>All years: Premium load (% of prem.)</i> | 5 | 7.5% | \$4.00, yrs 1-20 only | \$5 |
| <i>Per policy flat amount</i> | Varies by Age and Underwriting Class | 0.16 | varies by issue age/class/duration | Varies |
| <i>Rate per thousand</i> | | | | |
| <i>Other</i> | | | | |
| <i>First year: % of first-year premium</i> | | 5% | | 7% |
| <i>Policy fee (or flat amount)</i> | | \$7.50 | | \$5 |
| <i>Rate per thousand</i> | | \$1.16 years currently years 1-6 | | Varies |
| <i>Other</i> | | | | |
| <i>Policy loan interest rate</i> | 3.00% (years 11+), fixed | 3.846%-2% or 6.54 for par, fixed | 8.00% most states, fixed | 6%, fixed |
| <i>Interest rate credited on cash value used as collateral on policy loans</i> | 3.00% | 2% or index return | 4.00% | 3% |
| <i>Partial Withdrawals: First yr. / Renewal years</i> | | Min WD is \$500-No Surrender Charge is incurred unless client is fully surrendering / Same | not allowed in first year / \$25 fee | \$25 processing fee + pro-rata surrender charge / \$25 processing fee + pro-rata surrender charge |
| <i>Total Withdrawals: First year / Renewal years</i> | | must leave 3 months of deductions in account / same | Surr Chg per unit based on age at issue/increase / % of 1st year, grades to 0 by yr20 for ages 0-45, yr15 for ages 46-54, yr10 for ages 55+ | \$25 processing fee + pro-rata surrender charge / \$25 processing fee + pro-rata surrender charge |
| <i>Cost of insurance first year rates:**</i> | 25 | \$297.12 | \$0.90 | \$1141 |
| | 35 | \$375.36 | \$1.08 | \$1611 |
| | 45 | \$782.40 | \$2.31 | \$2523 |
| | 55 | \$1611.60 | \$5.64 | \$4075 |
| | 65 | \$3768 | \$15.27 | \$7057 |
| | 75 | \$8676 | \$38.94 | \$14289 |
| | 85 | | | \$31193 |
| <i>Guaranteed / Death benefit -End of policy yr</i> | | | | |
| 5 | | \$779 / \$250,000 | \$8,205 / \$250,000 | \$4,181 / \$250,000 |
| 15 | | \$21,573 / \$250,000 | \$47,707 / \$250,000 | \$31,554 / \$250,000 |
| 30 | | \$0 / \$250,000 | \$102,208 / \$250,000 | \$21,678 / \$250,000 |
| <i>Current / Death benefit: End of policy year</i> | | | | |
| 5 | | \$4,591 / \$250,000 | \$8,421 / \$250,000 | \$7,092 / \$250,000 |
| 15 | | \$69,656 / \$250,000 | \$50,029 / \$250,000 | \$52,321 / \$250,000 |
| 30 | | \$318,141 / \$340,411 | \$117,607 / \$250,000 | \$149,352 / \$250,000 |
| <i>No-lapse guarantee for this policyholder</i> | 1825 | To age 120 | 5 years | Lifetime |
| <i>Yr. illustrated contract lapse at gtd. int. & COI</i> | maturity | Age 120 | 45 | Lifetime |

Expense Load

Surrender Charge

Cash Surrender Values***

* Rates as of June 1, 2008. **Rate per thousand, based on \$250,000 face amount, male, (ages shown), nonsmoker, annual premium mode. Guaranteed (gtd.) is maximum. *** Assumes a \$3,750 annual premium, \$250,000 face amount, nonsmoker male, age 45. *Type A* death benefit (face amount). Assumptions shown are at a guaranteed interest rate and current interest rate.

Companies

| | Americo Financial Life and Annuity Insurance Company 1055 Broadway, Kansas City, MO 64105 Robert Eshleman 800-366-6565 Fax: 816-391-2387 contactamerico@americo.com | Ameritas Life Insurance Corp - A UNIFI Company 5900 O Street Lincoln, NE 68510 Product Marketing 800-319-6903 Fax: 513-674-5345 Linda.Glantz@acaciagroup.com | Aviva Life and Annuity Company 611 5th Ave Des Moines, IA 50309 Kent Campbell, Senior VP-Life Sales & Distribution 800-800-9882 kent.campbell@avivausa.com | Aviva Life and Annuity Company of New York 65 Froehlich Farm Blvd. Woodbury, NY 11797-9847 Martina Cawley 800 252 4467 martina.cawley@avivausa.com | |
|---------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|
| <i>Product</i> <i>How many universal life products?</i> | Lifecrest Index 6 | Excel Secondary Guarantee UL 3 | Advantage Builder II 6 | Empire Solution II 6 | |
| <i>Type</i> | Individual | Individual | Individual | Individual | |
| <i>States available</i> | All except AL, AK, ME, MO, MS, NV, OR, VA | All except VI, Guam, PR | All except IL, MA, MS, MT, NV, NY, PA, UT, VT, VI, Guam, PR | NY | |
| <i>Five most popular policy riders/benefits</i> | no-lapse guarantee, Return of premium, Accelerated Benefit Payment Rider | Accidental death benefit, children's insurance benefit, additional insured benefit, Accelerated Benefit for Term ill, Total Disability | Accidental death benefit, no-lapse guarantee, coverage protection rider, waiver of monthly deductions, Wellness Benefit | Accidental death benefit, guaranteed purchase benefit, no-lapse guarantee, coverage protection rider, waiver of monthly deductions | |
| <i>Min. issue age / Max. issue age</i> | 18 / 65 | 0 / 80 | 0 / 85 | 0 / 85 | |
| <i>Minimum face amount</i> | \$25,000; does not vary by age | \$50,000; varies by class ; does not vary by age | \$100,000; does not vary by age | \$100,000; does not vary by age | |
| <i>Premium bands</i> | | \$50,000 - \$249,999; \$250,000+ | NA | NA | |
| <i>No. of non-smoker underwriting classes</i> | 2 | 4 | 3 | 3 | |
| <i>No. of smoker underwriting classes</i> | 2 | 2 | 2 | 2 | |
| <i>Current interest rate / Gtd. interest rate*</i> | 5% / 4% | 4.20% / 3% | Fixed or linked to index. / 2.00% | varies by index strategy / 2.00% | |
| <i>Is current interest rate guaranteed for a certain period, if so, what is the period?</i> | No | No | Yes, Varies by strategy; at least 1 yr. | Yes, Varies by strategy; at least 1 yr. | |
| <i>What determines current interest rate?</i> | Portfolio rate, company determined | New money rate, company determined | Portfolio rate, company determined, index | Portfolio rate, company determined, index | |
| <i>No-lapse provision</i> | Specified premium, lifetime | Based on shadow fund, gtd. up to lifetime | Based on shadow fund, gtd. from 5 years to lifetime. | Based on shadow fund, gtd. from 5 years to lifetime. | |
| <i>Expense Load</i> | <i>All years: Premium load (% of prem.)</i> | 5% | 5% | 5% | |
| | <i>Per policy flat amount</i> | \$5.00 monthly | \$7 per month | \$6/mo | |
| | <i>Rate per thousand</i> | Varies based on age | based on age, sex, and risk class | Varies by gender, age, and risk class | |
| | <i>Other</i> | | | Varies by gender, age and risk class | |
| <i>Expense Load</i> | <i>First year: % of first-year premium</i> | None | None | None | |
| | <i>Policy fee (or flat amount)</i> | None | None | None | |
| | <i>Rate per thousand</i> | None | None | None | |
| | <i>Other</i> | None | None | None | |
| <i>Policy loan interest rate</i> | 3.85% preferred loan, fixed | 5%, variable | 4% fixed or 6.22% var APR | 4.00%, fixed | |
| <i>Interest rate credited on cash value used as collateral on policy loans</i> | No difference | 3% | Varies by strategy | 2% ; 4% in yrs 10+ | |
| <i>Surrender Charge</i> | <i>Partial Withdrawals: First yr. / Renewal years</i> | Percentage of the surrender charge equal to the percentage reduction in the specified amount | None / None | Not allowed / Pro-rata surrender charge. 20% free partial withdrawals. | |
| | <i>Total Withdrawals: First year / Renewal years</i> | 15 year surrender charge | Varies by age, sex, class and face amount / Varies by age, sex, class, and face amount; 19 year surrender charge period | Percentage of per \$1000 of face amount. / 15-yr declining charge schedule. | |
| <i>Cash Surrender Values***</i> | <i>Cost of insurance first year rates:**</i> | 25 \$0.08083 35 \$0.09 45 \$0.19833 55 \$0.47083 65 \$1.31 | | \$0.22336 \$0.23976 \$0.45487 \$0.89575 \$1.80257 \$6.37338 \$17.89174 | \$0.22336 \$0.23976 \$0.45487 \$0.89575 \$1.80257 \$6.37338 \$17.89174 |
| | <i>Guaranteed / Death benefit -End of policy yr</i> | 5 \$6,993 / \$250,000 15 \$35,725 / \$250,000 30 \$48,572 / \$250,000 | | \$8,925 / \$250,000 \$33,496 / \$250,000 \$27,715 / \$250,000 | \$8,925 / \$250,000 \$33,496 / \$250,000 \$27,715 / \$250,000 |
| | <i>Current / Death benefit: End of policy year</i> | 5 \$10,994 / \$250,000 15 \$56,449 / \$250,000 30 \$154,523 / \$250,000 | | \$15,312 / \$250,000 \$81,646 / \$250,000 \$352,031 / \$369,633 | \$15,312 / \$250,000 \$81,646 / \$250,000 \$352,031 / \$369,633 |
| | <i>No-lapse guarantee for this policyholder</i> | Lifetime as long as the no lapse guarantee premium is paid as required. | Up to lifetime | 5 years | 5 years |
| | <i>Yr. illustrated contract lapse at gtd. int. & COI</i> | | | 34 | 34 |

