# Golden Eagle Final Expense Plan 

## Agent Guide



CONTACT THE HOME OFFICE WITH ANY QUESTIONS

## Don't leave your family worried about how they will handle your final expenses

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Product Highlights: Whole Life Insurance issued as either Simplified or Graded.
Simplified Issue (SI): Age 50-85 Amounts \$2,500-\$25,000
Graded Benefit (GDB): Age 50-80 Amounts \$2,000-\$10,000
Age: Based on last birthday as of Date of Issue. Cannot backdate to save age.
Death Benefit: 100\% of Declared Death Benefit paid to Beneficiary (less any loans and/or premium due). Guaranteed Level Premiums, Non-Cancelable Policy, as long as scheduled premiums are paid.

Accelerated Living Death Benefit: Subject to policy provisions, benefits may be accelerated if the insured is diagnosed with a terminal illness that with reasonable medical certainty will result in the death of the insured in 12 months or less. Benefits may also be accelerated if the insured is confined continuously to a Qualified Nursing Home, with confinement expected to continue until the insured's death.

Disclosure: The Accelerated Living Benefit Disclosure must be signed by the Proposed Insured and Agent. Please be sure to check the box on the application, signifying that the proposed insured received, read and understood the disclosure. The disclosure form after signed and dated stays with the client. Do not submit to the Company.
Notices: The application contains the Notice of Disclosure of Information and Notice Regarding Consumer Reports. This information must be left with the applicant.

Signatures: The application must be signed by the proposed insured, owner (if other than proposed insured) and the agent. Application submitted without proper signatures will be returned.

Policy Owner: Acceptable Policy Owners are ONLY the proposed insured, spouse, adult children, siblings or parents.

Beneficiary: All applications must indicate a valid beneficiary. If the Proposed Insured is also the Owner and Payer they may name anyone as the beneficiary. If the Proposed Insured is not both the Owner and Payer, insurable interest must be met. We require actual names of the beneficiaries and their Social Security Numbers and Date of Births. Reason is to help find and identify the correct beneficiary(s) when we are notified of the Proposed Insured's death. Any application submitted without a beneficiary will default to the "Estate of the Insured". All others are subject to Home Office Approval.
APL: On the application, this stands for Automatic Premium Loan. APL is an optional provision in life insurance policies and authorizes the insurer to borrow from the cash value any premium due at the end of the grace period. This provision is useful in preventing an inadvertent lapse of the policy.
Premium Payments: The only modes of premium payment the Company will accept are: monthly bank draft (EFT), Quarterly, Semi-Annual or Annual. Any application submitted requesting any other mode of premium payment will not be issued and if any, Cash With Application will be refunded. We do accept Visa, MasterCard and Direct Express Debit Card. Card paying policies' commissions are paid as earned. For card paying applications, there must be money on the card the day of the phone interview or we will not be able to process the phone interview. You will have to re-apply later when there is money on the card. No more than $20 \%$ of an agent's submitted business may be card paying policies.

To help ensure correct routing and bank account information please submit a voided check for checking account clients. Deposit or withdrawal slips will not be accepted. If the EFT Draft is returned by the bank, we will notify you and the premium mode will be changed to quarterly. The Company is not responsible for any fees incurred by an applicant / insured due to insufficient funds.
Cash With Application: The only acceptable form of CWA is the applicant or owner's personal check or money order. The Company does not accept cash. CWA checks are deposited the day they are received. If a CWA check is returned by the bank due to insufficient funds, commissions will be paid as earned only. Money Orders MUST be signed by the applicant/owner or verified by the applicant, if not, commissions will be paid as earned only. The Company also has the right to require applicants to submit a bank check or money order in lieu of a personal check. Checks or other payments drawn from an agent's personal or business account are not acceptable forms of premium payment. Please see the Submissions Instructions on Page 5 for more information.

Social Security Benefit Billing Authorization Form: By utilizing this form we have the ability to withdraw Checking/Savings Accounts and the Direct Express MasterCard to match the date the Payer receives their Social Security Benefits. The Draft Date on the application MUST match the option on the Social Security Benefit Authorization Form. Only available options: 1st of the month, 3rd of the month, or 2nd, 3rd or 4th Wednesday of the month. If you complete the Social Security Benefit Billing Authorization Form you do not need to complete the bank authorization on the back of the application.
Requested Effective Dates: The Effective Date of a policy is the date the applicant requests their coverage to begin if the policy is approved. If this question is left blank, the effective date will be the application date. Effective Date must be the $1^{\text {st }}-28^{\text {th }}$ of the month or $2^{\text {nd }}, 3^{\text {rd }}$ or $4^{\text {th }}$ Wednesday of the month. We will draft by EFT on each business day, except the, 29th, 30th, and 31st of the month. A Requested Effective Date may not be more than 45 days from the date of the application. No coverage is provided under the Conditional Receipt until the effective date is reached. On the application if the requested effective date is the $1^{\text {st }}-28^{\text {th }}$ of the month, you only need to list the date in section 5 , line 3 of the application. Example: 08/03/2019. You do not need to list the month and year after the $1^{\text {st }}, 2^{\text {nd }}$ or $3^{\text {rd }}$ Wednesday. The Requested Effective Month/Year is only for the Wednesdays. Since we allow up to 45 days a requested Wednesday could often be the current month or the following month so we need to know which month.

Replacement: As an agent you have certain duties you must adhere to regarding replacement of an applicant's existing insurance. If replacement does occur, you must: (Some states require NAIC NOTICE OF REPLACEMENT OF LIFE INSURANCE OR ANNUITIES to be completed whether or not any life insurance is being replaced. If you are not for sure please check with home office prior to application.).

