

LIFE INSURANCE

QUICK GUIDE

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TERM

COMMERCIAL LINES

Purchases or renews a commercial policy and:

- Has a mortgage
- Seeks loss-payee protection
- Has a lease
- Is planning for retirement or sale of business
- Has a small business loan or personally guaranteed loan

PERSONAL LINES

- Purchases or renews a Homeowners policy
- Purchases or renews auto insurance on a luxury vehicle
- Parent co-signing college loan

WHOLE

Purchases or renews a commercial policy and:

- Requires an emergency cash fund
- Is planning for acquisition of a new company
- Needs buy-sell financing
- Is a key person to business operations
- Seeks a portable protection plan

- Adoption/birth
- Final expense policy
- Marriage
- Retirement
- College planning
- Chronic illness protection
- Supplementing retirement income

BLEND

Blend is Motorists Life's premier product. Policyholders with criteria from both the term and whole columns will benefit from a Blend policy.

ADVANTAGES BY PRODUCT

TERM

- Lower cost in early years
- Premiums guaranteed
- Coverage customized to a specific number of years for a specific debt/expense
- Option to exchange for whole life later without additional underwriting
- \$100,000 minimum

REAL-TIME TERM

- Transactional product
- 20-minute application process
- Instant, non-medical coverage for busy, yet healthy adults
- \$25,000 minimum

WHOLE

- Permanent insurance
- Fixed premiums
- Guaranteed policy cash value
- Tax deferred growth on cash value
- Cash value accessible through surrender or policy loan
- Coverage may be continued without further premium being paid
- \$5,000 minimum

BLEND

- Security of permanent insurance with flexibility of temporary coverage
- Two policies with one policy fee
- Customizable coverage
- Easy conversion process without additional underwriting
- Return on premiums paid

Whole/Permanent Products

	Uses	Minimum Face Amount	Policy Fee	Riders Additional premium charge	Non-Smoker Definition
Non-Par Whole Life Ages 0-80	Low-cost whole life, good for senior market and for those who want guaranteed premiums	\$5,000	\$60 (non-commissionable)	Chronic Illness Not available in Florida	No cigarette use in the last 12 months
Par Whole Life Ages 0-85	Guaranteed premiums with potential dividends make this good for general market	\$10,000, ages 0-39 \$5,000, ages 40-85	\$60 (commissionable)	10-, 15-, 20- or 30-year Level-Term	No cigarette use in the last 12 months; no tobacco use of any kind for last 24 months for preferred
Single Premium Whole Life Ages 45-80	Wealth Transfer	\$5,000 (maximum: \$50,000)	\$60 (non-commissionable)	None	No cigarette use in the last 12 months
Universal Life 2007 Ages 0-80	Low-cost permanent plan with option to guarantee coverage for life, general market, good for family plan	\$25,000	\$6 per month, 3 percent of premium, and per unit expense first 10 years	Lifetime Guarantee	No cigarette use in the last 12 months
Simplified Issue Whole Life Ages 0-80	Seniors, those who have minor health problems, payroll deduction	\$5,000, ages 0-64 \$3,000, ages 65-80 (maximum: \$25,000)	\$36 (non-commissionable)	Increase of face amount	No tobacco of any kind preferred rate, 36 months
Graded Benefit Whole Life Ages 50-80	Seniors, limited underwriting, guaranteed premiums	\$2,000 (maximum: \$15,000)	\$36 (non-commissionable)	Children's Term	No tobacco of any kind preferred rate, 36 months
Youth Life Protector Ages 0-18	Parents or grandparents pay for protection on child	\$15,000 package – special application	Included in rates (non-commissionable)	None	No distinction between smokers and non-smokers

Additional riders available. See next page for details. Accelerated Death Benefit is included in policy except Youth Life Protector, which has an option to purchase.