* Rates as of June 1, 2008. **Rate per thousand, based on \$250,000 face amount, male, (ages shown), nonsmoker, annual premium mode. Guaranteed (gtd.) is maximum. *** Assumes a \$3,750 annual premium, \$250,000 face amount, nonsmoker male, age 45. "Type A" death benefit (face amount). Assumptions shown are at a guaranteed interest rate and current interest rate.

Companies

| | Bankers Life and Casualty Company 222 Merchandise Mart Plaza Chicago, IL 60654 Rebecca Wietbrock (312) 396-7271 r.wietbrock@banklife.com | Cincinnati Life Insurance Company, The P.O. Box 145496 Cincinnati, OH 45250-5496 Jim Stark 513-870-2234 Fax: 513-881-8097 jim_stark@cinfin.com | Conseco Insurance Company 11825 N. Pennsylvania Street Carmel, IN 46032 Sales Development 888 266 6002 Fax: 317 817 2048 | Genworth Life and Annuity Insurance Company 1300 Albert Lankford Drive Lynchburg, VA 24501 RB Carter 434-948-5394 r.carter@genworth.com | |
|---------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Product | Innovative Life FIUL | UL 120 | Asset Builder Plus | Lifetime FlexPlus II | |
| <i>How many universal life products?</i> | 2 | 5 | 2 | 5 | |
| Type | Individual | Individual | Individual | Individual | |
| States available | All except NY, VI, Guam, PR | All except NY, Guam, PR | All except MA, MN, MT, ND, NY, OR, VT, VI, PR | All except MS, MT, NJ, NV, PA, VT, PR | |
| <i>Five most popular policy riders/benefits</i> | no-lapse guarantee, waiver of specified premium, additional insured benefit, spouse term rider, waiver of monthly deductions | children's insurance benefit, accelerated benefit rider | Accidental death benefit, children's insurance benefit, extended maturity option, waiver of specified premium, spouse term rider | Accidental death benefit, children's insurance benefit, no-lapse guarantee, waiver of specified premium, Accelerated Death Benefit | |
| <i>Min. issue age / Max. issue age</i> | 0 / 85 | 18 / 75 | 0 / 85 | 0 / 90 | |
| <i>Minimum face amount</i> | \$25,000; varies by age | \$50,000; does not vary by age | \$25,000; does not vary by age Band I: \$25,000-\$99,999 Band II: \$100,000-\$249,999 Band III: \$250,000+ | \$25,000; does not vary by age | |
| Premium bands | I. \$25,000 - \$99,999 II. \$100,000 - \$249,999 III. \$250,000+ | \$50,000-\$99,999; \$100,000+ | II: \$100,000-\$249,999 Band III: \$250,000+ | Not banded | |
| <i>No. of non-smoker underwriting classes</i> | 2 | 3 | 2 | 4 | |
| <i>No. of smoker underwriting classes</i> | 2 | 2 | 2 | 2 | |
| Current interest rate / Gtd. interest rate* | 4.10% / 3.00% | 4.50% / 3.00% | PR 65% No Cap Fixed 5.34% / | 4.80% / 3% | |
| <i>Is current interest rate guaranteed for a certain period, if so, what is the period?</i> | No | No | 2% Yes, Month of June | No | |
| <i>What determines current interest rate?</i> | Portfolio rate, company determined | Portfolio rate, company determined | Portfolio rate, company determined | New money rate, company determined | |
| <i>No-lapse provision</i> | Specified premium, gtd. 5 Years | Specified premium, gtd. any duration up to age 120 | Death benefit guarantee rider, gtd. to age 85 | Based on shadow fund, gtd. lifetime | |
| Expense Load | <i>All years: Premium load (% of prem.)</i> | 2.00% | 20% | 6% | 8% |
| | <i>Per policy flat amount</i> | | \$10/month | | \$8.28 |
| | <i>Rate per thousand</i> | | | \$10/month policy fee guaranteed, years 1-20 | |
| | <i>Other</i> | | | | |
| | <i>First year: % of first-year premium</i> | 13.00% | | N/A | none |
| Surrender Charge | <i>Policy fee (or flat amount)</i> | | | N/A | none |
| | <i>Rate per thousand</i> | | | N/A | none |
| | <i>Other</i> | | | N/A | none |
| | <i>Policy loan interest rate</i> | 6.54% in advance, fixed | 8.00%, fixed | Nonpreferred 4%, Pref 2%, fixed | Mo. expense charge in yrs 1 & 2 - varies by age, sex and UW class |
| | <i>Interest rate credited on cash value used as collateral on policy loans</i> | 3.00% | 5.00% | Nonpreferred&Pref 2% | 7.6% non-preferred loans, fixed 5.60% |
| Cash Surrender Values*** | <i>Partial Withdrawals: First yr. / Renewal years</i> | Pro-rata of the Total Surrender Charge / same | 19 year decreasing plus \$25 fee / 19 year decreasing plus \$25 fee | Partial withdrawals allowed in years 2+ / 1 partial withdrawal per year, minimum amount \$500, admin fee per withdrawal \$25 | Proportionate charge based on amount of reduction in specified amount / Same as first year. No charge after SC period expires. |
| | <i>Total Withdrawals: First year / Renewal years</i> | 15 Year Slope of Decreasing SC% multiplied by SC Premium per \$1000 of Benefit est. at issue / same | 19 year decreasing plus \$25 fee / 19 year decreasing plus \$25 fee | Surrender charges through year 15 by schedule / Surrender charges through year 15 by schedule | Varies by policy year - full amount applicable to first policy year / Varies by policy year - full amount applicable to policy year in which surrender occurs |
| | <i>Cost of insurance first year rates:**</i> | 25 \$0.5364 35 \$0.6204 45 \$1.3308 55 \$2.844 65 \$9.0348 75 \$25.0728 85 | \$0.45 \$0.504 \$1.098 \$2.619 \$7.3035 \$18.918 | PI | NA NA NA NA NA NA |
| Cash Surrender Values*** | <i>Guaranteed / Death benefit -End of policy yr</i> | 5 \$9,252 / \$250,000 15 \$39,318 / \$250,000 30 \$16,607 / \$250,000 | 5 \$1,920 / \$250,000 15 \$22,957 / \$250,000 30 \$5,196 / \$250,000 | 5 \$6,302 / \$250k 15 \$31,575 / \$250k 30 \$0 / \$0 | 5 \$7,009 / \$250,000 15 \$43,722 / \$250,000 30 \$65,805 / \$250,000 |
| | <i>Current / Death benefit: End of policy year</i> | 5 \$10,286 / \$250,000 15 \$59,196 / \$250,000 30 \$163,481 / \$250,000 | 5 \$4,519 / \$250,000 15 \$42,405 / \$250,000 30 \$119,029 / \$250,000 | 5 \$8,085 / \$250k 15 \$58,535 / \$250k 30 \$176,272 / \$250k | 5 \$8,446 / \$250,000 15 \$59,059 / \$250,000 30 \$180,637 / \$266,477 |
| | <i>No-lapse guarantee for this policyholder</i> | 5 Year No Lapse Guarantee if Minimum Premium Provision is met | Target premium (\$ 2,205) guarantees death benefit to age 120 | DBG via rider to age 85 \$3450 annual premium | lifetime |
| | <i>Yr. illustrated contract lapse at gtd. int. & COI</i> | Duration Year 31 (Age 76) | Does not lapse | year 29 | does not lapse |

* Rates as of June 1, 2008. **Rate per thousand, based on \$250,000 face amount, male, (ages shown), nonsmoker, annual premium mode. Guaranteed (gtd.) is maximum. *** Assumes a \$3,750 annual premium, \$250,000 face amount, nonsmoker male, age 45. *Type A* death benefit (face amount). Assumptions shown are at a guaranteed interest rate and current interest rate.

