

Path Protector Plus[®] Simplified Issue Whole Life Agent Product Guide



This guide is for agent use only and not intended for distribution to customers.





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Target Markets for Simplified Issue Whole Life

- Prospects for this product are people, ages 45 to 85, who want to help ensure their surviving loved ones won't be financially burdened by their death.
- Simplified Issue Whole Life is meant to help beneficiaries pay for:
 - Funeral costs
 - Medical bills
 - Outstanding debts
 - Probate expenses
 - Any other final expenses
- They may be retirees or buying life insurance for the first time.
- Some prospects may already own some life insurance. These prospects sometimes have no dependents and/or a working spouse, so income replacement is not as necessary as final expense coverage.

Advantages of Simplified Issue Whole Life:

- » Eases the financial burden on their loved ones after they pass away
- » Easier to qualify for than many other types of life insurance
- » Premiums are guaranteed to never increase
- » Death benefit is guaranteed to never decrease
- » Policy will remain in force as long as premiums are paid
- » Income tax-free death benefit¹

¹Life insurance benefits are generally includible in one's estate and, as such, may be subject to estate taxes. An accountant or attorney should be consulted regarding individual circumstances.

About Policy Loans

Policy loans are allowed up to the cash value amount, less any outstanding prior unpaid loans, liens, and interest. Generally, there is insufficient loan value during the early policy years unless there is a 1035 exchange with sufficient transfer of funds. Loans reduce the policy's death benefit and are repaid with interest, which accrues at the rate established in the policy. Any unpaid interest is added to the outstanding loan balance and bears interest on the same terms as the loan.

If the policy is a modified endowment contract (MEC), then the loan proceeds may be immediately taxable and subject to a 10% penalty tax if the policyowner is not 59-1/2 or disabled. (See MEC information in this guide.)

This notice is a general explanation of policy loans and is not intended to cover all situations. The terms of the policy will control. Illinois Mutual and its agents do not provide tax advice. We recommend that policyowners consult an accountant or attorney regarding their specific situation.

Modified Endowment Contracts (MEC) Information

Statements regarding tax-free loans and distributions apply to non-MEC policies. Loans and distributions from MECs are taxed on a last-in first-out (LIFO) basis; i.e., earnings are deemed distributed before premiums, and are subject to a 10% tax penalty if the policyowner is not 59-1/2, disabled or receiving payments in substantially equal installments over his/her life expectancy. Loans and distributions from non-MECs are not subject to the penalty tax and are generally tax-free since the proceeds are taxed on a first-in first-out (FIFO) basis (premiums deemed distributed before earnings).

Taxation of death benefits, however, is the same for MECs and non-MECs. With both, the beneficiary generally receives the death benefit tax-free while the estate may have some taxation. If policy loans or distributions are not anticipated, a MEC may offer more opportunity for increase in cash value while still providing the tax advantages of the death proceeds. This is an important decision in choosing coverage since once a MEC, always a MEC. In limited situations, MEC status may be removed if the policyowner requests and receives a refund of the excess premium within IRS time frames.

This notice is a general explanation of MECs and is not intended to cover all situations regarding MECs. In reading this notice, please be advised that neither Illinois Mutual nor its agents provide tax advice. We recommend consulting an accountant or attorney regarding each situation.





Strength

A strong capital position backed by \$1.59 billion in assets.
As of 12/31/21



Stability

Serving policyowners for over 110 years.



Values

Family-operated business for five generations.



Support

A mutual insurance company focused on the interests of our policyowners.



Policy Form LWL18NI, Whole Life Insurance Policy; Policy Form LSPWL18NI, Single Premium Whole Life Insurance Policy

Not available in AK, DC, HI, MT or NY. Coverage and availability may vary in other states.

For policy costs and details of coverage, limitations, exclusions and terms, contact Illinois Mutual. If any discrepancies exist between this communication and the policy, the terms of the policy will control.

