

GLOSSARY OF TERMS

Accidental Death Benefit: Provides supplemental coverage for loss of life due to a qualifying accident that was the direct cause of death.

Charitable Legacy: Pays a percentage of the initial face amount to the qualified Charitable Organization of the policy owner's choice. Generally, there is no charge for this rider.

Children's Term: Supplement level death benefit on the life of the primary insured's children for a limited number of years. Generally, this insurance coverage may be converted without evidence of insurability to a new policy.

Chronic Illness: Optional indemnity chronic illness accelerated death benefit rider that provides owner access to tax-free death benefits if insured is certified with a chronic illness, up to the Internal Revenue Service per diem limits. The Chronic Illness can be temporary or permanent depending on the carrier. There may be a premium charge associated with this rider. Please refer to carrier documentation for additional details.

Conversion Extension: Extends the normal conversion period to a specified year or age of the client, beyond the base conversion period.

Disability Income: Will provide an income to the policy owner based on total disability of the primary insured.

Estate Protection: This rider helps compensate for the potential estate tax liability resulting from unintended inclusion of the coverage in the insured's taxable estate under the look-back provisions of current estate tax law by providing additional coverage in the first four policy years.

Exchange of Insureds: Provides for the exchange of one insured for another, usually subject to new underwriting and generally used for business owned policies.

First to Die: Allows level insurance coverage on both insureds payable on the first death while keeping the base policy in force.

Guaranteed Purchase Option: Guarantees that the contract owner may add additional insurance on specified dates without evidence of insurability.

High Early Cash Value: Provides enhanced cash value in the early years of the policy by either reducing or waiving the surrender charges or guaranteeing a minimum surrender value regardless of actual policy performance.

Living Benefits: Often a combination of Terminal Illness, Chronic Illness, and / or Critical Illness options that allow the policy owner to accelerate the death benefit if certain conditions are met.

Long-Term Care: Allows a tax-free acceleration of the death benefit to pay for Qualified Long Term Care expenses. Available on a reimbursement or indemnity basis.

Other Insured: Supplemental level term death benefit for the loss of life of the primary insured's spouse or other named insured under this rider.

Overloan Protection: Protects the policy owner against potential unintended tax consequences in max-loan scenarios by reducing the face amount to a minimum level that is "paid up". This prevents future lapse of the contract that could trigger a taxable event.

Policy Split Option: In the event of a divorce or change / repeal of the Federal Estate Tax Law, the carrier will allow the insureds to split the policy into two single life policies.

Premium Deposit Account: A holding account that allows for non-mec single pay premium designs. Rather than 100% of the funds being credited to the life insurance contract in year one, funds are initially placed in the premium deposit account and are subsequently moved into the life insurance contract over a specified number of years. This account will earn interest at a carrier declared rate and the interest is generally taxable.

Primary Insured Term: Provides additional term insurance on the life of the Primary Insured for a specified number of years that may be different than the base policy, often used for cost savings within a policy.

Return of Premium: Allows the owner to receive a portion of the premiums paid (50% - 100%) into the policy back if there is a full surrender of the policy within certain windows as stipulated in the policy.

Spread Death Benefit Option: Allows policy owner to designate payment of the death benefit to their beneficiary in installments rather than a lump sum. Policy Owner may designate a predetermined guaranteed set of annual payments at issue, with the first payment occurring at the time of claim, and each subsequent payment following annually.

Terminal Illness: Advanced access to a qualified portion of the Death Benefit if the primary insured becomes terminally ill with a limited (Generally 12 months or less) life expectancy. Typically, there is no charge for this rider but an administrative fee at the time of use

Waiver of Premium: Waives the monthly cost of insurance deductions against the cash surrender value as they come due in the event the primary insured becomes totally disabled as defined in the rider.

Waiver of Specified Premium: Allows policy owner to specify a premium that is paid into the policy in the event the insured becomes totally disabled. Generally, disability must occur prior to age 65.