Companies

| | Guardian Life Insurance Company of America 7 Hanover Square New York, NY 10004 Kristin Mastrandrea 212-919-3965 Fax: 212-919-2790 Kristin_Mastrandrea@glic.com | Illinois Mutual 300 SW Adams St Peoria, IL 61634 Craig Parr 800-437-7355 Fax: 309-674-7355 LifeSales@IllinoisMutual.com | Indianapolis Life Insurance Company (an Aviva Company) 611 5th Ave., Des Moines, IA 50309 Kent Campbell, Senior VP-Life Sales & Distribution 800-800-9882 kent.campbell@avivausa.com | ING-Security Life of Denver 1290 Broadway Denver, CO 80203 Laura Shur 610-425-3966 Fax: 612-492-0966 Laura.Shur@us.ing.com | |
|---------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|
| <i>Product</i> | ULtraLife Gold | ValueLife Protector Universal Life | Vista Advantage II | ING Guaranteed Death Benefit UL II | |
| <i>How many universal life products?</i> | 3 | 1 | 6 | 9 | |
| <i>Type</i> | Individual | Individual | Individual | Individual | |
| <i>States available</i> | All except MT | All except AK, HI, MT, NJ, NY, DC, VI, Guam, PR | All except IL, MA, MS, MT, NH, NV, NY, PA, UT, VT, VI, Guam, PR | All except MA, NY, PA | |
| <i>Five most popular policy riders/benefits</i> | Accidental death benefit, guaranteed purchase benefit, no-lapse guarantee, waiver of specified premium, waiver of monthly deductions | children's insurance benefit, extended maturity option, waiver of specified premium, spouse term rider, waiver of monthly deductions | Accidental death benefit, no-lapse guarantee, coverage protection rider, waiver of monthly deductions, Wellness Benefit | no-lapse guarantee, waiver of specified premium, waiver of monthly deductions, adjustable term rider | |
| <i>Min. issue age / Max. issue age</i> | 20 / 85 | 18 / 75 | 0 / 85 | 0 / 90 | |
| <i>Minimum face amount</i> | \$100,000; does not vary by age | \$50,000; does not vary by age | \$100,000; does not vary by age | \$100,000; does not vary by age | |
| <i>Premium bands</i> | \$100,000-\$999,999; \$1,000,000+ | \$50,000-\$99,999; \$100,000+ | NA | \$100,000 - \$249,999 and \$250,000 and above | |
| <i>No. of non-smoker underwriting classes</i> | 3 | 3 | 3 | 3 | |
| <i>No. of smoker underwriting classes</i> | 1 | 1 | 2 | 2 | |
| <i>Current interest rate / Gtd. interest rate*</i> | 5.90% / 3.50% | 5.00% / 3.50% | Fixed or linked to index / 2.00% | 4.50% / 4% | |
| <i>Is current interest rate guaranteed for a certain period, if so, what is the period?</i> | No | No | Yes, Varies by strategy; at least 1 yr. | Yes, 1 Year | |
| <i>What determines current interest rate?</i> | Portfolio rate, company determined | New money rate, company determined | Portfolio rate, company determined, and index | Portfolio rate, company determined | |
| <i>No-lapse provision</i> | Specified premium, gtd. 10 Years | Specified premium, gtd. pds Ages 18-50: 30 years; 51-60: 20 years; 61+ : 10 years | Based on shadow fund, gtd. from 5 years to lifetime. | Based on shadow fund, gtd. lifetime | |
| <i>Expense Load</i> | <i>All years: Premium load (% of prem.)</i> | 10% | 5% | 12% current | |
| | <i>Per policy flat amount</i> | \$7.50 per month policy fee | 0 | \$10/month current | |
| | <i>Rate per thousand</i> | 0 | 0 | \$0.0350/1,000 of target db all year | |
| | <i>Other</i> | Other: Up to Tgt: 7% (yrs 1-20), 3% (yrs 21+); Excess: 4% (yrs 1-20), 0% (yrs 21+) | \$10 per month | N/A | |
| | <i>First year: % of first-year premium</i> | | | N/A | |
| <i>Surrender Charge</i> | <i>Policy fee (or flat amount)</i> | | | N/A | |
| | <i>Rate per thousand</i> | | | N/A | |
| | <i>Other</i> | | | N/A | |
| | <i>Policy loan interest rate</i> | Yrs 1-20: 4.5%; 21+: 4.25%, fixed | 7.25%, fixed | 4% fixed or 6.22% var APR | 8% current, fixed |
| | <i>Interest rate credited on cash value used as collateral on policy loans</i> | 3.50% | 3.50% | Varies by strategy. | 6% current |
| <i>Cash Surrender Values**</i> | <i>Partial Withdrawals: First yr. / Renewal years</i> | None / None | Proportionate to the charges that would apply to a full surrender / Proportionate to the charges that would apply to a full surrender | Not allowed / Pro-rata surrender charge. 20% free partial withdrawals. | Limited to the lesser of 19 years or attained age 121 / Limited to the lesser of 19 years or attained age 121 |
| | <i>Total Withdrawals: First year / Renewal years</i> | Per 1000 of ins amt varies by issue age. max in yr 1 grades to 0 in yr 20. / same | Amount/\$1000 that is level for 5 years, then decreases by 10% / year over the next 10 yrs / Amount/\$1000 that is level for 5 years, then decreases by 10% /year over the next 10 yrs | Percentage of per \$1,000 of face amount. / 15-yr declining charge schedule. | Pro-rata for lesser of 19 years or attained age 121 / Pro-rata for lesser of 19 years or attained age 121 |
| | <i>Cost of insurance first year rates:**</i> | 25 \$0.25 35 \$0.23 45 \$0.42 55 \$0.83 65 \$1.68 75 \$7.67 85 N/A | \$0.0834 \$0.0862 \$0.1425 \$0.3102 \$0.6975 \$1.8878 | \$0.22336 \$0.23976 \$0.45487 \$0.89575 \$1.80257 \$6.37338 \$17.89174 | |
| <i>Cash Surrender Values***</i> | <i>Guaranteed / Death benefit -End of policy yr</i> | 5 \$9,388 / \$250,000 15 \$45,176 / \$250,000 30 \$81,623 / \$250,000 | 5 \$6,952 / \$250,000 15 \$43,030 / \$250,000 30 \$60,869 / \$250,000 | 5 \$8,925 / \$250,000 15 \$33,496 / \$250,000 30 \$27,715 / \$250,000 | 5 \$4,729 / \$250,000 15 \$31,704 / \$250,000 30 \$36,199 / \$250,000 |
| | <i>Current / Death benefit: End of policy year</i> | 5 \$12,871 / \$250,000 15 \$70,300 / \$250,000 30 \$239,815 / \$256,602 | 5 \$9,128 / \$250,000 15 \$61,103 / \$250,000 30 \$193,151 / \$250,000 | 5 \$15,312 / \$250,000 15 \$81,646 / \$250,000 30 \$352,031 / \$369,633 | 5 \$8,343 / \$250,000 15 \$51,661 / \$250,000 30 \$149,453 / \$250,000 |
| | <i>No-lapse guarantee for this policyholder</i> | 10 years with DB Option 1. | 30 | 5 years | Lifetime |
| | <i>Yr. illustrated contract lapse at gtd. int. & COI</i> | 41 | 30 | 34 | Lifetime |

* Rates as of June 1, 2008. **Rate per thousand, based on \$250,000 face amount, male, (ages shown), nonsmoker, annual premium mode. Guaranteed (gtd.) is maximum. *** Assumes a \$3,750 annual premium, \$250,000 face amount, nonsmoker male, age 45. "Type A" death benefit (face amount). Assumptions shown are at a guaranteed interest rate and current interest rate.