Illinois Mutual, its agents and representatives may not give legal or tax advice. An accountant or attorney should be consulted regarding individual circumstances.

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Path Protector Plus[®]
Simplified Issue Whole Life
For the ones you care about most



Protecting your loved ones from financial burden

You've spent a lifetime taking care of your family. Life insurance can help you continue to care for them even after you're gone.

Many families experience financial problems with unexpected expenses after the death of a loved one, such as funeral costs, medical expenses or other outstanding debts.

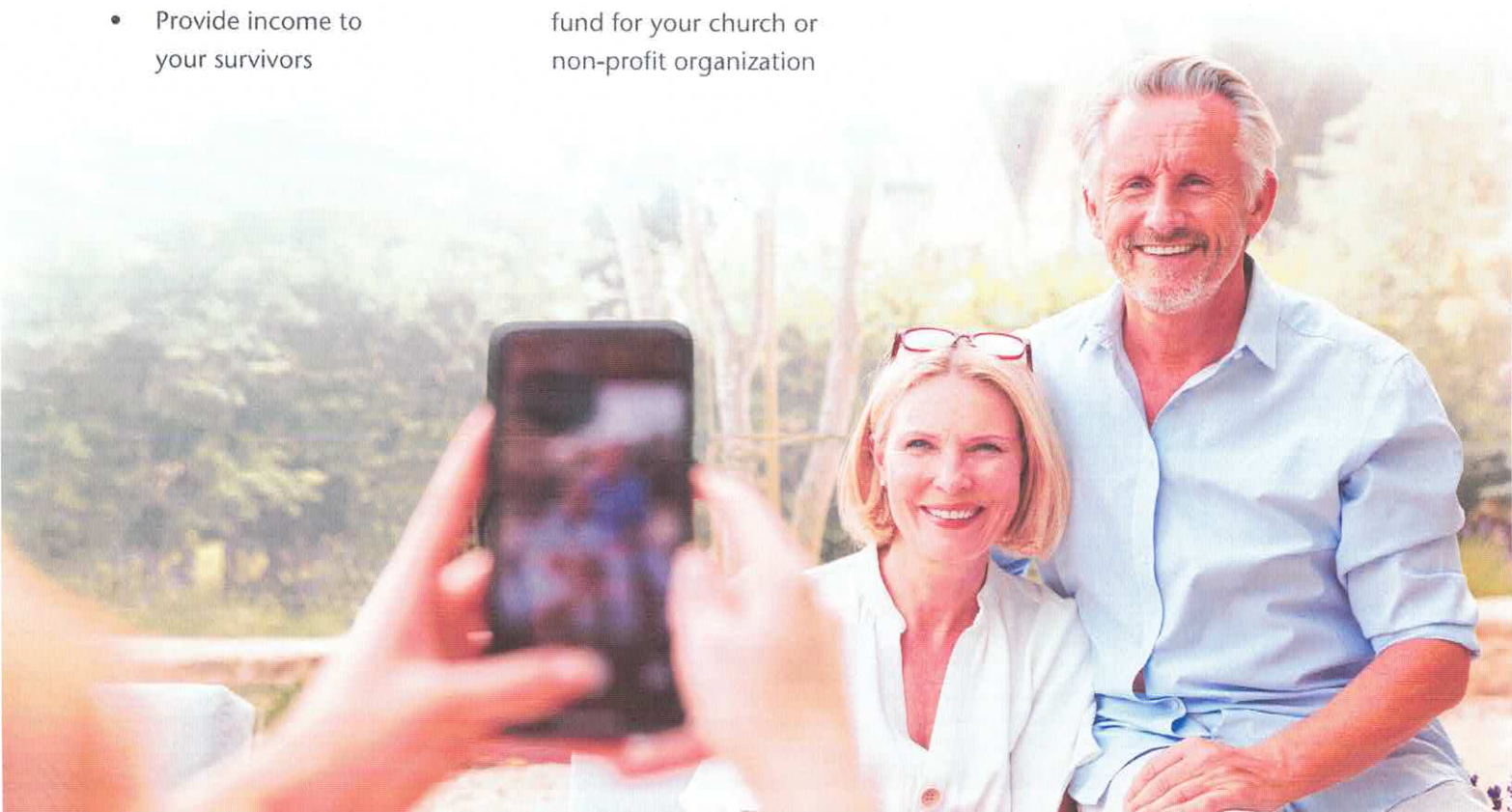
With Simplified Issue Whole Life from Illinois Mutual, you can easily apply for a simple and effective plan that can help ensure your surviving loved ones aren't financially burdened by expenses related to your death.

