

# A Producer's Guide To Last Survivor Plans 2007

Welcome to LIFE INSURANCE SELLING's 18th annual report on last survivor plans. This year's survey includes information on 20 plans.

The information for this survey was gathered from questionnaires e-mailed to hundreds of life insurance companies in the United States and Canada. Each company was asked to provide information about its best-selling last survivor plan. If a company recently has issued a product that it believes soon might become its best-selling last survivor plan, the company may have provided information about that product instead.

In mid-December, we will present the survey results shown on the following pages on our Web site, [www.lifeinsuranceselling.com](http://www.lifeinsuranceselling.com). Some companies have established a hyperlink from LIS's site to theirs. To get more information, simply click on the boxed-in contact information.

LIS presents these survey results as a starting point for your product research efforts. As always, we caution readers not to rely solely on these results when making marketing decisions. The complex nature of last survivor products as well as space constraints do not allow a truly detailed examination. We hope that these results will stimulate your interest in and awareness of last survivor products as tools that are available to meet your clients' needs.

—The Editors

I/R Code: 4450.06 Survivor Life

# Last Survivor

## 1. Universal Life

### Companies

**AIG American General Life**  
2929 Allen Parkway  
Houston, TX 77025  
**Guy Palermo**  
713-831-8178 Fax: 713-620-3429  
Guy\_Palermo@aigag.com

**AmerUs Life Insurance Company (Aviva USA)**  
611 5th Ave  
Des Moines, IA 50309  
**Kent Campbell**  
800-800-9882 Fax: 515-242-4629  
kent.campbell@avivausa.com

**AXA Equitable Life Ins. Co.**  
1290 Avenue of the Americas  
New York, NY 10104  
**Discretion Winter**  
212-314-2968 Fax 212-707-1570  
discretion.winter@axa-equitable.com

**Bankers Like of New York (Aviva USA)**  
65 Froehlich Farm Blvd  
Woodbury, NY 11797-2903  
**Jim Kerwin**  
516-390-7411 Fax: 516-364-8980  
jim.kerwin@avivausa.com

|  | Product   | AIG American General Life |  | AmerUs Life Insurance Company (Aviva USA)  |   | AXA Equitable Life Ins. Co.   |  | Bankers Like of New York (Aviva USA)       |   |
|--|---|---------------------------|--|--|---|---|--|--|---|
|  |   | Platinum Survivor Ultra   | Company issues 5 last survivor plan(s)<br>All except MT, NY, VI, PR  | Indexed Survivor UL                        | Company issues 1 last survivor plan<br>All except MA, MT, NY, PA, VT  | Athena Survivorship Universal Life II                               | Company issues 2 last survivor plan(s)<br>All states   | Indexed Survivor UL                        | Company issues 1 last survivor plan<br>NY |
| Sample Illustrations   | Duration  | 5                         | Cumulative Premiums \$40,560   | 5  | Cumulative Premiums \$41,350  | 5   | Cumulative Premiums \$44,720   | 5  | Cumulative Premiums \$41,350              |
|  |   | 10                        | \$81,120   | 10   | \$82,700  | 10  | \$89,440   | 10   | \$82,700                                  |
|  |   | 15                        | \$121,680  | 15   | \$124,050   | 15  | \$134,160  | 15   | \$124,050                                 |
|  |   | 20                        | \$162,240  | 20   | \$165,400   | 20  | \$178,880  | 20   | \$165,400                                 |
|  |   | 25                        | \$202,800  | 25   | \$206,750   | 25  | \$223,600  | 25   | \$206,750                                 |
|  | Duration  | 5                         | Cash Surrender Value \$7,431   | 5  | Cash Surrender Value \$18,135   | 5   | Cash Surrender Value \$15,740  | 5  | Cash Surrender Value \$18,135             |
|  |   | 10                        | \$61,378   | 10   | \$75,610  | 10  | \$68,090   | 10   | \$75,610                                  |
|  |   | 15                        | \$136,910  | 15   | \$166,501   | 15  | \$130,955  | 15   | \$166,501                                 |
|  |   | 20                        | \$228,880  | 20   | \$286,328   | 20  | \$203,833  | 20   | \$286,328                                 |
|  |   | 25                        | \$332,052  | 25   | \$451,557   | 25  | \$285,812  | 25   | \$451,557                                 |
| Sample Illustrations   | Duration  | 5                         | Cumulative Premiums \$73,200   | 5  | Cumulative Premiums \$71,550  | 5   | Cumulative Premiums \$75,905   | 5  | Cumulative Premiums \$71,550              |
|  |   | 10                        | \$146,400  | 10   | \$143,100   | 10  | \$151,810  | 10   | \$143,100                                 |
|  |   | 15                        | \$219,600  | 15   | \$214,650   | 15  | \$227,715  | 15   | \$214,650                                 |
|  |   | 20                        | \$292,800  | 20   | \$286,200   | 20  | \$303,620  | 20   | \$286,200                                 |
|  |   | 25                        | \$366,000  | 25   | \$357,750   | 25  | \$379,525  | 25   | \$357,750                                 |
|  | Duration  | 5                         | Cash Surrender Value \$24,201  | 5  | Cash Surrender Value \$44,658   | 5   | Cash Surrender Value \$35,630  | 5  | Cash Surrender Value \$44,658             |
|  |   | 10                        | \$121,795  | 10   | \$149,847   | 10  | \$123,556  | 10   | \$149,847                                 |
|  |   | 15                        | \$248,187  | 15   | \$308,748   | 15  | \$224,318  | 15   | \$308,748                                 |
|  |   | 20                        | \$393,094  | 20   | \$515,572   | 20  | \$329,431  | 20   | \$515,572                                 |
|  |   | 25                        | \$545,281  | 25   | \$800,603   | 25  | \$431,947  | 25   | \$800,603                                 |
| Min. prem. to give \$1mil. DB for life or 2nd-to-die/Min. - prem. on curr. interest & mortality to produce \$1 cv/policy/yr. | 57 MNS/52 FNS   | N/A                       | 57 MNS/52 FNS  | \$6,692                                    | 57 MNS/52 FNS   | \$6,707   | 57 MNS/52 FNS  | \$6,692                                    |   |
|  | 67 MNS/62 FNS   | N/A                       | 67 MNS/62 FNS  | \$10,652                                   | 67 MNS/62 FNS   | \$11,397  | 67 MNS/62 FNS  | \$10,652                                   |   |
|  | 57 MNS/52 FNS<br>67 MNS/62 FNS  | 5,770<br>9,797            | 57 MNS/52 FNS<br>67 MNS/62 FNS   | \$3,497 yrs 1-2; \$3,135 yrs 3+<br>\$6,518 | 57 MNS/52 FNS<br>67 MNS/62 FNS  | \$6,805 (\$1 CV in pol. yr. 48)<br>\$10,895 (\$1 CV in pol. yr. 38) | 57 MNS/52 FNS<br>67 MNS/62 FNS   | \$3,497 yrs 1-2; \$3,135 yrs 3+<br>\$6,518 |   |
| Current interest rate or dividend rate   | 5.25%   | This rate is gross        | 8.75%  | This rate is gross                         | 4.25%   | This rate is gross  | 8.75%  | This rate is gross                         |   |
|  | Duration  | 57MNS/52FNS               | 67MNS/62FNS  | 57MNS/52FNS                                | 67MNS/62FNS   | 57MNS/52FNS   | 67MNS/62FNS  | 57MNS/52FNS                                | 67MNS/62FNS                               |
| Current Rate for Term Option   | 1   | N/A                       | N/A  | .00001                                     | .00005  | 46  | 73   | .00001                                     | .00005                                    |
|  | 2   |                           |  | .00008                                     | .00033  | 154   | 248  | .00008                                     | .00033                                    |
|  | 3   |                           |  | .00020                                     | .00095  | 288   | 462  | .00020                                     | .00095                                    |
|  | 4   |                           |  | .00040                                     | .00195  | 656   | 702  | .00040                                     | .00195                                    |
|  | 5   |                           |  | .00071                                     | .00360  | 899   | 996  | .00071                                     | .00360                                    |
|  | 10  |                           |  | .00611                                     | .03001  | 1129  | 2660   | .00611                                     | .03001                                    |
|  | 15  |                           |  | .02766                                     | .16278  | 1897  | 5806   | .02766                                     | .16278                                    |
|  | 20  |                           |  | .09273                                     | .54752  | 2501  | 11707  | .09273                                     | .54752                                    |
| Company issues policy standard with one rated life   | No  |                           | No   |  | Yes, Table x max rating one life  |   | No   |  |   |
| Company issues policy with one uninsurable   | Yes   |                           | Yes  |  | Yes   |   | Yes  |  |   |
| Maximum number of combined table ratings   | Table 4   |                           | 24   |  | varies by issue ages  |   | 24   |  |   |
| Method for handling substandard issues   | Extra Premiums; Age Ratings   |                           | Extra Premiums   |  | Extra Premiums  |   | Extra Premiums   |  |   |
| Extended maturity option Offer policy split option   | Yes, \$1 min cv must be avail at maturity; Yes, no extra prem.          |                           | No<br>Yes without evidence of insurability, No xtra prem.  |  | Yes, \$1 min cv at maturity<br>Yes, without evidence of insurability, extra prem.   |   | No<br>Yes, without evidence of insurability, No extra prem.  |  |   |
| Available riders   | individual term, maturity extensions, Policy Split Option - not a rider |                           | accelerated benefit, joint 4-year term, no lapse guarantee, policy split, terminal illness, DB Return of Prem, Overloan Protection |  | estate tax repeal rider, joint 4-year term, maturity extensions, no lapse guarantee, policy split, premium waiver, terminal illness, cash value enhancement; \$25,000,000 |   | accelerated benefit, joint 4-year term, no lapse guarantee, policy split, terminal illness, DB Return of Prem, Overloan Protection |  |   |
| Reinsurance retention amount   | \$5,000,000   |                           | \$3,500,000  |  |   |   | \$3,500,000  |  |   |
| Commission info**  | N/A   |                           |  |  |   |   |  |  |   |
| MNS 57/FNS 52  | N/A   |                           |  |  | \$4,919   |   |  |  |   |
| MNS 67/FNS 62  | N/A   |                           |  |  | \$8,350   |   |  |  |   |