1. Complete the proper replacement form and submit it with the application.
2. Leave a copy with the Applicant. (This includes if completing the paperless application option as well.)
3. Inform the applicant that the owner of the existing insurance must cancel the existing insurance themselves, as the Company nor the Replacement Form does not cancel their other coverage for them.
Cases requiring replacement forms which were not received with the application will not be issued or approved until all required replacement items are received.

Foreign Nationality / Residence: Only United States Citizens or Permanent Residents with a valid Social Security Number can apply for insurance. This applies for both Policy Owner and Insured.
Tobacco: Any use of tobacco or nicotine products, including gum patches or electronic cigarettes in any form in the last 12 months is considered tobacco consumption and will be issued at a tobacco rate. With marijuana being legal in many states, any type of marijuana or THC consumption will be priced as tobacco.
Golden Eagle Whole Life Underwriting: Can be issued standard as "Simplified Issue" or "Graded Death Benefit". Combinations of impairments may exclude an applicant from coverage. Golden Eagle Final Expense is not a guaranteed issue product. The Company reserves the right to modify underwriting guidelines without notice and the right to request additional information to assess the risk. The application asks medical related questions, the answers to which will either qualify the applicant for the Simplified Plan, the Graded Plan, or require that the application be declined. It's important that you read each question carefully to the applicant. In addition to the medical questions, we will obtain a report through the MIB Inc and a Prescription Check Service. All questions on the application must be answered. Questions left blank will cause a delay in processing as we will have to contact you to obtain the answer.

Telephone Interview: All Final Expense Applications require a telephone interview. You are encouraged to conduct an interview at the time of application. Agent must all be present during the telephone interview. For telephone interviews please call the Toll-Free phone number 888-995-7722 listed on the application during hours: Mon-Fri 8:00AM to 9:00PM CST and Saturday 8:00 AM to 3:00 PM CST.
Application Correction: The owner must initial ANY corrections made on an application. Do not use "white out" or any other correction materials. This will result in the application being returned or amended.
Family Business: Cases submitted on immediate family will be treated as "Family Business" and commissions will be paid on an as earned only basis.
Multiple Policies: An insured may not have more than $\$ 25,000$ in total Final Expense Coverage.

Cancellations: If an applicant cancels their application BEFORE a policy is issued, we will need a written statement from the Policy Owner requesting cancellation of their application.
Amendments: On any case where the material risk of the application has changed or the terms of the contract as initially presented by the agent has changed, a policy amendment will be required to be signed on delivery. No commission will be paid until the signed Delivery Receipt and Amendment is received by the Home Office.

Delivery: If a case is issued as applied for, we will send it directly to the Agent, unless you request that it be sent to the Policy Owner by checking the appropriate box on the back of the application. You have 30 days from the date the policy is sent to you in order to deliver it. If the delivery receipt and/or amendment is not received by the end of the 30 days, the case will be closed and all CWA refunded to the owner. In cases where the policy is mailed directly to the Policy Owner, we will draft their bank account upon the later of issue date or when the policy is mailed. Your commission will be paid on the next commission cycle.

Not Taken Out (NTO): Any case which is issued, but refused acceptance by the Policy Owner and returned to the Company within the Free Look period, will be considered NTO. The case will be closed and any commissions paid will be charged back immediately.
Declines: If a case is declined, we will notify you. The case will be closed and all CWA refunded directly to the Policy Owner immediately.
Lapses: There is a 31 day grace period to pay premiums. After the expiration of the grace period, if premiums remain unpaid, we will notify the owner by letter that premiums are in arrears. The Policy Owner will have an additional 15 days to pay all premiums due. If the case is not brought up to current premium paying status the case will lapse. All unearned commissions will be charged back. POLICIES CANNOT BE "REWRITTEN" IN ORDER TO AVOID PAYING BACK PREMIUMS. Also, if a policy lapses, and you submit a new application on the same applicant, commissions will be paid as earned only.

## Important Phone \& Fax Numbers:

- Phone Interviews: 888-995-7722
- Underwriting Assessment: 866-211-0811
- Fax for Application Submission: 262-289-3224
- Dedicated inbound line for missing information: 262-252-0038
- Policy Owner Services: 866-440-1357 x 4002
- Premium Accounting for Payments after Issue Date: $866-440-1357 \times 6506$


## If applying via paperless application process please note the following items:

1. The applicant must be a U.S. citizen.
2. No translators or helpers of any kind may be used.
3. If card paying, there must be funds on the card the day of the phone interview.

We recommend you gather the application, beneficiary, replacement and payment information prior to the phone call as not to be caught off guard or unaware of the types of questions you and your client will be asked. The telephone interview will consist of the questions that pertain to information listed below:

1. Agent information
2. Applicant's information (from the agent)
3. Applicant verifies the information provided by the agent
4. Applicant authorizations (MIB \& HIPAA)
5. Medical questions on the application
6. Medical prescription questions
7. The underwriting decision
8. Plan applying for information (from the agent)
9. Premium Confirmation (from the agent)
10. Payment information (from the agent)
11. Beneficiary information (from the agent)
12. Replacement information (from the agent)
13. Applicant's voice signature (this will be the Acknowledgements Section on the back of the app)
14. Owner's voice signature (this will be the Acknowledgements Section on the back of the app)
15. Payor's voice signature (this will either be the Authorization on the Social Security Billing Form if the premium payment is to be timed to the day the Government deposits money into their bank account or if not timed to Social Security deposits will be the authorization for EFTs on the back of the application.)
16. Agent's voice signature

Leave the following with the Applicant:

1. Accelerated Benefit Rider Summary and Disclosure Statement.
2. The Important Notices section located on the inside back cover of the Golden Eagle Final Expense application packet.
3. Replacement Form if and when required by the Applicant's State.
4. The Conditional Receipt only if premium is being submitted with the application.