Simplified Issue Whole Life can provide an income tax-free benefit* to help your family pay:

- Funeral costs
- Medical bills
- Probate expenses
- Outstanding debts

Your policy benefits may also be used to help:

- Support a grandchild's college education
- Provide income to your survivors
- Arrange for a charitable gift
- Create an endowment fund for your church or non-profit organization





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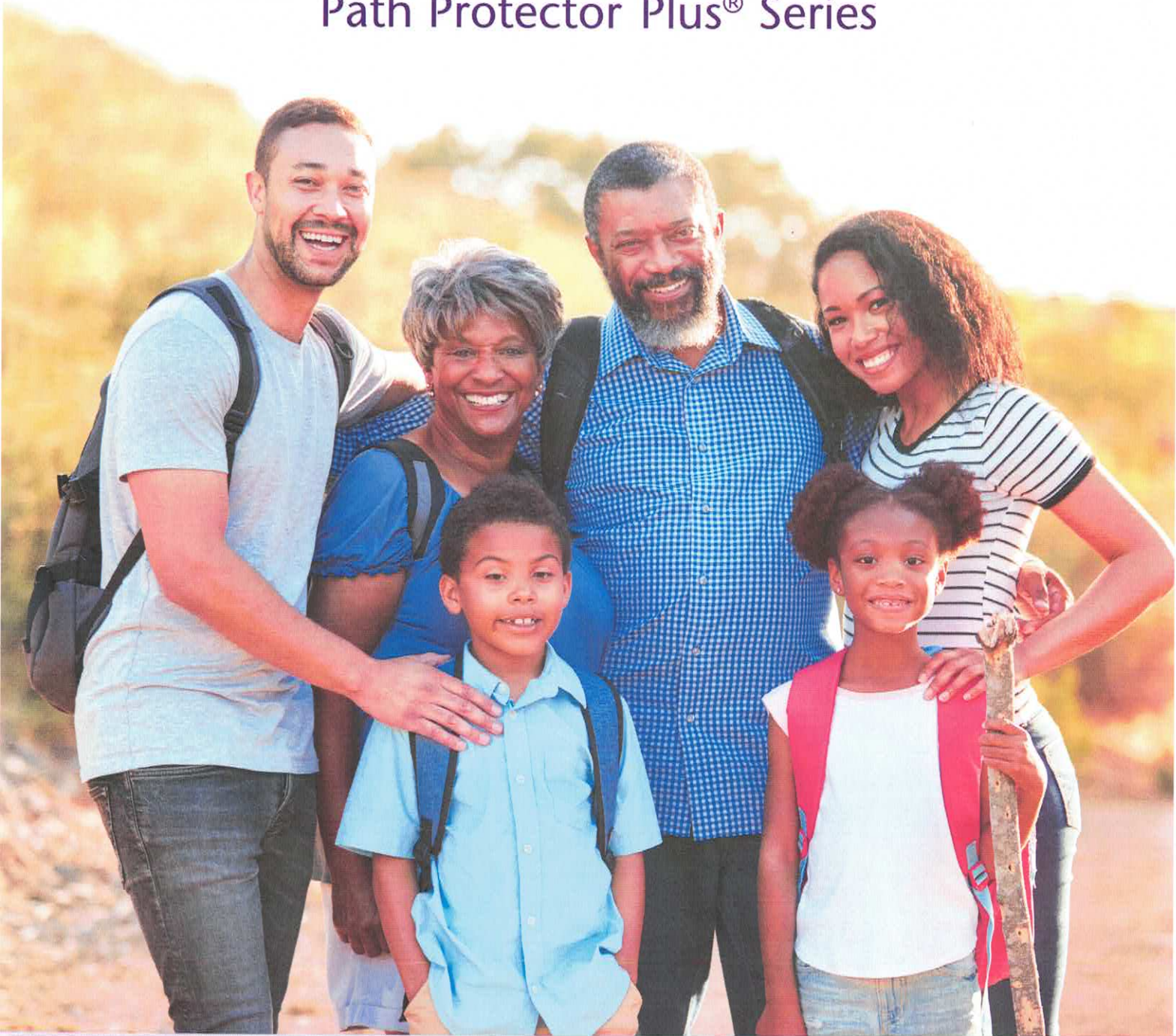
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Life Product Overview