Companies

| | Jackson National Life Insurance Company 1 Corporate Way Lansing, MI 48951 George Daggett 303 224 7536 Fax: 303 488 3599 george.daggett@jnli.com | John Hancock Life Insurance 197 Clarendon Boston, MA 02116 Alex Lee 416-926-3298 Fax: 416-926-3121 alexandra_lee@jhancock.com | Lincoln Benefit Life 2940 South 84th Street Lincoln, NE 68506 Matt Nuttleman (402) 328-5229 mnuta@allstate.com | Lincoln National Corporation 350 Church Street Hartford, CT 06103 Heidi St. Jean (860) 466-1759 Fax: (860) 466-1450 Heidi.St.Jean@lfc.com | |
|---------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------|
| <i>Product</i> | Jackson Accumulator UL | Protection UL-G | Ultra Plus | Lincoln LifeReserve UL | |
| <i>How many universal life products?</i> | 3 | 5 | 5 | 5 | |
| <i>Type</i> | Individual | Individual | Individual | Individual | |
| <i>States available</i> | All except NY, VI, Guam, PR | All except VI | All States | All States | |
| <i>Five most popular policy riders/benefits</i> | Accidental death benefit, children's insurance benefit, waiver of specified premium, additional insured benefit, Base Insured Term Rider | LifeCare Benefit Rider, LMAX, ROP, DPSP, CVE | children's insurance benefit, waiver of specified premium, additional insured benefit, Primary Insured Term Rider | Accidental death benefit, children's insurance benefit, waiver of specified premium, waiver of monthly deductions, Supplemental Coverage Rider | |
| <i>Min. issue age / Max. issue age</i> | 0 / 90 | 0 / 90 | 0 / 90 | 15 / 80 | |
| <i>Minimum face amount</i> | \$50,000; does not vary by age | \$100,000; does not vary by age | \$25,000; varies by age | \$100,000; does not vary by age | |
| <i>Premium bands</i> | | | 1: 10K - 24,999; 2: 50K - 99,999; 3: 100K - 199,999; 4: 200K - 5M; 5: | | |
| <i>No. of non-smoker underwriting classes</i> | 3 | 4 | 5,000,0001+ | 3 | |
| <i>No. of smoker underwriting classes</i> | 2 | 2 | 3 | 2 | |
| <i>Current interest rate / Gtd. interest rate*</i> | 5.5% / 4% | 4.00% / 3.00% | 5% / 3% | 4.5% / 4% | |
| <i>Is current interest rate guaranteed for a certain period, if so, what is the period?</i> | No | No | No | Yes, 30 days | |
| <i>What determines current interest rate?</i> | New money rate, company determined | Portfolio rate, company determined | Portfolio rate, company determined | Portfolio rate, company determined | |
| <i>No-lapse provision</i> | Not offered | Based on shadow fund, flexible guarantee anywhere between 10 years to lifetime. | Specified premium, gtd. 10 years (issue ages 75 and below); 5 years (for issue ages >75) | N/A, gtd., 5 years | |
| <i>Expense Load</i> | <i>All years: Premium load (% of prem.)</i> | 6.00% | 4% yr1, 3% yr2+ | 5% | 7.50% |
| | <i>Per policy flat amount</i> | \$9 per month | | \$120 (guaranteed); current varies by band; varies by band and class; | \$10/mo |
| | <i>Rate per thousand</i> | | Varies by age, gender & risk class | years 1-6 | n/a |
| | <i>Other</i> | | Monthly rate/\$1,000 of face amount varies by issue age, gender & risk class; \$10/month | n/a | n/a |
| | <i>First year: % of first-year premium</i> | | | n/a | 2% |
| <i>Surrender Charge</i> | <i>Policy fee (or flat amount)</i> | | | n/a | n/a |
| | <i>Rate per thousand</i> | | | n/a | n/a |
| | <i>Other</i> | | | n/a | n/a |
| | <i>Policy loan interest rate</i> | 5.00% yrs 1-5, then 4.00%, fixed | 5.75%, variable | 4%, fixed | 5%, fixed |
| | <i>Interest rate credited on cash value used as collateral on policy loans</i> | 4.00% | 5% yr1-10, 6.25% 11+ | 3% | 4% |
| <i>Cash Surrender Values***</i> | <i>Partial Withdrawals: First yr. / Renewal years</i> | Pro-rated as a percentage of the total surrender charge (9 year duration) / Pro-rated as a percentage of the total surrender charge (9 year duration) | Varies by issue age, gender, smoker status and underwriting class / | \$25 administrative charge / \$25 administrative charge | graded down over 9 year period / graded down over 9 year period |
| | <i>Total Withdrawals: First year / Renewal years</i> | Dollar amount per \$1000 of death benefit, varies by gender, class, age, duration (9 years) / Dollar amount per \$1000 of death benefit, varies by gender, class, age, duration (9 years) | Flat withdrawal fee of \$25 will be deducted from the Policy Value for each withdrawal / | Varies by issue age, gender, and underwriting class. / Calculated by multiplying first-year charge times a decreasing percentage. | 500 min./\$25 charge / 500 min./\$25 charge |
| | <i>Cost of insurance first year rates:**</i> | 25 \$0.0478 | \$218 | \$1 | \$60 |
| | 35 \$0.0571 | \$242 | \$1.11 | \$67 | |
| | 45 \$0.0754 | \$517 | \$1.41 | \$132 | |
| | 55 \$0.1266 | \$1222 | \$2.55 | \$252 | |
| | 65 \$0.2389 | \$3445 | \$4.30 | \$484 | |
| | 75 \$1.4477 | \$8888 | \$13.41 | \$1239 | |
| | 85 | | \$35.42 | | |
| | <i>Guaranteed / Death benefit -End of policy yr</i> | 5 \$12,299 / \$250,000 | \$9,535 / \$250,000 | \$7,278 / \$250,000 | \$10,374 / \$250,000 |
| 15 \$48,895 / \$250,000 | \$45,643 / \$250,000 | \$42,625 / \$250,000 | \$33,551 / \$250,000 | | |
| 30 \$93,995 / \$250,000 | \$72,655 / \$250,000 | \$69,596 / \$250,000 | \$0 / \$0 | | |
| <i>Current / Death benefit: End of policy year</i> | 5 \$15,093 / \$250,000 | \$10,394 / \$250,000 | \$9,796 / \$250,000 | \$15,117 / \$250,000 | |
| 15 \$67,454 / \$250,000 | \$52,682 / \$250,000 | \$63,065 / \$250,000 | \$63,298 / \$250,000 | | |
| 30 \$211,311 / \$250,000 | \$137,534 / \$250,000 | \$203,972 / \$250,000 | \$196,435 / \$250,000 | | |
| <i>No-lapse guarantee for this policyholder</i> | none, different product offers no-lapse guarantees | 2063 | Safety Net premiums (10-year guarantee) | 5 years | |
| <i>Yr. illustrated contract lapse at gtd. int. & COI</i> | 42 | Guaranteed for life | Year 39 | 30 | |

* Rates as of June 1, 2008. **Rate per thousand, based on \$250,000 face amount, male, (ages shown), nonsmoker, annual premium mode. Guaranteed (gtd.) is maximum. *** Assumes a \$3,750 annual premium, \$250,000 face amount, nonsmoker male, age 45. *Type A* death benefit (face amount). Assumptions shown are at a guaranteed interest rate and current interest rate.