## Submitting Paper Applications:

Many of your clients pay via monthly bank drafts. You may submit via fax or the agent portal.
For compliance reasons we are not allowed to store credit/debit card information. Card paying clients will have their authorization and card information gathered during the required telephone interview. Do not fax or upload credit/debit or Direct Express card information. The application and information other than credit/debit or Direct Express card may be submitted via fax or the agent portal.

Fax: Please include a cover sheet that has the requested information especially your contact information. Make sure you submit all the necessary forms such as replacement notices, bank draft information (including voided check), etc. to: Fax \#: 262-289-3224. Please remember that the application is to be included in the formation of the policy. Not all fax transmissions provide a quality that would be appropriate for the contract. At times we may need to ask for a second fax, or even the original. We will do our best to use the faxed copy whenever possible.

Agent Portal: Upload at: www.familybenefitlife.com
First time users may create your own user name and password. You may upload the following types of files: doc, docs, pdf, xls, xslx, jpg, jpeg, png, tiff or tif.

If your client is submitting money with the application: Please Upload through the Agent Portal or Fax the application packet per instructions above. Then please mail the payment along with a copy of the front page of the application to the Administrative Office in Frankfort, KY. This will help us match the payment to the policy when it is ready to issue.

## Mail:

Regular Mail:
Overnight:
Family Benefit
PO Box 5205
Frankfort, KY 40602-5205
Family Benefit
200 Capital Ave.
Frankfort, KY 40601
When faxing, please complete a cover sheet for each application. Please be sure to include the number of pages associated with this cover sheet and mark "Yes" or "No" for have you previously attempted to fax this item. If you receive a communication error and are resending, please answer "Yes" to have you previously attempted to send. Please make sure to include your phone number and email address on the fax cover sheet if we need to contact you.

If you have faxed or submitted the application via agent portal, do not resubmit unless you are specifically instructed to do so. If you are uploading, you can click on recent uploads and see exactly what you sent. We sometimes see an agent fax in an application then turn around and upload the same application through the agent portal or vice versa. If you resubmit please make a note on the resubmit that you are sending a second time. You and your client would not want two policies accidently issued.

Please retain the original application until the policy has been issued. Then shred and destroy the original application and documents. You nor the Company are allowed to keep client's credit/debit or Direct Express card information on file.

The death benefit for any Graded Plan is limited for the first two policy years. The first year benefit is the factor for the age shown below. To calculate the first year benefit, simply multiply the face amount by the factor for the age and sex in question.

| Issue Age | First Year |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Male |  | Female |  |
|  | Nontobacco | Tobacco | Nontobacco | Tobacco |
| 50 | . 066 | . 083 | . 057 | . 071 |
| 51 | . 069 | . 085 | . 059 | . 075 |
| 52 | . 072 | . 087 | . 062 | . 078 |
| 53 | . 075 | . 089 | . 064 | . 081 |
| 54 | . 078 | . 097 | . 066 | . 084 |
| 55 | . 082 | . 105 | . 069 | . 087 |
| 56 | . 086 | . 113 | . 071 | . 089 |
| 57 | . 090 | . 120 | . 074 | . 090 |
| 58 | . 094 | . 126 | . 077 | . 092 |
| 59 | . 099 | . 132 | . 080 | . 093 |
| 60 | . 104 | . 136 | . 083 | . 095 |
| 61 | . 110 | . 140 | . 087 | . 101 |
| 62 | . 116 | . 145 | . 090 | . 107 |
| 63 | . 122 | . 150 | . 094 | . 114 |
| 64 | . 129 | . 155 | . 098 | . 121 |
| 65 | . 136 | . 162 | . 102 | . 127 |
| 66 | . 143 | . 170 | . 106 | . 134 |
| 67 | . 151 | . 179 | . 111 | . 140 |
| 68 | . 159 | . 189 | . 116 | . 145 |
| 69 | . 168 | . 200 | . 122 | . 151 |
| 70 | . 177 | . 213 | . 128 | . 156 |
| 71 | . 187 | . 226 | . 135 | . 163 |
| 72 | . 198 | . 240 | . 142 | . 171 |
| 73 | . 210 | . 254 | . 151 | . 180 |
| 74 | . 222 | . 269 | . 160 | . 191 |
| 75 | . 235 | . 283 | . 170 | . 204 |
| 76 | . 249 | . 298 | . 182 | . 220 |
| 77 | . 264 | . 315 | . 194 | . 237 |
| 78 | . 280 | . 333 | . 207 | . 254 |
| 79 | . 297 | . 355 | . 221 | . 271 |
| 80 | . 316 | . 382 | . 236 | . 285 |

The second year for both male and female, non-tobacco and tobacco are as follows:

| Issue Age | Male, Female, Non-tobacco \& Tobacco |
| :---: | :---: |
| $50-73$ | .50 |
| 74 | .53 |
| 75 | .56 |
| 76 | .58 |
| 77 | .60 |
| 78 | .64 |
| 79 | .69 |

## Examples:

1. A 56 year old male tobacco applies for a $\$ 10,000$ graded death benefit policy. The $1^{\text {st }}$ year factor is $.113 .10,000 \times .113=\$ 1,130$ first year death benefit.
2. A 75 year old female non-tobacco applies for a $\$ 5,000$ policy. The $2^{\text {nd }}$ year factor is .56 . $5,000 \times .56=\$ 2,800$ second year death benefit.