Path Protector Plus® Series



Life Product Overview

Whole Life

Path Protector Plus® Whole Life & Single Pay Whole Life		Path Protector Plus® Simplified Issue Whole Life
Policy Type/Form #		
Participating Whole Life Forms LWL18 & LSPWL18		Participating Whole Life Forms LWL18NI & LSPWL18NI, Non-Illustrated
Market Strengths		
<ul style="list-style-type: none"> • Non-medical limits up to \$249,999 through age 65¹ • Five plans available • Limited Pay Plans • Participating Policy 	Specific to Single Pay: <ul style="list-style-type: none"> • Immediate Increase in Estate² • Baby Boomer Target Market³ <ul style="list-style-type: none"> » Asset Transfer » Charitable Contribution » Final Expenses 	<ul style="list-style-type: none"> • Simplified application process with a series of medical questions • May be retirees or first-time buyers <ul style="list-style-type: none"> » Funeral Costs » Medical Bills/Outstanding Debts » Other Final Expenses • Single Pay Option Available³
Minimum Face		
<ul style="list-style-type: none"> • Continuous Pay Series 100: <ul style="list-style-type: none"> » Ages 0-44: \$10,000 » Ages 45-85: \$35,000 • Continuous Pay Series 200: \$10,000 • Limited Pay Series 100 & 200: \$25,000 	<ul style="list-style-type: none"> • Single Pay: <ul style="list-style-type: none"> » Ages 0-44: \$25,000 » Ages 45-85: \$35,000 	<ul style="list-style-type: none"> • \$5,000
Issue Ages		
<ul style="list-style-type: none"> • Continuous Pay Series 100 & 200 & Single Pay: 0-85 • Limited Pay Series 100 & 200: 0-65 		45-85
Features		
<ul style="list-style-type: none"> • Guaranteed Premium, Death Benefit & Cash Value • Opportunity to Earn Dividends • For Single Pay, Streamlined Underwriting Up to Table D⁴ 		<ul style="list-style-type: none"> • Guaranteed Premium, Death Benefit & Cash Value • Easier to qualify for than other policies • Helps ease financial burden on surviving loved ones
Riders & Benefits <i>(Some benefits not available in all states.)</i>		
<ul style="list-style-type: none"> • Automatic Premium Loan Endorsement Form LAPL19 • Dividend Options Endorsement Form LDIV21B & LDIV19D • Dividend Options Endorsement Form LDIV19E (only issued with LSPWL18) • Accidental Death Benefit Rider Form 5783 • Disability Waiver of Premium Rider Form 5784(R) • Terminal Illness Accelerated Death Benefit Rider Form 5786(R)* • Other Insured Term Rider Form 5787 • Other Insured Term Rider Conversion Endorsement Form 5788 • Child Term Insurance Rider Form 5789 • Child Term Insurance Rider Conversion Endorsement Form 5790 • Term Life Insurance Rider Form 5791 • Term Life Insurance Rider Conversion Endorsement Form 5792 • Guaranteed Insurability Option Rider Form 5793 • Paid Up Insurance Rider Form 5794* • LifeAid® Chronic and Terminal Illness Accelerated Death Benefit Rider Form 5803* 		<ul style="list-style-type: none"> • No Riders Available with Simplified Issue Whole Life