\* Assumes base plan (i.e., no riders) with all current assumptions. In addition, assumes a \$1,000,000 face amount policy. For universal life policies, values are based on the maximum commissionable annual premium. If values change at first death, assumes first death at 22 years for 57/52 combination and 17 years for 67/62 combination. \*\* Assumes \$1 million face amount base plan (i.e., no riders) with all current assumptions. For universal life policies, assume a premium sufficient to carry the policy to maturity. Commissions are shown to the writing agent, not general agent or brokerage general agent.

# Last Survivor 1. Universal Life

## Companies

**Genworth Life and Annuity Insurance Company**  
700 Main Street  
Lynchburg, VA 24505  
**Cindy Vener**  
434-948-5553  
r.carter@genworth.com

**Genworth Life Insurance Company of New York**  
666 Third Avenue  
New York, NY 10017  
**Cindy Vener**  
434-948-5553 Fax: 434-948-5934  
cindy.vener@genworth.com

**Indianapolis Life Insurance Company (Aviva USA)**  
9200 Keystane Crossing  
Indianapolis, IN 46240-4603  
**Kent Campbell**  
800-800-9882 Fax: 515-242-4629  
kent.campbell@avivausa.com

**ING Reliastar Life Insurance Company**  
20 Washington Avenue South  
Minneapolis, MN 55401  
**Phil Margolis**  
860-723-4783  
phil.margolis@us.ing.com