Final Expense Build Chart:

| Height |  | Weight |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Maximum | Maximum |
| Feet | Inches | Minimum | Simplified | Graded |
| 4 | 9 | 78 | 197 | 218 |
| 4 | 10 | 78 | 206 | 227 |
| 4 | 11 | 81 | 213 | 236 |
| 5 | 0 | 84 | 222 | 245 |
| 5 | 1 | 86 | 229 | 253 |
| 5 | 2 | 90 | 237 | 262 |
| 5 | 3 | 93 | 246 | 272 |
| 5 | 4 | 96 | 253 | 279 |
| 5 | 5 | 98 | 260 | 287 |
| 5 | 6 | 101 | 268 | 296 |
| 5 | 7 | 104 | 275 | 304 |
| 5 | 8 | 107 | 284 | 314 |
| 5 | 9 | 110 | 292 | 323 |
| 5 | 10 | 113 | 299 | 331 |
| 5 | 11 | 116 | 308 | 340 |
| 6 | 0 | 120 | 316 | 348 |
| 6 | 1 | 124 | 325 | 357 |
| 6 | 2 | 127 | 333 | 365 |
| 6 | 3 | 131 | 342 | 374 |
| 6 | 4 | 134 | 350 | 381 |
| 6 | 5 | 137 | 357 | 388 |
| 6 | 6 | 141 | 367 | 397 |
| 6 | 7 | 145 | 375 | 406 |
| 6 | 8 | 148 | 383 | 413 |