Companies

| | Massachusetts Mutual Life Insurance Company 1295 State Street Springfield, MA 01111 Susan Roux 860-562-3623 Fax: 860-562-6110 sroux@massmutual.com | Metropolitan Life Insurance Company 200 Park Avenue New York, NY 10166 John Calagna 212-578-6252 jcalagna@metlife.com | Midland National One Midland Plaza Sioux Falls, SD 57193 Sales Support 800-843-3316 Fax: 605-335-3621 salesupport@mnlife.com | Minnesota Life 400 Robert St N St Paul, MN 55101 Angela Otto | |
|---------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|
| <i>Product</i> | UL Guard 2 (SM) | Guarantee Advantage UL(2001 CSO) | XL-CV2 | Eclipse Indexed Life | |
| <i>How many universal life products?</i> | 2 | 1 | 7 | 2 | |
| <i>Type</i> | Individual | Individual | Individual | Individual | |
| <i>States available</i> | All except VI, Guam | All except VI, Guam | All except CA, IL, MS, MT, NY, PA, TX | All except NY, PA | |
| <i>Five most popular policy riders/benefits</i> | waiver of specified premium, Accelerated Death Benefit & Substitute of Insured | guaranteed purchase benefit, no-lapse guarantee, waiver of specified premium, Acceleration of Death Benefit rider, LTC-GPO | Accidental death benefit, children's insurance benefit, guaranteed purchase benefit, waiver of monthly deductions, Protected Flexibility Rider | no-lapse guarantee, waiver of specified premium, waiver of monthly deductions, Interest Accumulation Agreement, Term Ins Agreement | |
| <i>Min. issue age / Max. issue age</i> | 0 / 90 | 0 / 85 | 0 / 75 | 0 / 85 | |
| <i>Minimum face amount</i> | \$50,000; does not vary by age | \$50,000; does not vary by age | \$25,000; does not vary by age | \$100,000; does not vary by age | |
| <i>Premium bands</i> | No | N/A | \$25,000-\$99,999; \$100,000-\$999,999; \$1,000,000+ | N/A | |
| <i>No. of non-smoker underwriting classes</i> | 3 | 3 | 4 | 3 | |
| <i>No. of smoker underwriting classes</i> | 2 | 2 | 2 | 2 | |
| <i>Current interest rate / Gtd. interest rate*</i> | GDB PA 4.05% / 3.00% | 5.85% / 3% | 8.40% / 3% | 5% / 3% | |
| <i>Is current interest rate guaranteed for a certain period, if so, what is the period?</i> | Yes, One Month | No | No | No | |
| <i>What determines current interest rate?</i> | Portfolio rate, company determined | Portfolio rate, company determined | Portfolio rate, index | Portfolio rate, index | |
| <i>No-lapse provision</i> | Based on shadow fund, guarantee up to the lifetime of the insured | Based on shadow fund, gtd. lifetime | Not offered | Based on shadow fund, gtd. one year through lifetime | |
| <i>Expense Load</i> | <i>All years: Premium load (% of prem.)</i> | 5% | 7% up to target | 5% (1st 10 yrs) | 5.50% |
| | <i>Per policy flat amount</i> | Monthly; \$10 current/ \$12 Guarantee varies by issue age, gender and u/w | \$10/month | \$8 monthly | \$5/month |
| | <i>Rate per thousand</i> | varies by issue age, gender and u/w | Varies | varies by age/ gender/class/etc | N/A |
| | <i>Other</i> | FA Charge for coverage yrs. 1-20, varies by issue age | | | N/A |
| | <i>First year: % of first-year premium</i> | | | | N/A |
| <i>Surrender Charge</i> | <i>Policy fee (or flat amount)</i> | | | | N/A |
| | <i>Rate per thousand</i> | | | | N/A |
| | <i>Other</i> | | | | N/A |
| | <i>Policy loan interest rate</i> | 4.00%, fixed | Varies by policy year, fixed | 5% std / 3% pfd, fixed | 4%, fixed |
| | <i>Interest rate credited on cash value used as collateral on policy loans</i> | 3% | 3.00% | 3% std & pfd | 3% |
| <i>Cash Surrender Values**</i> | <i>Partial Withdrawals: First yr. / Renewal years</i> | n/a / \$25 withdrawal fee | Decreasing over 15 year period; Varies by face amount, issue age, risk class, gender / Same as first year | Up to 50% without a surrender charge / up to 90% each year thereafter without a surrender charge | Partial withdrawals not allowed in the first contract year. / Proportional sum of Policy Issue Charges (1st 10 yrs) that have not been assessed |
| | <i>Total Withdrawals: First year / Renewal years</i> | Varies by issue age, gender and underwriting class / Is imposed before the 20th policy year, grades down by year | Decreasing over 15 year period; Varies by face amount, issue age, risk class, gender / Same as first year | Up to 50% without a surrender charge / up to 90% each year thereafter without a surrender charge | Sum of Policy Issue Charges (applicable for first 10 years) that have not been assessed / Same charge |
| | <i>Cost of insurance first year rates:**</i> | 25 35 45 55 65 75 85 | \$116 \$94 \$161 \$315 \$1051 \$3135 \$13830 | \$0.08 \$0.07 \$0.13 \$0.2 \$0.4 \$1.29 | \$0.479 \$0.48 \$1.041 \$2.537 \$7.462 \$19.623 \$56.537 |
| <i>Cash Surrender Values***</i> | <i>Guaranteed / Death benefit -End of policy yr</i> | n/a / n/a | \$3,057 / \$250,000 | \$4,546 / \$250,000 | \$2,047 / \$250,000 |
| | <i>5</i> | n/a / n/a | \$23,537 / \$250,000 | \$29,807 / \$250,000 | \$30,776 / \$250,000 |
| | <i>15</i> | n/a / n/a | \$0 / \$250,000 | \$9,654 / \$250,000 | \$36,735 / \$250,000 |
| | <i>30</i> | | | | |
| | <i>Current / Death benefit: End of policy year</i> | n/a / n/a | \$11,115 / \$250,000 | \$8,808 / \$250,000 | \$7,198 / \$250,000 |
| <i>No-lapse guarantee for this policyholder</i> | <i>5</i> | n/a / n/a | \$59,392 / \$250,000 | \$74,469 / \$250,000 | \$72,928 / \$250,000 |
| | <i>15</i> | n/a / n/a | \$163,746 / \$250,000 | \$360,348 / \$385,573 | \$354,539 / \$379,357 |
| | <i>30</i> | | | | |
| | <i>Yr. illustrated contract lapse at gtd. int. & COL</i> | Lifetime Guarantee | Lifetime | 15 yrs | Death Benefit Guarantee Agreement (DBG) |
| | | Lifetime Guarantee | Policy will not lapse | 32 | 35 |

* Rates as of June 1, 2008. **Rate per thousand, based on \$250,000 face amount, male, (ages shown), nonsmoker, annual premium mode. Guaranteed (gtd.) is maximum. *** Assumes a \$3,750 annual premium, \$250,000 face amount, nonsmoker male, age 45. *Type A* death benefit (face amount). Assumptions shown are at a guaranteed interest rate and current interest rate.

Companies

| | Motorists Life Insurance Company 471 East Broad Street Columbus, OH 43215 Lisa Schwager 888-876-6542 Fax: 614-225-8365 lisa.schwager@motoristsgroup.com | Mutual Trust Financial Group 1200 Jorie Boulevard Oak Brook, IL 60523-2269 Charles F. McAleer III, CLU, ChFC, LLIF, RHU, CRPS, APM 1-800-323-7320, Fax: 630-684-5498 mcaleerc@mutualtrust.com | National Western Life Insurance Co. 850 E. Anderson Lane Austin, TX 78752 Chris Johnson, SVP-CMO 512-760-3434 ext. 20 Fax: 512-339-8350 scjohnson@nationalwesternlife.com | Nationwide Financial One Nationwide Plaza Columbus, OH 43215 Timothy Cook 614-249-9149 Fax: 614-677-8030 cookt3@nationwide.com | |
|---------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------|
| <i>Product</i> | Universal Life | Vanguard Silver | NWL Lifetime Returns Select IUL | Nationwide YourLife ULtimate IUL | |
| <i>How many universal life products?</i> | 1 | 2 | 7 | 2 | |
| <i>Type</i> | Individual | Individual | Individual | Individual | |
| <i>States available</i> | FL, GA, IL, IN, KY, MI, OH, PA, SC, TN, VA, WI, WV | All except AL, AK, MA, MD, MT, NJ, NY, PA, TX, VT | All except IA, IL, IN, MA, MN, NJ, NY, OK, PA, VT, Guam, PR | All except VI, Guam | |
| <i>Five most popular policy riders/benefits</i> | Accidental death benefit, no-lapse guarantee, additional insured benefit, waiver of monthly deductions, Disability Income Rider | Accidental death benefit, guaranteed purchase benefit, no-lapse guarantee, waiver of monthly deductions | no-lapse guarantee, 3 Index Int Options, LBR, Accelerated Ben Rider | Accidental death benefit, no-lapse guarantee, waiver of monthly deductions, Automated Premium Monitor, Long-Term Care Rider | |
| <i>Min. issue age / Max. issue age</i> | 0 / 80 | 0 / 80 | 45 / 85 | 18 / 85 | |
| <i>Minimum face amount</i> | \$25,000; does not vary by age | min. monthly premium \$25; varies by age | \$25,000; varies by age | \$100,000; does not vary by age | |
| <i>Premium bands</i> | \$25,000 - \$99,999, \$100,000 + | Band 1: \$100,000-\$249,999; Band 2: \$250,000-\$499,999; Band 3: \$500,000 and above | \$25,000-\$175,000 NAR \$175,000-\$250,000 NAR subject to prior approval | \$100,000 - \$249,999; \$250,000 - \$499,999; \$500,000 - \$999,999; | |
| <i>No. of non-smoker underwriting classes</i> | 1 | 3 | 1 | 2 | |
| <i>No. of smoker underwriting classes</i> | 1 | 2 | 1 | 2 | |
| <i>Current interest rate / Gtd. interest rate*</i> | 4.5% / 3.5% | 4.50% / 3% | 4.80% / 1.00% | 3.25% / 3.00% | |
| <i>Is current interest rate guaranteed for a certain period, if so, what is the period?</i> | No | Yes, Month of July 2008 | Yes, Annually | Yes, quarterly | |
| <i>What determines current interest rate?</i> | Portfolio rate, company determined | New money rate, company determined | Portfolio rate, company determined, index | Portfolio rate, company determined | |
| <i>No-lapse provision</i> | Specified premium, gtd. to age 120 if no lapse selected | Specified premium, gtd. 20, 30 or 40 years | Specified premium | Based on shadow fund, gtd. lifetime | |
| <i>Expense Load</i> | <i>All years: Premium load (% of prem.)</i> | 3% | 0 | 8% | 15% |
| | <i>Per policy flat amount</i> | \$6 monthly admin. charge | \$42.50 per month | \$5.00 | \$10 per month |
| | <i>Rate per thousand</i> | | 0 | \$1,000 | varies by issue age for 20 years |
| | <i>Other</i> | per unit expense first 10 years-varies by age and band | | | |
| | <i>First year: % of first-year premium</i> | | | | |
| <i>Surrender Charge</i> | <i>Policy loan interest rate</i> | 7.4% in advance, fixed | 5.70% in advance, fixed | 5.94%, variable | 6% (5% in OR & NY), fixed |
| | <i>Interest rate credited on cash value used as collateral on policy loans</i> | min 5.5% loan accum | not less than 3% | 7.11% | 3% |
| | <i>Partial Withdrawals: First yr. / Renewal years</i> | 100% of target / 100% target yrs. 2 & 3 reducing 5% each year through year 9; reducing 10% through year 15 | Not available / Partial surrender fee of \$25 | 10% Free Partial after 1st Yr. Amt in excess charge varies by age, sex and face / 10% Free Partial after 1st Yr. Amt in excess charge varies by age, sex and face | N/A / Declining surrender charge schedule lesser of 20 years or attained age 100 |
| | <i>Total Withdrawals: First year / Renewal years</i> | same as partial withdrawals / | Fixed amount / Decreases every 3 months until it goes to zero in the 10th month of 20th policy year. | Varies by age, sex and face amount / 1st yr. decreased by .5% per yr | N/A / Declining surrender charge schedule lesser of 20 years or attained age 100 |
| | <i>Cost of insurance first year rates:**</i> | 25 \$4.96 35 \$6.94 45 \$10.75 55 \$19.26 65 \$35.72 75 \$64.69 85 | \$0.594 \$0.9516 \$1.8072 \$41,088 \$12.0588 \$33.8832 | | |
| <i>Cash Surrender Values***</i> | <i>Guaranteed / Death benefit -End of policy yr</i> | 5 \$13,154 / \$250,000 15 \$51,723 / \$250,000 30 \$93,233 / \$250,000 | \$9,986 / \$250,000 \$49,317 / \$250,000 \$90,634 / \$250,000 | \$2,809 / \$250,000 \$17,264 / \$250,000 \$0 / \$0 | \$2,901 / \$250,000 \$23,786 / \$250,000 \$11,675 / \$250,000 |
| | <i>Current / Death benefit: End of policy year</i> | 5 \$14,461 / \$250,000 15 \$71,729 / \$250,000 30 \$161,541 / \$250,000 | \$11,326 / \$250,000 \$60,678 / \$250,000 \$171,845 / \$250,000 | \$9,145 / \$250,000 \$60,965 / \$250,000 \$239,056 / \$255,790 | \$7,012 / \$250,000 \$40,329 / \$250,000 \$84,596 / \$250,000 |
| | <i>No-lapse guarantee for this policyholder</i> | policy guar. to age 120 if target prem. paid (no loans/withdrawals) | 40 years | Will not lapse 1st 20 yrs if Acc Prems >or= to min mo con prem \$247.92 | Lifetime |
| | <i>Yr. illustrated contract lapse at gtd. int. & COI</i> | year 42 | 41 years on guaranteed values | Policy Year 25 | Guaranteed for life |