*Available on both LWL18 and LSPWL18. All other listed riders are available only on LWL18, except where noted.



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Sales Assistance

(800) 437-7355, ext 775 • Sales@IllinoisMutual.com • www.IllinoisMutual.com

For educational information, direct your clients to visit
LifeInsurance.IllinoisMutual.com and www.IllinoisMutual.com/LifesMoments.



Not available in AK, DC, HI, MT or NY. Coverage and availability may vary in other states.

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Path Protector Plus[®] Simplified Issue Whole Life

Continuous Pay to Age 121

\$5,000-\$50,000 • Annual Rates Per \$1,000 of Face Amount • Annual Policy Fee of \$36

ISSUE AGE	MALE AGGREGATE	FEMALE AGGREGATE
45	\$26.03	\$23.75
46	\$27.05	\$24.59
47	\$28.13	\$25.49
48	\$29.25	\$26.46
49	\$30.44	\$27.51
50	\$31.70	\$28.66
51	\$33.07	\$29.84
52	\$34.52	\$31.06
53	\$36.14	\$32.30
54	\$37.83	\$33.60
55	\$39.70	\$34.99
56	\$41.78	\$36.46
57	\$44.05	\$38.05
58	\$46.50	\$39.79
59	\$49.05	\$41.70
60	\$51.68	\$43.81

ISSUE AGE	MALE AGGREGATE	FEMALE AGGREGATE
61	\$54.34	\$46.12
62	\$57.11	\$48.71
63	\$60.12	\$51.63
64	\$63.44	\$54.78
65	\$67.13	\$58.07
66	\$71.21	\$61.46
67	\$75.72	\$65.18
68	\$80.89	\$69.34
69	\$86.49	\$73.90
70	\$92.32	\$78.88
71	\$98.64	\$84.40
72	\$105.91	\$90.38
73	\$114.43	\$96.96
74	\$124.12	\$104.22
75	\$134.73	\$112.44
76	\$139.00	\$116.61

ISSUE AGE	MALE AGGREGATE	FEMALE AGGREGATE
77	\$148.74	\$126.41
78	\$158.91	\$137.47
79	\$169.21	\$149.76
80	\$182.09	\$163.31
81	\$195.35	\$173.80
82	\$209.68	\$185.01
83	\$225.16	\$196.98
84	\$241.89	\$209.78
85	\$259.97	\$223.47

Payment Option	Modal Factor
Annual	1
Semi-Annual	0.51
Quarterly	0.26
Monthly EFT	0.08334

Single Pay

\$5,000-\$50,000 • Rates Per \$1,000 of Face Amount • Annual Policy Fee of \$36

ISSUE AGE	MALE AGGREGATE	FEMALE AGGREGATE
45	\$417.06	\$392.71
46	\$427.51	\$402.65
47	\$438.25	\$412.80
48	\$449.26	\$423.28
49	\$460.56	\$434.05
50	\$472.16	\$445.03
51	\$484.06	\$456.23
52	\$496.29	\$467.57
53	\$508.83	\$479.02
54	\$521.58	\$490.66
55	\$534.47	\$502.45
56	\$547.52	\$514.32
57	\$560.81	\$526.37
58	\$574.24	\$538.66