| MALE SIMPLIFIED ISSUE |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Issue Ages: 50-85 Minimum Face Amount: \$ 2,500 Maximum Face Amount: \$25,000 |  |  | Annual Policy Fee: \$30 <br> Modal Factors: SA .515, QA .260, EFT Monthly . 086 <br> $($ Rate $\times[$ Face $/ 1,000]+30) \times$ Factor $=$ Modal Premium |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Male Rate Per Thousand |  |  | Monthly Bank Draft--Male--Non-Tobacco Simplified Issue--\$30 Policy Fee Included |  |  |  |  | Monthly Bank Draft--Male--TobaccoSimplified Issue-- $\$ 30$ Policy Fee Included |  |  |  |  |
| Age | Non-Tobacco | Tobacco | \$5000 | \$10000 | \$15000 | \$20000 | \$25000 | \$5000 | \$10000 | \$15000 | \$20000 | \$25000 |
| 50 | 28.80 | 40.47 | 14.96 | 27.35 | 39.73 | 52.12 | 64.50 | 19.98 | 37.38 | 54.79 | 72.19 | 89.59 |
| 51 | 29.89 | 42.34 | 15.43 | 28.29 | 41.14 | 53.99 | 66.84 | 20.79 | 38.99 | 57.20 | 75.40 | 93.61 |
| 52 | 31.02 | 44.22 | 15.92 | 29.26 | 42.60 | 55.93 | 69.27 | 21.59 | 40.61 | 59.62 | 78.64 | 97.65 |
| 53 | 32.24 | 46.09 | 16.44 | 30.31 | 44.17 | 58.03 | 71.90 | 22.40 | 42.22 | 62.04 | 81.85 | 101.67 |
| 54 | 33.59 | 47.97 | 17.02 | 31.47 | 45.91 | 60.35 | 74.80 | 23.21 | 43.83 | 64.46 | 85.09 | 105.72 |
| 55 | 35.11 | 49.84 | 17.68 | 32.77 | 47.87 | 62.97 | 78.07 | 24.01 | 45.44 | 66.87 | 88.30 | 109.74 |
| 56 | 36.82 | 54.44 | 18.41 | 34.25 | 50.08 | 65.91 | 81.74 | 25.99 | 49.40 | 72.81 | 96.22 | 119.63 |
| 57 | 38.72 | 58.05 | 19.23 | 35.88 | 52.53 | 69.18 | 85.83 | 27.54 | 52.50 | 77.46 | 102.43 | 127.39 |
| 58 | 40.82 | 60.83 | 20.13 | 37.69 | 55.24 | 72.79 | 90.34 | 28.74 | 54.89 | 81.05 | 107.21 | 133.36 |
| 59 | 43.09 | 63.11 | 21.11 | 39.64 | 58.17 | 76.69 | 95.22 | 29.72 | 56.85 | 83.99 | 111.13 | 138.27 |
| 60 | 45.53 | 65.29 | 22.16 | 41.74 | 61.31 | 80.89 | 100.47 | 30.65 | 58.73 | 86.80 | 114.88 | 142.95 |
| 61 | 48.11 | 67.74 | 23.27 | 43.95 | 64.64 | 85.33 | 106.02 | 31.71 | 60.84 | 89.96 | 119.09 | 148.22 |
| 62 | 50.81 | 70.77 | 24.43 | 46.28 | 68.12 | 89.97 | 111.82 | 33.01 | 63.44 | 93.87 | 124.30 | 154.74 |
| 63 | 53.61 | 74.58 | 25.63 | 48.68 | 71.74 | 94.79 | 117.84 | 34.65 | 66.72 | 98.79 | 130.86 | 162.93 |
| 64 | 56.50 | 79.24 | 26.88 | 51.17 | 75.47 | 99.76 | 124.06 | 36.65 | 70.73 | 104.80 | 138.87 | 172.95 |
| 65 | 59.50 | 84.73 | 28.17 | 53.75 | 79.34 | 104.92 | 130.51 | 39.01 | 75.45 | 111.88 | 148.32 | 184.75 |
| 66 | 62.62 | 90.91 | 29.51 | 56.43 | 83.36 | 110.29 | 137.21 | 41.67 | 80.76 | 119.85 | 158.95 | 198.04 |
| 67 | 65.91 | 97.60 | 30.92 | 59.26 | 87.60 | 115.95 | 144.29 | 44.55 | 86.52 | 128.48 | 170.45 | 212.42 |
| 68 | 69.43 | 104.56 | 32.43 | 62.29 | 92.14 | 122.00 | 151.85 | 47.54 | 92.50 | 137.46 | 182.42 | 227.38 |
| 69 | 73.26 | 111.58 | 34.08 | 65.58 | 97.09 | 128.59 | 160.09 | 50.56 | 98.54 | 146.52 | 194.50 | 242.48 |
| 70 | 77.50 | 118.48 | 35.91 | 69.23 | 102.56 | 135.88 | 169.21 | 53.53 | 104.47 | 155.42 | 206.37 | 257.31 |
| 71 | 82.27 | 125.18 | 37.96 | 73.33 | 108.71 | 144.08 | 179.46 | 56.41 | 110.23 | 164.06 | 217.89 | 271.72 |
| 72 | 87.71 | 131.69 | 40.30 | 78.01 | 115.73 | 153.44 | 191.16 | 59.21 | 115.83 | 172.46 | 229.09 | 285.71 |
| 73 | 93.94 | 138.16 | 42.97 | 83.37 | 123.76 | 164.16 | 204.55 | 61.99 | 121.40 | 180.81 | 240.22 | 299.62 |
| 74 | 101.10 | 144.87 | 46.05 | 89.53 | 133.00 | 176.47 | 219.95 | 64.87 | 127.17 | 189.46 | 251.76 | 314.05 |
| 75 | 109.30 | 152.23 | 49.58 | 96.58 | 143.58 | 190.58 | 237.58 | 68.04 | 133.50 | 198.96 | 264.42 | 329.87 |
| 76 | 118.62 | 160.73 | 53.59 | 104.59 | 155.60 | 206.61 | 257.61 | 71.69 | 140.81 | 209.92 | 279.04 | 348.15 |
| 77 | 129.10 | 170.92 | 58.09 | 113.61 | 169.12 | 224.63 | 280.15 | 76.08 | 149.57 | 223.07 | 296.56 | 370.06 |
| 78 | 140.69 | 183.28 | 63.08 | 123.57 | 184.07 | 244.57 | 305.06 | 81.39 | 160.20 | 239.01 | 317.82 | 396.63 |
| 79 | 153.25 | 198.16 | 68.48 | 134.38 | 200.27 | 266.17 | 332.07 | 87.79 | 173.00 | 258.21 | 343.42 | 428.62 |
| 80 | 166.52 | 215.60 | 74.18 | 145.79 | 217.39 | 288.99 | 360.60 | 95.29 | 188.00 | 280.70 | 373.41 | 466.12 |
| 81 | 180.08 | 235.18 | 80.01 | 157.45 | 234.88 | 312.32 | 389.75 | 103.71 | 204.83 | 305.96 | 407.09 | 508.22 |
| 82 | 193.29 | 255.77 | 85.69 | 168.81 | 251.92 | 335.04 | 418.15 | 112.56 | 222.54 | 332.52 | 442.50 | 552.49 |