**Product**  
Lifetime Provider SUL  
Company issues 1 last survivor plan

**Product**  
Lifetime Provider NY SUL  
Company issues 1 last survivor plan

**Product**  
Indexed Survivor UL  
Company issues 1 last survivor plan

**Product**  
ING GPSUL  
Company issues 3 last survivor plan(s)

**States available**  
All except MS, NJ, NY

NY

All except MA, MT, NH, NY, PA, VT

All states

Sample Illustrations

| Duration | Cumulative      |                         | Cumulative      |                         | Cumulative      |                         | Cumulative      |                         |
|----------|-----------------|-------------------------|-----------------|-------------------------|-----------------|-------------------------|-----------------|-------------------------|
|          | Premiums        | Death Benefit           | Premiums        | Death Benefit           | Premiums        | Death Benefit           | Premiums        | Death Benefit           |
| 5        | \$43,825        | \$1,000,000             | \$43,825        | \$1,000,000             | \$41,350        | \$1,000,000             | \$45,070        | \$1,000,000             |
| 10       | \$87,650        | \$1,000,000             | \$87,650        | \$1,000,000             | \$82,700        | \$1,000,000             | \$90,140        | \$1,000,000             |
| 15       | \$131,475       | \$1,000,000             | \$131,475       | \$1,000,000             | \$124,050       | \$1,000,000             | \$135,210       | \$1,000,000             |
| 20       | \$175,300       | \$1,000,000             | \$175,300       | \$1,000,000             | \$165,400       | \$1,000,000             | \$180,280       | \$1,000,000             |
| 25       | \$219,125       | \$1,000,000             | \$219,125       | \$1,000,000             | \$206,750       | \$1,000,000             | \$225,350       | \$1,000,000             |
| Cash     |                 | Cash                    |                 | Cash                    |                 | Cash                    |                 |                         |
| Duration | Surrender Value | Rate of Return at Death | Surrender Value | Rate of Return at Death | Surrender Value | Rate of Return at Death | Surrender Value | Rate of Return at Death |
| 5        | \$40            | 130.9%                  | \$1,108         | 130.9%                  | \$18,135        | 119.68%                 | \$15,175        | 129.44%                 |
| 10       | \$44,757        | 42.8%                   | \$47,181        | 42.8%                   | \$75,610        | 38.94%                  | \$57,933        | 42.26%                  |
| 15       | \$100,263       | 23%                     | \$104,416       | 23%                     | \$166,501       | 20.69%                  | \$120,704       | 22.71%                  |
| 20       | \$166,426       | 14.7%                   | \$172,823       | 14.7%                   | \$286,328       | 13.05%                  | \$161,511       | 14.53%                  |
| 25       | \$229,770       | 10.3%                   | \$238,841       | 10.3%                   | \$451,557       | 8.98%                   | \$181,029       | 10.16%                  |

| Duration | Cumulative      |                         | Cumulative      |                         | Cumulative      |                         | Cumulative      |                         |
|----------|-----------------|-------------------------|-----------------|-------------------------|-----------------|-------------------------|-----------------|-------------------------|
|          | Premiums        | Death Benefit           | Premiums        | Death Benefit           | Premiums        | Death Benefit           | Premiums        | Death Benefit           |
| 5        | \$75,105        | \$1,000,000             | \$75,105        | \$1,000,000             | \$71,550        | \$1,000,000             | \$74,635        | \$1,000,000             |
| 10       | \$150,210       | \$1,000,000             | \$150,210       | \$1,000,000             | \$143,100       | \$1,000,000             | \$149,270       | \$1,000,000             |
| 15       | \$225,315       | \$1,000,000             | \$225,315       | \$1,000,000             | \$214,650       | \$1,000,000             | \$223,905       | \$1,000,000             |
| 20       | \$300,420       | \$1,000,000             | \$300,420       | \$1,000,000             | \$286,200       | \$1,000,000             | \$298,540       | \$1,000,000             |
| 25       | \$375,525       | \$1,000,000             | \$375,525       | \$1,000,000             | \$357,750       | \$1,000,000             | \$373,175       | \$1,000,000             |
| Cash     |                 | Cash                    |                 | Cash                    |                 | Cash                    |                 |                         |
| Duration | Surrender Value | Rate of Return at Death | Surrender Value | Rate of Return at Death | Surrender Value | Rate of Return at Death | Surrender Value | Rate of Return at Death |
| 5        | \$0             | 103.4%                  | \$1,831         | 103.4%                  | \$44,658        | 105.81%                 | \$31,352        | 103.75%                 |
| 10       | \$27,066        | 33.2%                   | \$65,877        | 33.2%                   | \$149,847       | 34.06%                  | \$91,160        | 33.32%                  |
| 15       | \$74,602        | 17.2%                   | \$141,357       | 17.2%                   | \$308,748       | 17.68%                  | \$149,079       | 17.22%                  |
| 20       | \$106,551       | 10.4%                   | \$212,585       | 10.4%                   | \$515,572       | 10.84%                  | \$161,738       | 10.5%                   |
| 25       | \$93,063        | 6.9%                    | \$244,375       | 6.9%                    | \$800,603       | 7.36%                   | \$126,627       | 6.93%                   |

| Min. prem. to qte. \$1mil. DB for life or 2nd-to-die/Min. prem. on curr. interest & mortality to produce \$1 cv/policy/yr. | 57 MNS/52 FNS                       | 67 MNS/62 FNS | 57 MNS/52 FNS                       | 67 MNS/62 FNS | 57 MNS/52 FNS                   | 67 MNS/62 FNS | 57 MNS/52 FNS | 67 MNS/62 FNS |
|--|-------------------------------------|---------------|-------------------------------------|---------------|---------------------------------|---------------|---------------|---------------|
|  | \$6,236                             | \$10,389      | \$6,236                             | \$10,389      | \$6,692                         | \$10,652      | \$8,718       | \$13,553      |
|  | \$9,713.76 (\$1 CV in pol. yr. 48)  |               | \$11,192.64 (\$1 CV in pol. yr. 48) |               | \$3,497 yrs 1-2; \$3,135 yrs 3+ |               | \$10,246      |               |
|  | \$20,280.24 (\$1 CV in pol. yr. 38) |               | \$23,015.52 (\$1 CV in pol. yr. 38) |               | \$6,518                         |               | \$16,639      |               |

| Current interest rate or dividend rate | 5.30%              | 5.30% | 8.75%              | 4.25%            |
|--|--------------------|-------|--------------------|------------------|
|  | This rate is gross |       | This rate is gross | This rate is net |

| Duration | 57MNS/52FNS |    | 67MNS/62FNS |    | 57MNS/52FNS |        | 67MNS/62FNS |        |
|----------|-------------|----|-------------|----|-------------|--------|-------------|--------|
|          | NA          | NA | NA          | NA | .0001       | .0005  | .0008       | .0033  |
| 1        | NA          | NA | NA          | NA | .0001       | .0005  | .0008       | .0033  |
| 2        | NA          | NA | NA          | NA | .00008      | .00033 | .00020      | .00095 |
| 3        | NA          | NA | NA          | NA | .00040      | .00195 | .00071      | .00360 |
| 4        | NA          | NA | NA          | NA | .00611      | .03001 | .02766      | .16278 |
| 5        | NA          | NA | NA          | NA | .09273      | .54752 |             |        |
| 10       | NA          | NA | NA          | NA |             |        |             |        |
| 15       | NA          | NA | NA          | NA |             |        |             |        |
| 20       | NA          | NA | NA          | NA |             |        |             |        |