ISSUE AGE	MALE AGGREGATE	FEMALE AGGREGATE
59	\$587.66	\$551.17
60	\$600.98	\$563.93
61	\$614.00	\$576.94
62	\$626.80	\$590.34
63	\$639.65	\$603.99
64	\$652.72	\$617.76
65	\$666.01	\$631.41
66	\$679.44	\$645.04
67	\$693.10	\$658.84
68	\$707.00	\$672.87
69	\$720.91	\$687.05
70	\$734.51	\$701.25
71	\$748.00	\$715.44
72	\$761.73	\$729.57

ISSUE AGE	MALE AGGREGATE	FEMALE AGGREGATE
73	\$775.87	\$743.78
74	\$790.13	\$758.10
75	\$804.65	\$772.81
76	\$818.49	\$787.83
77	\$831.43	\$802.86
78	\$843.82	\$817.92
79	\$855.44	\$832.56
80	\$867.82	\$846.93
81	\$876.26	\$856.48
82	\$885.37	\$866.17
83	\$895.54	\$875.91
84	\$912.18	\$891.62
85	\$929.36	\$907.39

Policy Form LWL18NI, Whole Life Insurance Policy; Policy Form LSPWL18NI, Single Premium Whole Life Insurance Policy

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Life Underwriting at Your Service

Direct Access to Underwriters

As part of Illinois Mutual's differentiated service offering, we're proud to offer you the ability to contact underwriters directly without the need to speak with a call center or underwriting assistant. The underwriter's direct phone number, extension and direct email are readily available to you.

In addition, the underwriters contact you directly with the final decision on every submitted application. In doing so, any adverse decisions are fully explained to you (within confidentiality guidelines) and, in the event a policy is approved as other than applied for, suggestions are proposed in regards to face amount, benefit or plan changes. This can help you manage expectations with your clients and increase the chances of placing the policy.

Non-Medical Underwriting Limits

We want to do everything we can to help you navigate unfamiliar terrain when physically meeting with your clients is not possible. We offer a pathway to a sale that can proceed without medical exams and other requirements that would necessitate in-person interaction.

Our life insurance products feature non-medical underwriting limits that, when combined with the use of our electronic application software and electronic signatures, can remove the need for face-to-face contact altogether!

Fast, Simple, Seamless®



FAST

We know your clients are busy and have a lot on their minds. While planning for their financial future is a priority, it does not need to be a hassle. Path Protector Plus® Term and Whole Life from Illinois Mutual are designed to provide a faster, simpler way for you to offer life insurance at competitive premium rates.



SIMPLE

We've streamlined the underwriting process for those age 18 to 65 who are looking for up to \$249,999 of term and/or whole life coverage with Illinois Mutual. Simply complete our application, and if your clients' personal, health and prescription histories are acceptable, that's all that needs to be done!*



SEAMLESS®

You can complete the process without having to meet in-person using our electronic application, as well as having the documents signed, submitted and delivered electronically!

**Additional underwriting requirements apply: (i) to applicants age 66 or older; (ii) to applicants with total coverage in force and applied for of \$250,000 or more; or (iii) if indicated by MIB, MVR, prescription/medical history check, or other information discovered during underwriting.*

Accelerated Underwriting

The key to accelerated underwriting is the receipt of an in good order application. An in good order application is defined as an application which includes the following:

- A fully completed, signed and dated application with all application questions answered truthfully.
- Any medical conditions resulting in an answer of “yes” to an application question fully explained including:
 - Condition.
 - Date of diagnosis.
 - Name, address and phone number of the diagnosing and treating physician(s).
 - Medications prescribed – including medication name, dosage and prescribing physician.
 - Any medical testing completed or scheduled for the condition – including type and date of test, results and physician administering the test.
- A complete, signed and dated illustration (where applicable).
- Properly signed and dated authorizations – including a HIPAA authorization.

Consider providing a cover letter explaining any information related to your field underwriting that may not be clear within the application. The cover letter can also be used to provide financial information, the reason for the application or any other relevant information the agent wishes to provide.