| 83 | 205.31 | 275.29 | 90.86 | 179.15 | 267.43 | 355.71 | 444.00 | 120.95 | 239.33 | 357.70 | 476.08 | 594.45 |
| 84 | 214.99 | 290.37 | 95.03 | 187.47 | 279.92 | 372.36 | 464.81 | 127.44 | 252.30 | 377.16 | 502.02 | 626.88 |
| 85 | 220.83 | 296.05 | 97.54 | 192.49 | 287.45 | 382.41 | 477.36 | 129.88 | 257.18 | 384.48 | 511.79 | 639.09 |
| MALE GRADED DEATH BENEFIT |  |  |  |  |  |  |  |  |  |  |  |  |
| Issue Ages: 50-80 Minimum Face Amount: \$ 2,000 Maximum Face Amount: \$10,000 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  | Modal | Factors: | $\text { SA . } 515$ | $\text { , QA. } 260$ | EFT Mo | nthly .0 |  |
|  |  |  |  |  |  | $\text { (Rate } \mathrm{x}$ | [Face/1,0 | $00]+30$ | x Facto | $r=\text { Moda }$ | Premiu |  |
| Male Rate Per Thousand |  |  | Monthly Bank Draft--Male--Non-Tobacco Graded Benefit--\$30 Policy Fee Included |  |  |  |  | Monthly Bank Draft--Male--TobaccoGraded Benefit --\$30 Policy Fee Included |  |  |  |  |
| Age | Non-Tobacco | Tobacco | \$2000 | \$3000 | \$5000 | \$7500 | \$10000 | \$2000 | \$3000 | \$5000 | \$7500 | \$10000 |
| 50 | 42.41 | 56.83 | 9.87 | 13.52 | 20.82 | 29.93 | 39.05 | 12.35 | 17.24 | 27.02 | 39.24 | 51.45 |
| 51 | 44.99 | 58.67 | 10.32 | 14.19 | 21.93 | 31.60 | 41.27 | 12.67 | 17.72 | 27.81 | 40.42 | 53.04 |
| 52 | 47.57 | 60.51 | 10.76 | 14.85 | 23.04 | 33.26 | 43.49 | 12.99 | 18.19 | 28.60 | 41.61 | 54.62 |
| 53 | 50.25 | 62.35 | 11.22 | 15.54 | 24.19 | 34.99 | 45.80 | 13.30 | 18.67 | 29.39 | 42.80 | 56.20 |
| 54 | 53.09 | 69.35 | 11.71 | 16.28 | 25.41 | 36.82 | 48.24 | 14.51 | 20.47 | 32.40 | 47.31 | 62.22 |
| 55 | 56.16 | 76.64 | 12.24 | 17.07 | 26.73 | 38.80 | 50.88 | 15.76 | 22.35 | 35.54 | 52.01 | 68.49 |
| 56 | 59.49 | 83.55 | 12.81 | 17.93 | 28.16 | 40.95 | 53.74 | 16.95 | 24.14 | 38.51 | 56.47 | 74.43 |
| 57 | 63.10 | 89.71 | 13.43 | 18.86 | 29.71 | 43.28 | 56.85 | 18.01 | 25.73 | 41.16 | 60.44 | 79.73 |
| 58 | 67.00 | 95.02 | 14.10 | 19.87 | 31.39 | 45.80 | 60.20 | 18.92 | 27.10 | 43.44 | 63.87 | 84.30 |
| 59 | 71.22 | 99.57 | 14.83 | 20.95 | 33.20 | 48.52 | 63.83 | 19.71 | 28.27 | 45.40 | 66.80 | 88.21 |
| 60 | 75.74 | 103.57 | 15.61 | 22.12 | 35.15 | 51.43 | 67.72 | 20.39 | 29.30 | 47.12 | 69.38 | 91.65 |
| 61 | 80.57 | 107.32 | 16.44 | 23.37 | 37.23 | 54.55 | 71.87 | 21.04 | 30.27 | 48.73 | 71.80 | 94.88 |
| 62 | 85.72 | 111.14 | 17.32 | 24.70 | 39.44 | 57.87 | 76.30 | 21.70 | 31.25 | 50.37 | 74.27 | 98.16 |
| 63 | 91.18 | 115.34 | 18.26 | 26.10 | 41.79 | 61.39 | 80.99 | 22.42 | 32.34 | 52.18 | 76.97 | 101.77 |
| 64 | 96.97 | 120.22 | 19.26 | 27.60 | 44.28 | 65.13 | 85.97 | 23.26 | 33.60 | 54.27 | 80.12 | 105.97 |
| 65 | 103.09 | 125.99 | 20.31 | 29.18 | 46.91 | 69.07 | 91.24 | 24.25 | 35.09 | 56.76 | 83.84 | 110.93 |
| 66 | 109.57 | 132.80 | 21.43 | 30.85 | 49.70 | 73.25 | 96.81 | 25.42 | 36.84 | 59.68 | 88.24 | 116.79 |
| 67 | 116.43 | 140.73 | 22.61 | 32.62 | 52.64 | 77.68 | 102.71 | 26.79 | 38.89 | 63.09 | 93.35 | 123.61 |
| 68 | 123.70 | 149.75 | 23.86 | 34.49 | 55.77 | 82.37 | 108.96 | 28.34 | 41.22 | 66.97 | 99.17 | 131.37 |
| 69 | 131.43 | 159.78 | 25.19 | 36.49 | 59.09 | 87.35 | 115.61 | 30.06 | 43.80 | 71.29 | 105.64 | 139.99 |
| 70 | 139.64 | 170.68 | 26.60 | 38.61 | 62.63 | 92.65 | 122.67 | 31.94 | 46.62 | 75.97 | 112.67 | 149.36 |
| 71 | 148.40 | 182.25 | 28.10 | 40.87 | 66.39 | 98.30 | 130.20 | 33.93 | 49.60 | 80.95 | 120.13 | 159.32 |
| 72 | 157.74 | 194.30 | 29.71 | 43.28 | 70.41 | 104.32 | 138.24 | 36.00 | 52.71 | 86.13 | 127.90 | 169.68 |
| 73 | 167.74 | 206.67 | 31.43 | 45.86 | 74.71 | 110.77 | 146.84 | 38.13 | 55.90 | 91.45 | 135.88 | 180.32 |
| 74 | 178.45 | 219.27 | 33.27 | 48.62 | 79.31 | 117.68 | 156.05 | 40.29 | 59.15 | 96.87 | 144.01 | 191.15 |
| 75 | 189.92 | 232.12 | 35.25 | 51.58 | 84.25 | 125.08 | 165.91 | 42.50 | 62.47 | 102.39 | 152.30 | 202.20 |
| 76 | 202.21 | 245.45 | 37.36 | 54.75 | 89.53 | 133.01 | 176.48 | 44.80 | 65.91 | 108.12 | 160.90 | 213.67 |
| 77 | 215.36 | 259.71 | 39.62 | 58.14 | 95.18 | 141.49 | 187.79 | 47.25 | 69.59 | 114.26 | 170.09 | 225.93 |
| 78 | 229.42 | 275.72 | 42.04 | 61.77 | 101.23 | 150.56 | 199.88 | 50.00 | 73.72 | 121.14 | 180.42 | 239.70 |
| 79 80 |  |  | 44.62 47.36 | 65.64 69.76 | 107.68 114.54 |  | 212.78 226.50 | 53.26 57.32 | 78.60 84.68 | 129.28 139.42 | 192.64 207.84 | 255.99 276.26 |