* Rates as of June 1, 2008. **Rate per thousand, based on \$250,000 face amount, male, (ages shown), nonsmoker, annual premium mode. Guaranteed (gtd.) is maximum. *** Assumes a \$3,750 annual premium, \$250,000 face amount, nonsmoker male, age 45. *Type A* death benefit (face amount). Assumptions shown are at a guaranteed interest rate and current interest rate.

Companies

New York Life Insurance Company
51 Madison Ave.
New York, NY 10010
Elizabeth Kennair
914-846-5840 Fax: 914-846-4246
ekennair@nyl.com

North American Company for Life & Health Insurance
525 W. Van Buren
Chicago, IL 60607
Marketing Services
800-800-3656 Fax: 312-648-7796
mktgserv@nacolah.com

Ohio National Financial Services
1 Financial Way
Cincinnati, OH 45242
Karl Kreunen
513.794.6168 Fax: 513.794.4799
karl_kreunen@ohionational.com

Old Mutual
1117 Perimeter Center West, Suite E212
Atlanta, GA 30338
Bruce Wing, VP of Life Distribution
678-281-8134 Fax: 678-281-8198
bruce.wing@omfn.com

| | NYLIAC Protector | Custom Guarantee | Virtus Value II | MasterChoice IUL | |
|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------|
| <i>Product</i> | 6 | 7 | 2 | 5 | |
| <i>How many universal life products?</i> | Individual | Individual | Individual | Individual | |
| <i>Type</i> | All States | All except NY, VI, Guam, PR | All except AL, AZ, HI, NJ, NY, PA | All except MT, ND, NY | |
| <i>States available</i> | children's insurance benefit, no-lapse guarantee, waiver of monthly deductions, Guaranteed Insurability and Other Covered Insured | no-lapse guarantee, additional insured benefit, waiver of monthly deductions, Protected Pour-In; Accelerated Benefit Endorsement | Accidental death benefit, extended maturity option, waiver of specified premium, additional insured benefit, Preferred Loan Rider | Accidental death benefit, children's insurance benefit, no-lapse guarantee, waiver of monthly deductions, Ultimate Income Rider | |
| <i>Five most popular policy riders/benefits</i> | 0 / 90 | 15 days / 85 | 18 / 85 | 0 / 85 | |
| <i>Min. issue age / Max. issue age</i> | \$25,000; does not vary by age | \$50,000; does not vary by age | \$100,000; does not vary by age | \$100,000; does not vary by age | |
| <i>Minimum face amount</i> | N/A | None | \$100,000-\$249,999; \$250,000-4499,999; \$500,000-\$999,999; | \$2 bands: <\$500K and \$1 Million plus | |
| <i>Premium bands</i> | 3 | 3 | \$1,000,000 + | 2 : Preferred and standrd | |
| <i>No. of non-smoker underwriting classes</i> | 2 | 2 | 4 | 2: Preferred and standrd | |
| <i>No. of smoker underwriting classes</i> | 3.5% (Band 1)% / 3% | 4.25% / 3% | 5.50% / 3.00% | 9.61% / 1% | |
| <i>Current interest rate / Gtd. interest rate*</i> | No | Yes, 1 year | No | Yes, Gtd for life | |
| <i>Is current interest rate guaranteed for a certain period, if so, what is the period?</i> | Portfolio rate, company determined | Portfolio rate, company determined | Portfolio rate, company determined | Portfolio rate, index | |
| <i>What determines current interest rate?</i> | Specified premium, gtd. 10 years/20 years/Age 85/Age 100/Lifetime (DB under \$1M) | Based on shadow fund, guaranteed coverage up to age 120 | Specified premium, gtd. ten years | Specified premium, inforce as long as account value is sufficient to cover expenses, gtd. age 100 | |
| <i>No-lapse provision</i> | Expense Load <i>All years: Premium load (% of prem.)</i> <i>Per policy flat amount</i> <i>Rate per thousand</i> <i>Other</i> <i>First year: % of first-year premium</i> <i>Policy fee (or flat amount)</i> <i>Rate per thousand</i> <i>Other</i> | Contact Co. Yrs. 1-10: \$10/mnth; yrs. 11-15: \$8/mnth; yr 16+: \$6/mnth; \$0.05, not to exceed \$5/month | 10% \$10 per month Varies by age, sex, class, duration | 7.5% targ 5 exce \$120 n/a | |
| <i>Policy loan interest rate</i> | | 5%, fixed | 5% yrs 1-10; 3% yrs 11+, fixed | 4.25% regular 3.0% wash, fixed | 2% 1-10, 0% 11 plus net, fixed |
| <i>Interest rate credited on cash value used as collateral on policy loans</i> | | 3% | 3% | 3.00% | 6% |
| <i>Partial Withdrawals: First yr. / Renewal years</i> | | The min. amt. for a part. surr. is \$500, provided there is at least \$500 of CSV or an amt. equal to 2 mnthly ded. chrgs remaining after the part. surr. \$25 serv. chg /same | Available after 1st policy year / Surrender charges are pro-rata of specified amount | partial w/d not allowed / 10% of CSV without charge, pro-rata thereafter | Not permitted / Subject to surrender charges and may be taxable |
| <i>Total Withdrawals: First year / Renewal years</i> | Surr. chgs calculated as lesser of (a) 50% of cum. prems pd less cum mnthly admin. charges, less mnthly per \$1,000 face amnt chrg, & contact co. for more info | Surrender charges vary by age, sex, risk class, duration; 20-year surrender charge period / Same as first year | Charges apply / Charges apply | Surrender charges apply / Surrender charges apply | |
| <i>Cost of insurance first year rates:**</i> | 25 \$149 35 \$149 45 \$237 55 \$470 65 \$1,047 75 \$2,766 85 \$7,803 | | \$0.726 \$0.642 \$1.254 \$1.7016 \$3.0288 \$9.8664 | | |
| <i>Guaranteed / Death benefit -End of policy yr</i> | 5 \$7,390 / \$250,000 15 \$38,912 / \$250,000 30 \$54,811 / \$250,000 | \$7,803 / \$250,000 \$38,166 / \$250,000 \$54,466 / \$250,000 | \$7,659 / \$250,000 \$44,192 / \$250,000 \$75,896 / \$250,000 | \$4,059 / \$250,000 \$14,688 / \$250,000 \$0 / \$250,000 | |
| <i>Current / Death benefit: End of policy year</i> | 5 \$476 / \$250,000 15 \$1,180 / \$250,000 30 \$2,954 / \$250,000 | \$8,296 / \$250,000 \$46,881 / \$250,000 \$127,593 / \$250,000 | \$10,761 / \$250,000 \$71,231 / \$250,000 \$253,433 / \$377,860 | \$7,437 / \$250,000 \$82,803 / \$250,000 \$419,227 / \$448,573 | |
| <i>No-lapse guarantee for this policyholder</i> | None | No lapse guarantee to age 120 | Ten years | Gtd as long as the policy is kept in-force | |
| <i>Yr. illustrated contract lapse at gtd. int. & COI</i> | Year 37 | 120 | Year 39 | Age 120 maturity | |

Cash Surrender Values***

* Rates as of June 1, 2008. **Rate per thousand, based on \$250,000 face amount, male, (ages shown), nonsmoker, annual premium mode. Guaranteed (gtd.) is maximum. *** Assumes a \$3,750 annual premium, \$250,000 face amount, nonsmoker male, age 45. "Type A" death benefit (face amount). Assumptions shown are at a guaranteed interest rate and current interest rate.