If prescription history, medical and MIB information obtained from third party data sources is favorable, underwriters have the discretion to forego routine age and amount requirements on applications up to \$499,999 and age 65 or under.



**We believe direct communication is integral to success and doing business the right way.
Please do not hesitate to contact us for assistance with your cases!**

(800) 437-7355 • Underwriting@IllinoisMutual.com

Life Underwriting Status: ext. 768 • Life Underwriting Inquiry: ext. 810

Life Underwriting Fax: (800) 884-7607

*Policy Form LT17, Term Life Insurance
Policy Form LRPT17, Endowment Benefit Endorsement
Policy Form LWL18, Whole Life Insurance Policy*

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*For policy costs and details of coverage, limitations, exclusions and terms,
contact Illinois Mutual.*

*A5839 (6/20)
Edited 11/21*



Digital Tools to Help You Sell!

We're here to equip you to conduct business more efficiently—both in a virtual arena and face-to-face. Below are some of our digital tools you can leverage to sell successfully.

Agent Forum

Log in to our web-based agent portal, the Agent Forum, at Agent.IllinoisMutual.com to find these tools and much more! If you haven't signed up yet, please see page 2 for registration instructions to add these digital capabilities to your sales process.

Illustration Software

- Runs on major web browsers through our Agent Forum
- Allows for synchronization of sales efforts
- Include others you work with as users of the software

Non-Medical Limits When a Face-to-Face Sale is Not an Option

Our life and disability income (DI) insurance products feature non-medical limits that can remove the need for medical exams and other requirements that would necessitate an in-person interaction. Please ask your Sales Team for specifics.

On-Demand Webinars

- Our pre-recorded training and sales presentations work around your schedule
- Log in to the Agent Forum to view at your convenience anytime, anywhere
- Choose from a variety of topics to help you make the sale

Policy eDelivery

Policy eDelivery is available from Illinois Mutual on any individual life or disability income policies. Once you have completed the one-time process of opting-in to eDelivery, you will have the option to request any policy to be sent using eDelivery. Policies are delivered electronically for you to deliver to the policyowner. For step-by-step details, ask our Sales team for A7153, or download it from our Resource Library on the Agent Forum.

Application Software

- Can automatically populate clients' information by pulling directly from the illustration if you choose to create one
- Or, move straight into the application and immediately start calculating rates for your clients
- Results in a faster underwriting decision by assisting you in submitting a fully completed application
- Sign and submit electronically over the web

Electronic Signatures Accepted

We accept applications signed via any electronic signature platform. You must include the audit trail for the signature with the application. Using electronic signatures removes another face-to-face point of contact in the sales process.

Easily Acquire and Email Product Applications!

Click on Product Applications (PDFs) under Quick Links on the left side of the Agent Forum Home tab to download fillable applications. Select a state from the map to access that state's available application packets.



Agent Forum: Take Advantage of Your Sales Portal

Illinois Mutual's web-based agent portal, the Agent Forum, is a comprehensive resource that makes your day-to-day business easy and efficient. Join the Agent Forum to spend less time managing and more time growing your business and increasing your sales.

Additional Agent Forum Advantages:

- Create customized illustrations
- View a comprehensive snapshot of your business activity on your personalized dashboard
- Grant administrative assistants the right to generate quotes, access client data and more
- Receive immediate Notices of Underwriting Actions (NUAs) by email
- Check your commission statements and learn how you can earn even more
- Review your clients' in force policies to ensure they are up-to-date with the products they need

Client and commission information at your fingertips anytime, anywhere.



Registering for the Agent Forum is easy!

Have your agent code ready and go to Agent.IllinoisMutual.com and click on "Register for Illinois Mutual portal." You will then receive a registration link via email with further instructions.

We make selling easy!

Contact your sales team today to find out how to best put these tools to work for you.

(800) 437-7355 • Sales@IllinoisMutual.com • www.IllinoisMutual.com