|   |  |     |  |                             |
|---|--|-----|--|-----------------------------|
| <b>Company issues policy standard with one rated life</b> | No   | No  | No   | No                          |
| <b>Company issues policy with one uninsurable</b>         | Yes  | Yes | Yes  | Yes                         |
| <b>Maximum number of combined table ratings</b>           | 32 (Tbl 16 on each life)                                   |     | 24   |                             |
| <b>Method for handling standard issues</b>                | Extra Premiums   |     | Extra Premiums                                     |                             |
| <b>Extended maturity option</b>                           | No   | No  | No   | Yes, \$1 min cv at maturity |
| <b>Offer policy split option</b>                          | Yes, without evidence of insurability, extra prem.         |     | Yes, without evidence of insurability, extra prem. |                             |
| <b>Available riders</b>                                   | accelerated benefit, estate tax repeal rider, policy split |     | estate tax repeal rider, policy split              |                             |
| <b>Reinsurance retention amount</b>                       | \$5MM ages <76, table 8 and below                          |     | \$3,500,000  |                             |
| <b>Commission info**</b>                                  | MNS 57/FNS 52  |     | MNS 67/FNS 62                                      |                             |

\* Assumes base plan (i.e., no riders) with all current assumptions. In addition, assumes a \$1,000,000 face amount policy. For universal life policies, values are based on the maximum commissionable annual premium. If values change at first death, assumes first death at 22 years for 57/52 combination and 17 years for 67/62 combination. \*\* Assumes \$1 million face amount base plan (i.e., no riders) with all current assumptions. For universal life policies, assume a premium sufficient to carry the policy to maturity. Commissions are shown to the writing agent, not general agent or brokerage general agent.

# Last Survivor 1. Universal Life

## Companies

**John Hancock Life Insurance**  
197 Clarendon St  
Boston, MA 02117  
**Jeff Driscoll**  
617-572-6646 Fax: 617-572-0236  
jdriscoll@jhancock.com

**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

**National Life Insurance Company**  
1 National Life Drive  
Montpelier, VT 05604  
**Stephan Mayr**  
802-229-3813  
smayr@nationallife.com

**Product** Protection SUL-G  
Company issues 5 last survivor plan(s)  
**States available** All states

**SUL Guard(SM)**  
Company issues 8 last survivor plan(s)  
All except VI, Guam, PR

**Legacy Advantage SUL**  
Company issues 3 last survivor plan(s)  
All except VI, Guam, PR

**NL Estate Provider**  
Company issues 3 last survivor plan(s)  
All except VI, Guam, PR

Sample Illustrations

| Duration | Cumulative |               | Cumulative |               | Cumulative |               | Cumulative |               |
|----------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|
|          | Premiums   | Death Benefit | Premiums   | Death Benefit | Premiums   | Death Benefit | Premiums   | Death Benefit |
| 5        | \$31,130   | \$1,000,000   | \$37,200   | \$1,000,000   | \$38,790   | \$1,000,000   | \$38,790   | \$1,000,000   |
| 10       | \$62,260   | \$1,000,000   | \$74,400   | \$1,000,000   | \$77,580   | \$1,000,000   | \$76,000   | \$1,000,000   |
| 15       | \$93,390   | \$1,000,000   | \$111,600  | \$1,000,000   | \$116,370  | \$1,000,000   | \$114,000  | \$1,000,000   |
| 20       | \$124,520  | \$1,000,000   | \$148,800  | \$1,000,000   | \$155,160  | \$1,000,000   | \$152,000  | \$1,000,000   |
| 25       | \$155,650  | \$1,000,000   | \$186,000  | \$1,000,000   | \$193,950  | \$1,000,000   | \$190,000  | \$1,000,000   |
| Cash     |            | Cash          |            | Cash          |            | Cash          |            |               |
| 5        | \$0        | 149.84%       | 0          | 139.84%       | \$20,143   | 137.55%       | \$19,667   | 139%          |
| 10       | \$23,597   | 48.96%        | \$4,835    | 45.72%        | \$75,091   | 44.96%        | \$68,226   | 45%           |
| 15       | \$60,526   | 26.71%        | \$7,149    | 24.79%        | \$137,349  | 24.33%        | \$131,546  | 25%           |
| 20       | \$102,945  | 17.42%        | \$0        | 16.03%        | \$207,979  | 15.71%        | \$205,699  | 16%           |
| 25       | \$143,929  | 12.45%        | \$0        | 11.35%        | \$297,256  | 11.09%        | \$293,427  | 11%           |

| Duration | Cumulative |               | Cumulative |               | Cumulative |               | Cumulative |               |
|----------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|
|          | Premiums   | Death Benefit | Premiums   | Death Benefit | Premiums   | Death Benefit | Premiums   | Death Benefit |
| 5        | \$52,365   | \$1,000,000   | \$61,350   | \$1,000,000   | \$68,300   | \$1,000,000   | \$71,500   | \$1,000,000   |
| 10       | \$104,730  | \$1,000,000   | \$122,700  | \$1,000,000   | \$136,600  | \$1,000,000   | \$143,000  | \$1,000,000   |
| 15       | \$157,095  | \$1,000,000   | \$184,050  | \$1,000,000   | \$204,900  | \$1,000,000   | \$214,500  | \$1,000,000   |
| 20       | \$209,460  | \$1,000,000   | \$245,400  | \$1,000,000   | \$273,200  | \$1,000,000   | \$286,000  | \$1,000,000   |
| 25       | \$261,825  | \$1,000,000   | \$306,750  | \$1,000,000   | \$341,500  | \$1,000,000   | \$357,500  | \$1,000,000   |
| Cash     |            | Cash          |            | Cash          |            | Cash          |            |               |
| 5        | \$3,477    | 121.56%       | \$9,056    | 113.46%       | \$41,867   | 108.10%       | \$37,664   | 106%          |
| 10       | \$60,136   | 39.58%        | \$27,352   | 36.78%        | \$134,966  | 34.88%        | \$130,747  | 34%           |
| 15       | \$124,002  | 21.08%        | \$2,396    | 19.36%        | \$237,504  | 18.19%        | \$248,364  | 18%           |
| 20       | \$177,432  | 13.34%        | 0          | 12.08%        | \$341,228  | 11.22%        | \$373,469  | 11%           |
| 25       | \$151,806  | 9.21%         | 0          | 8.20%         | \$445,153  | 7.51%         | \$493,901  | 7%            |