Companies

| | Pacific Life Insurance Company 45 Enterprise Aliso Viejo, CA 92656 800 800 7681 | Penn Mutual Life Insurance Company, The Philadelphia Philadelphia, PA 19172 Andrew Martin 215-956-8245 martin.andrew@pennmutual.com | Principal Life Insurance Company 711 High Street Des Moines, IA 50392 Paul Brees 515-247-5842 Fax: 515-362-0056 brees.paul@principal.com | Protective Life Insurance Co. 2801 Hwy 280 S. Birmingham, AL 35223 Protective Life Sales Support 800-333-3418 x2124 | |
|---------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <i>Product</i> | VersaFlex NLG | Guaranteed Protection UL | UL Protector III | Centennial G II | |
| <i>How many universal life products?</i> | 2 | 1 | 3 | 7 | |
| <i>Type</i> | Individual | Individual | Individual | Individual | |
| <i>States available</i> | All except NY | All except CA, MA, MS, MT, NJ, NV, PA, TX, VA, VT, VI, Guam, PR | All States | All except NY, Guam, PR | |
| <i>Five most popular policy riders/benefits</i> | no-lapse guarantee | guaranteed purchase benefit, no-lapse guarantee, waiver of specified premium, waiver of monthly deductions | cost-of-living benefit, extended maturity option, no-lapse guarantee, waiver of monthly deductions, Accelerated Benefits rider | Accidental death benefit, children's insurance benefit, guaranteed purchase benefit, no-lapse guarantee, waiver of monthly deductions | |
| <i>Min. issue age / Max. issue age</i> | 0 / 90 | 0 / 85 | 0 / 85 (super preferred = 80) | 18 / 85 | |
| <i>Minimum face amount</i> | \$50,000; does not vary by age | \$50,000; varies by age | \$50,000 (\$25,000 < age 20); varies by age | \$50,000; does not vary by age | |
| <i>Premium bands</i> | \$1MM | None | \$50,000-\$100,000; \$100,001-\$1,000,000; \$1,000,001 and greater | \$50,000-\$249,999; \$250,000-\$999,999; \$1,000,000 & up | |
| <i>No. of non-smoker underwriting classes</i> | 4 | 3 | 3 | 3 | |
| <i>No. of smoker underwriting classes</i> | 2 | 2 | 2 | 2 | |
| <i>Current interest rate / Gtd. interest rate*</i> | 5.50% / 3.00% | 5.50% / 3% | 3.35% / 3% | 4% / 2.5% | |
| <i>Is current interest rate guaranteed for a certain period, if so, what is the period?</i> | Yes, 1 Yr | Yes | No | Yes, 30 Days | |
| <i>What determines current interest rate?</i> | Portfolio rate, company determined | Portfolio rate, company determined | Portfolio rate, company determined | Portfolio rate, company determined | |
| <i>No-lapse provision</i> | Based on shadow fund, gtd. up to lifetime | Based on shadow fund, Dial-a-Guarantee | Based on shadow fund, gtd. 10 years to lifetime | Based on shadow fund, gtd. up to lifetime | |
| <i>Expense Load</i> | <i>All years: Premium load (% of prem.)</i> | 6.95% | 5% | 12% | 10 |
| | <i>Per policy flat amount</i> | \$7.50/mo | \$5.00 year | \$7.50 per month | \$5 monthly (\$60 annually) |
| | <i>Rate per thousand</i> | Varies | Monthly per \$1,000 for 1st 10 years | \$0.125 per month | varies by age, gender and u/w class |
| | <i>Other</i> | | | | |
| <i>Surrender Charge</i> | <i>First year: % of first-year premium</i> | | 4 | | |
| | <i>Policy fee (or flat amount)</i> | | | | |
| | <i>Rate per thousand</i> | | | | |
| | <i>Other</i> | | | | |
| <i>Policy loan interest rate</i> | 3.25%, fixed | 5.75%, variable 0 net cost year 11+% | 5%, fixed | 5, fixed | |
| <i>Interest rate credited on cash value used as collateral on policy loans</i> | 3.00% | | 3% | 2.5% | |
| <i>Cash Surrender Values**</i> | <i>Partial Withdrawals: First yr. / Renewal years</i> | N/A / \$25 each | None / None | Surrender charge based on face amount, issue age, gender, smoking status, and duration / | not available / \$25 fee charged for partial surrender |
| | <i>Total Withdrawals: First year / Renewal years</i> | Varying % of target premium / Grades to zero at end of 10th yr | None / None | Surrender charge based on face amount, issue age, gender, smoking status, and duration / | Decreasing surrender charge first 19 years; Yrs 20+ 0 - Based on age, gender, class / Decreasing surrender charge first 19 years; Yrs 20+ 0 - Based on age, gender, class |
| | <i>Cost of insurance first year rates:**</i> | 25 35 45 55 65 75 85 | | \$0.68 \$0.57 \$0.68 Standard \$1.10 Non-Tobacco \$2.84 \$23.43 | N/A N/A N/A N/A N/A N/A |
| <i>Cash Surrender Values**</i> | <i>Guaranteed / Death benefit -End of policy yr</i> | 5 \$3,869 / \$250,000 15 \$11,670 / \$250,000 30 \$0 / \$0 | 5 \$6,699 / \$250,000 15 \$27,329 / \$250,000 30 \$24,990 / \$250,000 | 5 \$4,145 / \$250,000 15 \$28,704 / \$250,000 30 \$23,657 / \$250,000 | 5 \$1,472 / \$250,000 15 \$21,747 / \$250,000 30 \$1,255 / \$250,000 |
| | <i>Current / Death benefit: End of policy year</i> | 5 \$9,732 / \$250,000 15 \$51,435 / \$250,000 30 \$171,893 / \$250,000 | 5 \$13,984 / \$250,000 15 \$63,288 / \$250,000 30 \$207,032 / \$250,000 | 5 \$7,401 / \$250,000 15 \$41,283 / \$250,000 30 \$80,368 / \$250,000 | 5 \$4,216 / \$250,000 15 \$37,134 / \$250,000 30 \$84,684 / \$250,000 |
| | <i>No-lapse guarantee for this policyholder</i> | Lifetime | Age 121 | Lifetime (age 121) | Up to Lifetime |
| | <i>Yr. illustrated contract lapse at gtd. int. & COL</i> | It would never lapse | Does not lapse | It would never lapse | Lifetime |

* Rates as of June 1, 2008. **Rate per thousand, based on \$250,000 face amount, male, (ages shown), nonsmoker, annual premium mode. Guaranteed (gtd.) is maximum. *** Assumes a \$3,750 annual premium, \$250,000 face amount, nonsmoker male, age 45. "Type A" death benefit (face amount). Assumptions shown are at a guaranteed interest rate and current interest rate.