## FEMALE SIMPLIFIED ISSUE

Issue Ages: 50-85
Minimum Face Amount: \$ 2,500
Maximum Face Amount: \$25,000

| Female Rate Per Thousand |  |  |
| :---: | :---: | :---: |
| Age | Non-Tobacco | Tobacco |
| 50 | 22.32 | 31.75 |
| 51 | 24.40 | 32.99 |
| 52 | 25.51 | 34.88 |
| 53 | 26.18 | 36.98 |
| 54 | 26.79 | 39.07 |
| 55 | 27.53 | 41.05 |
| 56 | 28.52 | 42.92 |
| 57 | 29.79 | 44.71 |
| 58 | 31.31 | 46.50 |
| 59 | 33.04 | 48.36 |
| 60 | 34.91 | 50.34 |
| 61 | 36.87 | 52.49 |
| 62 | 38.88 | 54.82 |
| 63 | 40.91 | 57.35 |
| 64 | 42.94 | 60.04 |
| 65 | 45.00 | 62.88 |
| 66 | 47.12 | 65.85 |
| 67 | 49.36 | 68.93 |
| 68 | 51.78 | 72.15 |
| 69 | 54.47 | 75.52 |
| 70 | 57.50 | 79.14 |
| 71 | 60.96 | 83.11 |
| 72 | 64.91 | 87.57 |
| 73 | 69.42 | 92.72 |
| 74 | 74.54 | 98.76 |
| 75 | 80.30 | 105.90 |
| 76 | 86.71 | 114.34 |
| 77 | 93.78 | 124.22 |
| 78 | 101.50 | 135.61 |
| 79 | 109.87 | 148.42 |
| 80 | 118.90 | 162.36 |
| 81 | 128.62 | 176.87 |
| 82 | 139.12 | 191.04 |
| 83 | 150.57 | 203.48 |
| 84 | 163.23 | 212.24 |
| 85 | 177.50 | 214.67 |


| Monthly Bank Draft--Female--Non-Tobacco Simplified Issue--\$30 Policy Fee Included |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| \$5000 | \$10000 | \$15000 | \$20000 | \$25000 |
| 12.18 | 21.78 | 31.37 | 40.97 | 50.57 |
| 13.07 | 23.56 | 34.06 | 44.55 | 55.04 |
| 13.55 | 24.52 | 35.49 | 46.46 | 57.43 |
| 13.84 | 25.09 | 36.35 | 47.61 | 58.87 |
| 14.10 | 25.62 | 37.14 | 48.66 | 60.18 |
| 14.42 | 26.26 | 38.09 | 49.93 | 61.77 |
| 14.84 | 27.11 | 39.37 | 51.63 | 63.90 |
| 15.39 | 28.20 | 41.01 | 53.82 | 66.63 |
| 16.04 | 29.51 | 42.97 | 56.43 | 69.90 |
| 16.79 | 30.99 | 45.20 | 59.41 | 73.62 |
| 17.59 | 32.60 | 47.61 | 62.63 | 77.64 |
| 18.43 | 34.29 | 50.14 | 66.00 | 81.85 |
| 19.30 | 36.02 | 52.74 | 69.45 | 86.17 |
| 20.17 | 37.76 | 55.35 | 72.95 | 90.54 |
| 21.04 | 39.51 | 57.97 | 76.44 | 94.90 |
| 21.93 | 41.28 | 60.63 | 79.98 | 99.33 |
| 22.84 | 43.10 | 63.36 | 83.63 | 103.89 |
| 23.80 | 45.03 | 66.25 | 87.48 | 108.70 |
| 24.85 | 47.11 | 69.38 | 91.64 | 113.91 |
| 26.00 | 49.42 | 72.85 | 96.27 | 119.69 |
| 27.31 | 52.03 | 76.76 | 101.48 | 126.21 |
| 28.79 | 55.01 | 81.22 | 107.43 | 133.64 |
| 30.49 | 58.40 | 86.31 | 114.23 | 142.14 |
| 32.43 | 62.28 | 92.13 | 121.98 | 151.83 |
| 34.63 | 66.68 | 98.74 | 130.79 | 162.84 |
| 37.11 | 71.64 | 106.17 | 140.70 | 175.23 |
| 39.87 | 77.15 | 114.44 | 151.72 | 189.01 |
| 42.91 | 83.23 | 123.56 | 163.88 | 204.21 |
| 46.23 | 89.87 | 133.52 | 177.16 | 220.81 |
| 49.82 | 97.07 | 144.31 | 191.56 | 238.80 |
| 53.71 | 104.83 | 155.96 | 207.09 | 258.22 |
| 57.89 | 113.19 | 168.50 | 223.81 | 279.11 |
| 62.40 | 122.22 | 182.04 | 241.87 | 301.69 |
| 67.33 | 132.07 | 196.82 | 261.56 | 326.31 |
| 72.77 | 142.96 | 213.15 | 283.34 | 353.52 |
| 78.91 | 155.23 | 231.56 | 307.88 | 384.21 |

FEMALE GRADED DEATH BENEFIT
Issue Ages: 50-80
Minimum Face Amount: \$ 2,000
Maximum Face Amount: \$10,000

## Female Rate Per Thousand

## Age Non-Tobacco Tobacco

| 50 | 34.69 | 46.95 |
| :--- | :--- | :--- |
| 51 | 36.50 | 49.73 |
| 52 | 38.35 | 52.50 |
| 53 | 40.31 | 55.28 |
| 54 | 42.38 | 58.05 |
| 55 | 44.59 | 60.83 |
| 56 | 46.93 | 62.14 |
| 57 | 49.39 | 63.44 |
| 58 | 51.98 | 64.75 |
| 59 | 54.67 | 66.05 |
| 60 | 57.48 | 67.36 |
| 61 | 60.40 | 72.44 |
| 62 | 63.44 | 78.16 |
| 63 | 66.62 | 84.18 |
| 64 | 69.97 | 90.20 |
| 65 | 73.53 | 95.99 |
| 66 | 77.34 | 101.44 |
| 67 | 81.45 | 106.53 |
| 68 | 85.94 | 11.37 |
| 69 | 90.86 | 116.18 |
| 70 | 96.29 | 121.25 |
| 71 | 102.31 | 126.95 |
| 72 | 108.98 | 13.68 |
| 73 | 116.37 | 141.79 |
| 74 | 124.55 | 151.59 |
| 75 | 133.55 | 163.23 |
| 76 | 143.41 | 176.62 |
| 77 | 154.12 | 191.39 |
| 78 | 165.66 | 206.75 |
| 79 | 177.98 | 221.39 |
| 80 | 190.96 | 233.40 |