| Min. prem. to give \$1mil. DB for life or 2nd-to-die/Min. - prem. on curr. interest & mortality to produce \$1 cv/policy yr. | 57 MNS/52 FNS | 67 MNS/62 FNS    | 57 MNS/52 FNS | 67 MNS/62 FNS    | 57 MNS/52 FNS                      | 67 MNS/62 FNS                       | 57 MNS/52 FNS | 67 MNS/62 FNS    |
|--|---------------|------------------|---------------|------------------|------------------------------------|-------------------------------------|---------------|------------------|
|  | \$6,226       | \$10,473         | \$6,603       | \$10,894         | \$6,693                            | \$10,674                            | n/a           | n/a              |
|  | \$6,226       | \$10,473         | n/r           | n/r              | \$8,634 (\$1 CV in policy year 68) | \$14,932 (\$1 CV in policy year 58) | \$5,912       | \$11,604         |
| Current interest rate or dividend interest rate  | 4.75%         | This rate is net | 4.05%         | This rate is net | 4.50%                              | This rate is net                    | 5.5%          | This rate is net |

| Duration | 57MNS/52FNS |      | 67MNS/62FNS |     | 57MNS/52FNS |     | 67MNS/62FNS   |               |
|----------|-------------|------|-------------|-----|-------------|-----|---------------|---------------|
|          | 1           | 2    | 3           | 4   | 5           | 10  | 15            | 20            |
| 1        | 24          | 57   | n/r         | n/r | n/r         | n/r | Not Available | Not Available |
| 2        | 57          | 66   | n/r         | n/r | n/r         | n/r |               |               |
| 3        | 59          | 84   | n/r         | n/r | n/r         | n/r |               |               |
| 4        | 63          | 126  | n/r         | n/r | n/r         | n/r |               |               |
| 5        | 68          | 167  | n/r         | n/r | n/r         | n/r |               |               |
| 10       | 130         | 642  | n/r         | n/r | n/r         | n/r |               |               |
| 15       | 362         | 2261 | n/r         | n/r | n/r         | n/r |               |               |
| 20       | 1359        | 9985 | n/r         | n/r | n/r         | n/r |               |               |

|   |  |  |   |  |
|---|--|--|---|--|
| Company issues policy standard with one rated life  | Yes, Table 16 max on one life  | No   | Yes, table C max on one life  | No   |
| Company issues policy with one uninsurable          | Yes  | Yes  | Yes   | Yes  |
| Maximum number of combined table ratings            | 16   | n/r  | 16  | 20   |
| Method for handling standard issues                 | Extra Premiums, Flat Extras  | Extra Premiums   | Table Ratings, Flat Extras  | Age Ratings  |
| Extended maturity option                            | No   | No   | Yes, \$1 cv min. at maturity  | Yes, enforce   |
| Offer policy split option                           | Yes, without evidence of insurability, extra prem.   | Yes, without evidence of insurability, No extra prem.                        | Yes, without evidence of insurability, No extra prem.   | Yes, without evidence of insurability, No extra prem.                          |
| Available riders                                    | no lapse guarantee, policy split, survivor 4-year term, Disability Payment (First or Second Insured) | accelerated benefit, policy split, Substitute of Insured & Estate Protection | automatic increase benefit, estate tax repeal rider, joint 4-year term, long-term care, no lapse guarantee, other - contact co. | automatic increase benefit, individual term, maturity extensions, policy split |
| Reinsurance retention amount                        | \$25 Million   | \$20 million   | \$20,000,000  | \$2,000,000  |
| Commission info**<br>MNS 57/FNS 52<br>MNS 67/FNS 62 |  |  |   | 50%<br>50%   |

\* Assumes base plan (i.e., no riders) with all current assumptions. In addition, assumes a \$1,000,000 face amount policy. For universal life policies, values are based on the maximum commissionable annual premium. If values change at first death, assumes first death at 22 years for 57/52 combination and 17 years for 67/62 combination. \*\* Assumes \$1 million face amount base plan (i.e., no riders) with all current assumptions. For universal life policies, assume a premium sufficient to carry the policy to maturity. Commissions are shown to the writing agent, not general agent or brokerage general agent.

# Last Survivor 1. Universal Life

## Companies

**Nationwide Financial**  
One Nationwide Plaza  
Columbus, OH 43215

**Pacific Life Insurance Company**  
700 Newport Center Drive  
Newport Beach, CA 92660  
**Stephan Mitchell**

**Penn Mutual Life Insurance Company, The**  
600 Dresher Road  
Horsham, PA 19067  
**Holly Brandle**  
215-956-8220  
brandle.holly@pennmutual.com

**Principal Life Insurance Company**  
711 High Street  
Des Moines, IA 50392-1100  
**Sara Wiener**  
515-247-7910 Fax: 515-362-0056  
wiener.sara@principal.com

|                |   |  |   |   |
|----------------|---|--|---|---|
| <b>Product</b> | <b>Nationwide YourLife SUL</b><br>Company issues 5 last survivor plan(s); All except CT, FL, HI, IL, MA, MD, MS, MT, NJ, NV, PA, TN, TX, UT, VT, VI, Guam, PR | <b>Pacific Estate Preserver III</b><br>Company issues 2 last survivor plan(s)<br>All except NY | <b>Estate Max II</b><br>Company issues 3 last survivor plan(s)<br>All except VI, Guam, PR | <b>Survivorship Universal Life Protector</b><br>Company issues 2 last survivor plan(s); All except VI, Guam, PR |
|----------------|---|--|---|---|