Companies

| | Security Mutual Life Insurance Company of New York P.O. Box 1625 Binghamton, NY 13902-1625 Daniel P. Foley 607 338-7376 Fax: 607 772-6726 dfoley@smlny.com | Transamerica Occidental Life 1150 S Olive St Los Angeles, CA 90015 Michele Jones (213) 742-3866 Fax: (213) 742-4094 Michele.Jones@Transamerica.com | Union Central Life - A UNIFI Company 1876 Waycross Road Cincinnati, OH 45240 Product Marketing 800-319-6903 Fax: 513-674-5345 Linda.Glantz@acaciagroup.com | United of Omaha Mutual of Omaha Plaza Omaha, NE 68175 Neal Hakenson (402) 351-3260 neal.hakenson@mutualofomaha.com | |
|---------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|
| Product | Security Premier UL XLC | TransAce | Excel Protector | Guaranteed Universal Life Complete | |
| <i>How many universal life products?</i> | 2 | 5 | 3 | 3 | |
| <i>Type</i> | Individual | Individual | Individual | Individual | |
| <i>States available</i> | AZ, CA, CO, CT, DE, FL, GA, HI, IL, LA, MD, ME, MN, MS, NH, NJ, NM, NV, NY, PA, RI, VT | All except NY | All except VI, Guam, PR | All except MA, NJ, PA, VI | |
| <i>Five most popular policy riders/benefits</i> | Accidental death benefit, extended maturity option, additional insured benefit, waiver of monthly deductions | Accidental death benefit, no-lapse guarantee, waiver of monthly deductions, Honeymoon Provision | Accidental death benefit, guaranteed purchase benefit, additional insured benefit, waiver of monthly deductions, Accelerated Benefit for Terminal Illness | Accidental death benefit, children's insurance benefit, guaranteed purchase benefit, no-lapse guarantee, waiver of monthly deductions | |
| <i>Min. issue age / Max. issue age</i> | 0 / 85 | 16 / 89 | 0 / 85 | 18 / 85 | |
| <i>Minimum face amount</i> | \$50,000; does not vary by age | \$25,000; does not vary by age | \$50,000; Varies by class; does not vary by age | \$100,000; does not vary by age | |
| <i>Premium bands</i> | N/A | \$25,000-\$99,999; \$100,000-\$249,999; \$250,000 and up | \$50,000 - \$249,999; \$250,000+ | \$100,000 - \$249,999; \$250,000-\$499,999; \$500,000-\$999,999; | |
| <i>No. of non-smoker underwriting classes</i> | 3 | 4 | 3 | \$1,000,000+ | |
| <i>No. of smoker underwriting classes</i> | 2 | 3 | 2 | 4 2 | |
| <i>Current interest rate / Gtd. interest rate*</i> | 5.25% / 3% | 4% / 4% | 5.60% / 3% | 4.10% / 3.00% | |
| <i>Is current interest rate guaranteed for a certain period, if so, what is the period?</i> | No | No | No | No | |
| <i>What determines current interest rate?</i> | Portfolio rate, company determined | New money rate, company determined | New money rate, company determined | New money rate, company determined | |
| <i>No-lapse provision</i> | Specified premium, gtd. 5 Years | Based on shadow fund, gtd. lifetime | Specified premium, gtd. 5 years | Based on shadow fund, gtd. 20 years to lifetime | |
| Expense Load | <i>All years: Premium load (% of prem.)</i> | 6% | 7% | 5% | |
| | <i>Per policy flat amount</i> | 0 | | \$7 per month | |
| | <i>Rate per thousand</i> | 0 | | based on age, sex, and risk class | |
| | <i>Other</i> | Monthly Administrative Charge:\$6.25 for years 2 and later | | | 10% \$5 per month yes varies |
| First year: | <i>% of first-year premium</i> | | \$7.00 | None | |
| | <i>Policy fee (or flat amount)</i> | | | None | |
| | <i>Rate per thousand</i> | | | None | |
| | <i>Other</i> | | | | 10% \$5/month varies |
| <i>Policy loan interest rate</i> | 6%, fixed | 8% (7.4% advance), fixed | 5.50%, variable | 6.00% effective annual, fixed | |
| <i>Interest rate credited on cash value used as collateral on policy loans</i> | 4% | 5.50% | Loan rate less 0.3% | 3% | |
| Surrender Charge | <i>Partial Withdrawals: First yr. / Renewal years</i> | Not Available in Year 1 / \$25 administrative charge | Partial Surrenders are charged a pro-rata surrender charge. / Same; decreasing over 20 years | None / None | based on \$ decrease in face after withdrawal / based on \$ decrease in face after withdrawal |
| | <i>Total Withdrawals: First year / Renewal years</i> | Surrender Charges apply during years 1-15 grading down monthly / Surrender Charges apply during years 1-15 grading down monthly | Per \$1,000 of face; varies by issue age, risk class, smoker/nonsmoker, sex & band / Same; decreasing over 20 years | Varies by age, sex, class, and face amount / Varies by age, sex, class, and face amount; 19 year surrender charge period | withdrawals not allowed until policy year 2. / 1 year during surrender charge period: unlimited thereafter |
| Cash Surrender Values** | <i>Cost of insurance first year rates:**</i> | 25 \$0.756 35 \$0.882 45 \$1.5444 55 \$3.3408 65 \$5.658 75 \$20.2836 85 | \$0.1517 \$0.2425 \$0.3575 \$0.57 \$0.9717 \$1.87 | \$0.4596 \$0.54 \$1.05 \$2.0196 \$4.0296 \$14.0196 | |
| | <i>Guaranteed / Death benefit -End of policy yr</i> | 5 \$8,990 / \$250,000 15 \$39,675 / \$250,000 30 \$23,808 / \$250,000 | \$10,545 / \$250,000 \$34,926 / \$250,000 \$38,140 / \$250,000 | \$3,953 / \$250,000 \$25,160 / \$250,000 \$0 / \$0 | \$4,936 / \$250,000 \$33,796 / \$250,000 \$35,153 / \$250,000 |
| | <i>Current / Death benefit: End of policy year</i> | 5 \$12,215 / \$250,000 15 \$68,231 / \$250,000 30 \$225,566 / \$250,000 | \$10,545 / \$250,000 \$48,292 / \$250,000 \$136,755 / \$250,000 | \$10,073 / \$250,000 \$67,187 / \$250,000 \$218,741 / \$250,000 | \$7,286 / \$250,000 \$46,304 / \$250,000 \$105,807 / \$250,000 |
| | <i>No-lapse guarantee for this policyholder</i> | 5 years | Lifetime | 5 years | age 120 |
| | <i>Yr. illustrated contract lapse at gtd. int. & COL</i> | Year 33 | Never | 29 | policy year 35 |

* Rates as of June 1, 2008. **Rate per thousand, based on \$250,000 face amount, male, (ages shown), nonsmoker, annual premium mode. Guaranteed (gtd.) is maximum. *** Assumes a \$3,750 annual premium, \$250,000 face amount, nonsmoker male, age 45. *Type A* death benefit (face amount). Assumptions shown are at a guaranteed interest rate and current interest rate.

Companies

West Coast Life
 343 Sansome St
 San Francisco, CA 94104
 Contact your local West Coast
 Life BGA

| | | | |
|--------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| | <i>Product</i> | Lifetime Platinum III | |
| | <i>How many universal life products?</i> | 3 | |
| | <i>Type</i> | Individual | |
| | <i>States available</i> | All except NY, Guam, PR | |
| | <i>Five most popular policy riders/benefits</i> | Accidental death benefit, children's insurance benefit, no-lapse guarantee, waiver of monthly deductions | |
| | <i>Min. issue age / Max. issue age</i> | 18 / 85 | |
| | <i>Minimum face amount</i> | \$50,000; does not vary by age | |
| | <i>Premium bands</i> | \$50,000-\$249,999; \$250,000-\$999,999; \$1,000,000 & up | |
| | <i>No. of non-smoker underwriting classes</i> | 3 | |
| | <i>No. of smoker underwriting classes</i> | 2 | |
| | <i>Current interest rate / Gtd. interest rate*</i> | 4% / 2.5% | |
| | <i>Is current interest rate guaranteed for a certain period, if so, what is the period?</i> | Yes, 30 Days | |
| | <i>What determines current interest rate?</i> | Portfolio rate, company determined | |
| | <i>No-lapse provision</i> | Based on shadow fund, gtd. up to lifetime | |
| Expense Load | <i>All years: Premium load (% of prem.)</i> | 10 | |
| | <i>Per policy flat amount</i> | \$5 monthly (\$60 annually) | |
| | <i>Rate per thousand</i> | varies by age, gender and u/w class | |
| | <i>Other</i> | | |
| | <i>First year: % of first-year premium</i> | | |
| | <i>Policy fee (or flat amount)</i> | | |
| | <i>Rate per thousand</i> | | |
| | <i>Other</i> | | |
| | <i>Policy loan interest rate</i> | 5%, fixed | |
| | <i>Interest rate credited on cash value used as collateral on policy loans</i> | 2.5% | |
| Surrender Charge | <i>Partial Withdrawals: First yr. / Renewal years</i> | not available / \$25 fee charged for partial surrender | |
| | <i>Total Withdrawals: First year / Renewal years</i> | Decreasing surrender charge first 19 years; Yrs 20+ 0 - Based on age, gender, class / Decreasing surrender charge first 19 years; Yrs 20+ 0 - Based on age, gender, class | |
| | <i>Cost of insurance first year rates:**</i> | 25 35 45 55 65 75 85 | |
| Cash Surrender Values*** | <i>Guaranteed / Death benefit -End of policy yr</i> | 5 \$1,472 / \$250,000 15 \$21,747 / \$250,000 30 \$1,255 / \$250,000 | |
| | <i>Current / Death benefit: End of policy year</i> | 5 \$4,216 / \$250,000 15 \$37,134 / \$250,000 30 \$84,684 / \$250,000 | |
| | <i>No-lapse guarantee for this policyholder</i> | Up to Lifetime | |
| | <i>Yr. illustrated contract lapse at gtd. int. & COI</i> | Lifetime | |
| | | |  |
| | | | |

* Rates as of June 1, 2008. **Rate per thousand, based on \$250,000 face amount, male, (ages shown), nonsmoker, annual premium mode. Guaranteed (gtd.) is maximum. *** Assumes a \$3,750 annual premium, \$250,000 face amount, nonsmoker male, age 45, "Type A" death benefit (face amount). Assumptions shown are at a guaranteed interest rate and current interest rate.