## Annual Policy Fee: \$30

Modal Factors: SA .515, QA .260, EFT Monthly . 086
(Rate x [Face/1,000] +30) x Factor = Modal Premium

Monthly Bank Draft--Female--Non-Tobacco Graded Benefit--\$30 Policy Fee

| Fee |  |  |  |  | Graded Benefit--\$30 Policy Fee |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$2000 | \$3000 | \$5000 | \$7500 | \$10000 | \$2000 | \$3000 | \$5000 | \$7500 | \$10000 |
| 8.55 | 11.53 | 17.50 | 24.96 | 32.41 | 10.66 | 14.69 | 22.77 | 32.86 | 42.96 |
| 8.86 | 12.00 | 18.28 | 26.12 | 33.97 | 11.13 | 15.41 | 23.96 | 34.66 | 45.35 |
| 9.18 | 12.47 | 19.07 | 27.32 | 35.56 | 11.61 | 16.13 | 25.16 | 36.44 | 47.73 |
| 9.51 | 12.98 | 19.91 | 28.58 | 37.25 | 12.09 | 16.84 | 26.35 | 38.24 | 50.12 |
| 9.87 | 13.51 | 20.80 | 29.92 | 39.03 | 12.56 | 17.56 | 27.54 | 40.02 | 52.50 |
| 10.25 | 14.08 | 21.75 | 31.34 | 40.93 | 13.04 | 18.27 | 28.74 | 41.82 | 54.89 |
| 10.65 | 14.69 | 22.76 | 32.85 | 42.94 | 13.27 | 18.61 | 29.30 | 42.66 | 56.02 |
| 11.08 | 15.32 | 23.82 | 34.44 | 45.06 | 13.49 | 18.95 | 29.86 | 43.50 | 57.14 |
| 11.52 | 15.99 | 24.93 | 36.11 | 47.28 | 13.72 | 19.29 | 30.42 | 44.34 | 58.27 |
| 11.98 | 16.68 | 26.09 | 37.84 | 49.60 | 13.94 | 19.62 | 30.98 | 45.18 | 59.38 |
| 12.47 | 17.41 | 27.30 | 39.65 | 52.01 | 14.17 | 19.96 | 31.54 | 46.03 | 60.51 |
| 12.97 | 18.16 | 28.55 | 41.54 | 54.52 | 15.04 | 21.27 | 33.73 | 49.30 | 64.88 |
| 13.49 | 18.95 | 29.86 | 43.50 | 57.14 | 16.02 | 22.75 | 36.19 | 52.99 | 69.80 |
| 14.04 | 19.77 | 31.23 | 45.55 | 59.87 | 17.06 | 24.30 | 38.78 | 56.88 | 74.97 |
| 14.61 | 20.63 | 32.67 | 47.71 | 62.75 | 18.09 | 25.85 | 41.37 | 60.76 | 80.15 |
| 15.23 | 21.55 | 34.20 | 50.01 | 65.82 | 19.09 | 27.35 | 43.86 | 64.49 | 85.13 |
| 15.88 | 22.53 | 35.84 | 52.46 | 69.09 | 20.03 | 28.75 | 46.20 | 68.01 | 89.82 |
| 16.59 | 23.59 | 37.60 | 55.12 | 72.63 | 20.90 | 30.06 | 48.39 | 71.29 | 94.20 |
| 17.36 | 24.75 | 39.53 | 58.01 | 76.49 | 21.74 | 31.31 | 50.47 | 74.41 | 98.36 |
| 18.21 | 26.02 | 41.65 | 61.18 | 80.72 | 22.56 | 32.55 | 52.54 | 77.52 | 102.49 |
| 19.14 | 27.42 | 43.98 | 64.69 | 85.39 | 23.44 | 33.86 | 54.72 | 80.79 | 106.86 |
| 20.18 | 28.98 | 46.57 | 68.57 | 90.57 | 24.42 | 35.33 | 57.17 | 84.46 | 111.76 |
| 21.32 | 30.70 | 49.44 | 72.87 | 96.30 | 25.57 | 37.07 | 60.06 | 88.80 | 117.54 |
| 22.60 | 32.60 | 52.62 | 77.64 | 102.66 | 26.97 | 39.16 | 63.55 | 94.03 | 124.52 |
| 24.00 | 34.71 | 56.14 | 82.91 | 109.69 | 28.65 | 41.69 | 67.76 | 100.36 | 132.95 |
| 25.55 | 37.04 | 60.01 | 88.72 | 117.43 | 30.66 | 44.69 | 72.77 | 107.86 | 142.96 |
| 27.25 | 39.58 | 64.25 | 95.08 | 125.91 | 32.96 | 48.15 | 78.53 | 116.50 | 154.47 |
| 29.09 | 42.34 | 68.85 | 101.99 | 135.12 | 35.50 | 51.96 | 84.88 | 126.03 | 167.18 |
| 31.07 | 45.32 | 73.81 | 109.43 | 145.05 | 38.14 | 55.92 | 91.48 | 135.93 | 180.39 |
| 33.19 | 48.50 | 79.11 | 117.38 | 155.64 | 40.66 | 59.70 | 97.78 | 145.38 | 192.98 |
| 35.43 | 51.85 | 84.69 | 125.75 | 166.81 | 42.72 | 62.80 | 102.94 | 153.12 | 203.30 |

Monthly Bank Draft--Female--Tobacco
Graded Benefit--\$30 Policy Fee
$\$ 2000 \quad \$ 3000 \quad \$ 5000 \quad \$ 7500 \quad \$ 10000$

# We Appreciate Your Business and the Opportunity to be of Service to You and Your Clients 

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