Sample Illustrations

| Duration | Cumulative             |                                | Cumulative             |                                | Cumulative             |                                | Cumulative             |                                |
|----------|------------------------|--------------------------------|------------------------|--------------------------------|------------------------|--------------------------------|------------------------|--------------------------------|
|          | Premiums               | Death Benefit                  | Premiums               | Death Benefit                  | Premiums               | Death Benefit                  | Premiums               | Death Benefit                  |
| 5        | \$44,907               | \$1,000,000                    | \$61,200               | \$1,000,000                    | \$44,700               | \$1,000,000                    | \$64,805               | \$1,000,000                    |
| 10       | \$89,815               | \$1,000,000                    | \$122,400              | \$1,000,000                    | \$89,400               | \$1,000,000                    | \$129,610              | \$1,000,000                    |
| 15       | \$134,722              | \$1,000,000                    | \$183,600              | \$1,000,000                    | \$134,100              | \$1,000,000                    | \$194,415              | \$1,000,000                    |
| 20       | \$179,630              | \$1,000,000                    | \$244,800              | \$1,000,000                    | \$178,800              | \$1,000,000                    | \$259,220              | \$1,000,000                    |
| 25       | \$224,537              | \$1,000,000                    | \$306,000              | \$1,000,000                    | \$223,500              | \$1,000,000                    | \$324,025              | \$1,000,000                    |
|          | <b>Cash</b>            |                                | <b>Cash</b>            |                                | <b>Cash</b>            |                                | <b>Cash</b>            |                                |
|          | <b>Surrender Value</b> | <b>Rate of Return at Death</b> | <b>Surrender Value</b> | <b>Rate of Return at Death</b> | <b>Surrender Value</b> | <b>Rate of Return at Death</b> | <b>Surrender Value</b> | <b>Rate of Return at Death</b> |
| 5        | \$13,312               | 129.64%                        | \$34,884               | 114%                           | \$34,288               | 129.88%                        | \$23,675               | 110.71%                        |
| 10       | \$56,202               | 42.33%                         | \$109,099              | 37%                            | \$90,170               | 42.41%                         | \$82,521               | 35.81%                         |
| 15       | \$108,682              | 22.75%                         | \$209,780              | 19%                            | \$171,012              | 22.80%                         | \$171,968              | 18.76%                         |
| 20       | \$164,675              | 14.56%                         | \$341,826              | 12%                            | \$271,043              | 14.59%                         | \$277,528              | 11.64%                         |
| 25       | \$214,853              | 10.18%                         | \$513,202              | 8%                             | \$393,342              | 10.21%                         | \$390,871              | 7.85%                          |

| Duration | Cumulative             |                                | Cumulative             |                                | Cumulative             |                                | Cumulative             |                                |
|----------|------------------------|--------------------------------|------------------------|--------------------------------|------------------------|--------------------------------|------------------------|--------------------------------|
|          | Premiums               | Death Benefit                  | Premiums               | Death Benefit                  | Premiums               | Death Benefit                  | Premiums               | Death Benefit                  |
| 5        | \$76,873               | \$1,000,000                    | \$103,550              | \$1,000,000                    | \$76,300               | \$1,000,000                    | \$111,448              | \$1,000,000                    |
| 10       | \$153,746              | \$1,000,000                    | \$207,100              | \$1,000,000                    | \$152,600              | \$1,000,000                    | \$222,896              | \$1,000,000                    |
| 15       | \$230,619              | \$1,000,000                    | \$310,650              | \$1,000,000                    | \$228,900              | \$1,000,000                    | \$334,344              | \$1,000,000                    |
| 20       | \$307,492              | \$1,000,000                    | \$414,200              | \$1,000,000                    | \$305,200              | \$1,000,000                    | \$445,792              | \$1,000,000                    |
| 25       | \$384,365              | \$1,000,000                    | \$517,750              | \$1,000,000                    | \$381,500              | \$1,000,000                    | \$557,240              | \$1,000,000                    |
|          | <b>Cash</b>            |                                | <b>Cash</b>            |                                | <b>Cash</b>            |                                | <b>Cash</b>            |                                |
|          | <b>Surrender Value</b> | <b>Rate of Return at Death</b> | <b>Surrender Value</b> | <b>Rate of Return at Death</b> | <b>Surrender Value</b> | <b>Rate of Return at Death</b> | <b>Surrender Value</b> | <b>Rate of Return at Death</b> |
| 5        | \$29,892               | 102.31%                        | \$61,719               | 88%                            | \$61,485               | 102.67%                        | \$62,012               | 84.87%                         |
| 10       | \$89,575               | 32.81%                         | \$187,915              | 28%                            | \$159,188              | 32.94%                         | \$173,361              | 26.32%                         |
| 15       | \$142,066              | 16.90%                         | \$355,167              | 14%                            | \$297,096              | 16.98%                         | \$309,554              | 12.80%                         |
| 20       | \$186,779              | 10.26%                         | \$564,755              | 8%                             | \$459,322              | 10.32%                         | \$451,623              | 7.19%                          |
| 25       | \$188,202              | 6.74%                          | \$834,345              | 5%                             | \$631,989              | 6.79%                          | \$590,398              | 4.24%                          |

Min. prem. to gte. \$1mil. DB for life or 2nd-to-die/Min. - prem. on curr. interest & mortality to produce \$1 cv/policy yr.

|               |                                  |          |                  |                                     |
|---------------|----------------------------------|----------|------------------|-------------------------------------|
| 57 MNS/52 FNS | \$8,270                          | \$6,578  | n/a              | \$7,474                             |
| 67 MNS/62 FNS | \$14,279                         | \$12,157 | n/a              | \$11,304                            |
| 57 MNS/52 FNS | \$14,546 (\$1 CV in pol. yr. 68) | \$8,055  | 7,187 in yr. 48  | \$12,080 (\$1 CV in policy year 48) |
| 67 MNS/62 FNS | \$23,688 (\$1 CV in pol. yr. 58) | \$14,069 | 11,786 in yr. 38 | \$20,818 (\$1 CV in policy year 38) |

|  |                           |                          |                           |                           |
|--|---------------------------|--------------------------|---------------------------|---------------------------|
| <b>Current interest rate or dividend interest rate</b> | 3.25%<br>This rate is net | 5.6%<br>This rate is net | 5.10%<br>This rate is net | 4.45%<br>This rate is net |
|--|---------------------------|--------------------------|---------------------------|---------------------------|

Current Rate for Term Option

| Duration | 57MNS/52FNS | 67MNS/62FNS | 57MNS/52FNS | 67MNS/62FNS | 57MNS/52FNS | 67MNS/62FNS | 57MNS/52FNS | 67MNS/62FNS |
|----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 1        | N/A         | N/A         | N/A         | N/A         | n/a         | n/a         | 0.0024      | 0.0047      |
| 2        | N/A         | N/A         | N/A         | N/A         | n/a         | n/a         | 0.0061      | 0.0138      |
| 3        | N/A         | N/A         | N/A         | N/A         | n/a         | n/a         | 0.0112      | 0.0340      |
| 4        | N/A         | N/A         | N/A         | N/A         | n/a         | n/a         | 0.0177      | 0.0613      |
| 5        | N/A         | N/A         | N/A         | N/A         | n/a         | n/a         | 0.0263      | 0.0973      |
| 10       | N/A         | N/A         | N/A         | N/A         | n/a         | n/a         | 0.1115      | 0.4354      |
| 15       | N/A         | N/A         | N/A         | N/A         | n/a         | n/a         | 0.2624      | 1.3353      |
| 20       | N/A         | N/A         | N/A         | N/A         | n/a         | n/a         | 0.3205      | 1.9825      |

|   |  |   |  |  |
|---|--|---|--|--|
| <b>Company issues policy standard with one rated life</b> | Yes, C max table rating one life                   | Yes   | No   | Yes, Table 3 max on one life   |
| <b>Company issues policy with one uninsurable</b>         | Yes  | Yes   | Yes  | Yes  |
| <b>Maximum number of combined table ratings</b>           | one life table 6 or better                         |   | 32   | One ins Tble 16 or better  |
| <b>Method for handling substandard issues</b>             | Extra Premiums                                     | Table Ratings / Flat Extras   | Extra Premiums   | Extra Premiums   |
| <b>Extended maturity option</b>                           | Yes, 0 must be avail at maturity                   | Yes \$1 min cv at maturity  | Yes \$1 min. cv at maturity  | Yes, No minimum cv at maturity   |
| <b>Offer policy split option</b>                          | Yes, without evidence of insurability, extra prem. | Yes, with evidence of insurability, No extra prem.  | Yes, without evidence of insurability, No extra prem.  | Yes, without evidence of insurability, No xtra prem.   |
| <b>Available riders</b>                                   | estate tax repeal rider, policy split              | accelerated benefit, automatic increase benefit, individual term, joint 4-year term, no lapse guarantee, policy split | individual term, joint 4-year term, maturity extensions, policy split, survivor 4-year term, Return of Premium | estate tax repeal rider, individual term, joint 4-year term, maturity extensions, no lapse guarantee, policy split |
| <b>Reinsurance retention amount</b>                       | \$15,000,000                                       | \$20 million  | \$5,000,000  | \$999,999,999  |
| <b>Commission info**</b>                                  | MNS 57/FNS 52                                      |   | 50%  | 50%  |
|   | MNS 67/FNS 62                                      |   | 50%  | 50%  |

\* Assumes base plan (i.e., no riders) with all current assumptions. In addition, assumes a \$1,000,000 face amount policy. For universal life policies, values are based on the maximum commissionable annual premium. If values changes at first death, assumes first death at 22 years for 57/52 combination and 17 years for 67/62 combination. \*\* Assumes \$1 million face amount base plan (i.e., no riders) with all current assumptions. For universal life policies, assume a premium sufficient to carry the policy to maturity. Commissions are shown to the writing agent, not general agent or brokerage general agent.

# Last Survivor 1. Universal Life

# 2. Participating

## Companies

**Protective Life Insurance Company**  
2301 Highway 280 South  
Birmingham, AL 35223  
**Rob Shirley**  
205-268-6259  
rob.shirley@protective.com

**Security Mutual Life Insurance Company of New York**  
100 Court Street (P.O. Box 1625)  
Binghamton, NY 13902-1625  
**Daniel P. Foley**  
607-723-3551 Ext. 376 Fax: 607-772-6726; dfoley@smlny.com

**Union Central Life (A UNIFI Co.)**  
1876 Waycross Rd  
Cincinnati, OH 45240  
**Linda Glantz-Murray**  
800-319-6903 ext. 71079 Fax: 513-674-5345; linda.glantz@acaciagr.com

**Guardian Life Ins. Co. of America**  
7 Hanover Square  
New York, NY 10004  
**Jackie Kanas**  
212-598-1554

|  |  | Survivor Select III                    |  | Survivorship UL                        |  | Excel Survivor UL                      |  | EstateGuard (a non-fraserized product) |                         |             |
|--|--|--|--|--|--|--|--|--|-------------------------|-------------|
|  |  | Company issues 2 last survivor plan(s) |  | Company issues 2 last survivor plan(s) |  | Company issues 3 last survivor plan(s) |  | Company issues 1 last survivor plan    |                         |             |
|  |  | All except NY, Guam, PR                |  | NY                                     |  | All except VI, Guam, PR                |  | All except VI, Guam, PR                |                         |             |
|  |  | Cumulative Premiums                    | Death Benefit  | Cumulative Premiums                    | Death Benefit  | Cumulative Premiums                    | Death Benefit  | Cumulative Premiums                    | Death Benefit           |             |
| Sample Illustrations                               | Duration   | 5                                      | \$37,100   | \$1,000,000                            | \$37,640   | \$1,000,000                            | \$38,600   | \$1,000,000                            | \$72,600                | \$1,001,609 |
|  |  | 10                                     | \$74,200   | \$1,000,000                            | \$75,280   | \$1,000,000                            | \$77,200   | \$1,000,000                            | \$145,200               | \$1,007,714 |
|  |  | 15                                     | \$111,300  | \$1,000,000                            | \$112,920  | \$1,000,000                            | \$115,800  | \$1,000,000                            | \$217,800               | \$1,018,764 |
|  |  | 20                                     | \$148,400  | \$1,000,000                            | \$150,560  | \$1,000,000                            | \$154,400  | \$1,000,000                            | \$290,400               | \$1,071,944 |
|  |  | 25                                     | \$185,500  | \$1,000,000                            | \$188,200  | \$1,000,000                            | \$193,000  | \$1,000,000                            | \$363,000               | \$1,226,419 |
|  | Duration   | Cash Surrender Value                   |  |  |  |  |  |  |                         |             |
|  |  | 5                                      | \$5,743  | 139%                                   | \$12,482   | 139.20%                                | \$14,883   | 137.81%                                | \$57,012                | 105.18%     |
|  |  | 10                                     | \$40,116   | 45%                                    | \$63,817   | 45.51%                                 | \$72,005   | 45.05%                                 | \$161,488               | 33.94%      |
|  |  | 15                                     | \$77,455   | 24%                                    | \$129,910  | 24.66%                                 | \$143,160  | 24.38%                                 | \$280,181               | 17.73%      |
|  |  | 20                                     | \$124,814  | 16%                                    | \$211,887  | 15.94%                                 | \$216,820  | 15.74%                                 | \$437,036               | 11.28%      |
| 25   | \$144,100  | 11%                                    | \$309,641  | 11.28%                                 | \$305,504  | 11.12%                                 | \$737,293  | 8.43%                                  |                         |             |
| Sample Illustrations                               | Duration   | Cumulative Premiums                    | Death Benefit  | Cumulative Premiums                    | Death Benefit  | Cumulative Premiums                    | Death Benefit  | Cumulative Premiums                    | Death Benefit           |             |
|  |  | 5                                      | \$59,950   | \$1,000,000                            | \$64,880   | \$1,000,000                            | \$70,250   | \$1,000,000                            | \$116,600               | \$1,002,256 |
|  |  | 10                                     | \$119,900  | \$1,000,000                            | \$129,760  | \$1,000,000                            | \$140,500  | \$1,000,000                            | \$233,200               | \$1,009,804 |
|  |  | 15                                     | \$179,850  | \$1,000,000                            | \$194,640  | \$1,000,000                            | \$210,750  | \$1,000,000                            | \$349,800               | \$1,042,204 |
|  |  | 20                                     | \$239,800  | \$1,000,000                            | \$259,520  | \$1,000,000                            | \$281,000  | \$1,000,000                            | \$466,400               | \$1,194,724 |
|  | Duration   | Cash Surrender Value                   | Rate of Return at Death                              | Cash Surrender Value                   | Rate of Return at Death  | Cash Surrender Value                   | Rate of Return at Death  | Cash Surrender Value                   | Rate of Return at Death |             |
|  |  | 5                                      | \$16,518   | 114%                                   | \$26,220   | 110.66%                                | \$35,569   | 106.71%                                | \$91,786                | 82.93%      |
|  |  | 10                                     | \$71,299   | 37%                                    | \$111,661  | 35.79%                                 | \$134,899  | 34.39%                                 | \$246,017               | 25.71%      |
|  |  | 15                                     | \$119,542  | 19%                                    | \$220,515  | 18.75%                                 | \$252,915  | 17.88%                                 | \$422,665               | 12.76%      |
|  |  | 20                                     | \$149,737  | 12%                                    | \$346,602  | 11.63%                                 | \$373,753  | 10.99%                                 | \$755,115               | 8.30%       |
| 25   | \$82,526   | 8%                                     | \$482,558  | 7.84%                                  | \$517,702  | 7.33%                                  | \$1,115,144  | 6.53%                                  |                         |             |
| Sample Illustrations                               | Min. prem. to gte. \$1mil. DB for life or 2nd-to-die/Min. prem. on curr. interest & mortality to produce \$1 cv/policy yr. | 57 MNS/52 FNS                          | \$6,938  | NA                                     | NA   | NA                                     | NA   | \$14,520                               |                         |             |
|  |  | 67 MNS/62 FNS                          | \$11,220   | NA                                     | NA   | NA                                     | NA   | \$23,320                               |                         |             |
|  | Current interest rate or dividend interest rate  | 57 MNS/52 FNS                          | \$14,267 (\$1 CV in pol. yr. 48)                     |  | \$6,555 (\$1CV in yr 48)   |  | \$5,886.01 (\$10 CV in pol. yr. 48)  |  | \$8,069                 |             |
|  |  | 67 MNS/62 FNS                          | \$22,111 (\$1 CV in pol. yr. 38)                     |  | \$10,985 (\$1CV in yr. 38)   |  | \$9,851.39 (\$10 CV in pol. yr. 38)  |  | \$13,325                |             |
|  | Current Rate for Term Option   | Duration                               | 57MNS/52FNS  | 67MNS/62FNS                            | 57MNS/52FNS  | 67MNS/62FNS                            | 57MNS/52FNS  | 67MNS/62FNS                            | 57MNS/52FNS             | 67MNS/62FNS |
|  |  | 1                                      | N/A  | N/A                                    | 11   | 32                                     |  |  | 174                     | 173         |
|  |  | 2                                      | N/A  | N/A                                    | 44   | 142                                    |  |  | 172                     | 171         |
|  |  | 3                                      | N/A  | N/A                                    | 88   | 319                                    |  |  | 171                     | 169         |
|  |  | 4                                      | N/A  | N/A                                    | 136  | 539                                    |  |  | 170                     | 166         |
|  |  | 5                                      | N/A  | N/A                                    | 184  | 758                                    |  |  | 168                     | 164         |
| 10   |  | N/A                                    | N/A  | 227                                    | 691  |  |  | 161                                    | 508                     |             |
| 15   |  | N/A                                    | N/A  | 496                                    | 1545   |  |  | 314                                    | 1493                    |             |
| 20   | N/A  | N/A                                    | 1240   | 5223                                   |  |  | 879  | 3523                                   |                         |             |
| Company issues policy standard with one rated life | Yes, one can be uninsurable  |  | No   |  | Yes, Table C max table rating one life   |  | Yes, table 4 max one life  |  |                         |             |
| Company issues policy with one uninsurable         | Yes  |  | Yes  |  | Yes  |  | Yes  |  |                         |             |
| Maximum number of combined table ratings           | uninsurable/6  |  |  |  | 20   |  | 12   |  |                         |             |
| Method for handling standard issues                | Extra Premiums   |  | Extra Premiums, Increased Cost of Insurance charges  |  | Extra Premiums   |  | Extra Premiums, Age Ratings  |  |                         |             |
| Extended maturity option                           | Yes, \$1 min cv at @100  |  | No   |  | Yes, \$1 min cv at maturity  |  | No   |  |                         |             |
| Offer policy split option                          | Yes, with evidence of insurability, extra prem.  |  | Yes without evidence of insurability, No extra prem. |  | Yes, without evidence of insurability, extra prem.   |  | Yes, without evidence of insurability, No xtra prem.   |  |                         |             |
| Available riders                                   | estate tax repeal rider, no lapse guarantee, policy split, survivor 4-year term, terminal illness                          |  | individual term, no lapse guarantee, policy split    |  | accelerated benefit, automatic increase benefit, individual term, joint 4-year term, maturity extensions, policy split, premium waiver |  | accelerated benefit, first-to-die, policy split, premium waiver, otherExch of Insd, Exch to Term, RTR, PUA, Split \$ |  |                         |             |
| Reinsurance retention amount                       | \$750,000  |  | Varies by issue age; maximum is \$750,000            |  | \$2,000,000  |  | \$11 million   |  |                         |             |
| Commission info**                                  | MNS 57/FNS 52  |  | 55%  |  | Please call  |  | Please call  |  |                         |             |
|  | MNS 67/FNS 62  |  | 55%  |  | Please call  |  | Please call  |  |                         |             |

\* Assumes base plan (i.e., no riders) with all current assumptions. In addition, assumes a \$1,000,000 face amount policy. For universal life policies, values are based on the maximum commissionable annual premium. If values change at first death, assumes first death at 22 years for 57/52 combination and 17 years for 67/62 combination. \*\* Assumes \$1 million face amount base plan (i.e., no riders) with all current assumptions. For universal life policies, assume a premium sufficient to carry the policy to maturity. Commissions are shown to the writing agent, not general agent or brokerage general agent.