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Riders

	Base	Issue Ages	Issue Amounts	Definitions
Accelerated Death Benefit	Term, Permanent	N/A	Calculated on base face amount	If the insured is diagnosed with a terminal illness, the policy will pay up to 55 percent of the initial death benefit in advance. Benefit included with all Term and Permanent products except Youth Life Protector, which has an option to purchase.
Accidental Death Benefit	Term, Permanent	15-60, 0-60	*\$10,000+ *\$5,000+	Provides additional coverage on the base insured if death results from accidental bodily injury or drowning.
Children's Term	Term, Permanent	Parent: 18-55 Child: 15 days-age 17	\$3,000 - \$10,000	Provides coverage on the lives of all dependent natural children, legally adopted children and stepchildren.
Chronic Illness	Permanent (Non Par only)	18-80	Equal to base face amount	Accelerated payment of the policy death benefit should the insured be certified as chronically ill. Waiver of Premium Rider included in coverage. Not available in FL.
Decreasing Term Rider	Permanent (excludes UL)	15-year: 20-65 30-year: 20-50	\$25,000+	Provides a decreasing death benefit based on a level premium over a 15- or 30-year period.
Disability Income	Term, Permanent (Par and Non Par Full Pay)	18-60	Up to 80% of individual's monthly earned income.	Provides a monthly income in case of total disability (not available in FL or MN). Waiver of Premium Rider must be purchased with Disability Income Rider.
Level Term	Permanent (Par and Non Par only)	15-80 (10-year) 15-70 (15-year) 15-65 (20-year) 15-55 (30-year, age 50 Smoker class)	\$25,000+	Provides a level face amount of term insurance for 10, 15, 20, or 30 years.
Level Premium Paid-Up Additions	Permanent (Par only)	0-85	\$120 annual min. or 5 times the base policy premium max.	Increase the policy's living benefit as well as its death benefit by increasing the policy's cash value.
Lifetime Guarantee Rider with option A	Permanent (UL only)	0-80	\$25,000+	Guarantees the face amount or the cash accumulation value of the policy will continue to age 120.
Option to Purchase	Par, Non-Par and UL	0-36	*\$10,000 - \$50,000	Benefit of option to purchase additional insurance without evidence of insurability at specific ages up to age 40. There are six options to purchase.
Primary and Other Insured	UL only	0-80	\$25,000+	Provides term coverage for base insured's spouse, children or business partner.
Single Pay	Permanent (Non Par only)	0-80	\$1,000+	Provides additional insurance coverage for a single premium.
Single Premium Paid-Up Additions	Permanent (Par only)	0-85	\$1,000+	Provides coverage during the lifetime of the insured from a single premium paid.
Waiver of Premium	Term, Permanent	See product guides	Calculated on base face amount	Pays all policy premiums and allows policy to remain in-force during a period of total disability.

*See product guides for full details.

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Annuity Products

	Minimum Deposit Amount	Guaranteed Interest Rates	Initial Rate Guarantee Period	Surrender Charges	Interest-Only Withdrawals	Free Partial Withdrawals	Payout Options
Single Premium Deferred Annuity Ages 0-80	\$5,000	Variable rate ranging from 1 to 3 percent (contact us for the most recent interest rate guarantee)	1 year	Year 1 = 8 percent Year 2 = 8 percent Year 3 = 7 percent Year 4 = 6 percent Year 5 = 5 percent Year 6 = 4 percent	Yes	Yes, up to 10 percent	Life only, life with period certain, joint life with one-half survivor, joint and equal with period certain
Single Premium Immediate Annuity Ages 0-90	\$2,000	3 percent except for non-life contingent payout (contact us for the most recent interest rate guarantee)	N/A	No	N/A	No	Life only, life with period certain, joint life with one-hand equal with period certain
Flexible Premium Deferred Annuity Ages 0-85 for non-qualified; 18-65 for qualified	Non-qualified minimum: \$300 Qualified annual minimum: \$300	Variable rate ranging from 1 to 3 percent (contact us for the most recent interest rate guarantee)	No	Year 1 = 9 percent Year 2 = 8 percent Year 3 = 6 percent Year 4 = 4 percent Year 5 = 2 percent	N/A	No	Life only, life with period certain, joint life with one-half survivor, joint and equal with period certain

On all policies in West Virginia, 1 percent will be deducted from the deposit at issue. No return of premium guarantee.

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Term Products

	Issue Ages	Underwriting Classes	Policy Fee	Riders (additional premium)	Benefits (no additional premium)	Standard Non-smoker	Smoker Class	Renewable to Age	Uses	Premium Guarantee
Your Term (Level 10-, 15-, 20- and 30-Year Term) Convertible for the duration of the level term or to age 70, whichever comes first	15-80 (10-Year)	Preferred Best Non-tobacco; amounts \$100,000+	\$60 (non-commissionable)	Children's Term Rider, Accidental Death Benefit, Waiver of Premium (Disability Income Rider not available in Florida or Minnesota)	Accelerated Death Benefit Rider	Tobacco usage allowed: chew/smokeless tobacco/snuff, cigar, pipe	Tobacco products: cigarettes, vaping, e-cigarettes, marijuana, cigarello, patch/gum/bete nut/hookah	95	Final expense; debt payment; mortgage payoff; college education, emergency fund; charitable bequests; survivor income	Premiums guaranteed for the entire level-term period chosen.
	15-70 (15-Year)									
	15-65 (20-Year)	Preferred Plus Non-tobacco; amounts \$100,000+								
	15-55* (30-Year)									
	*Age 50 maximum for smoker classes	Preferred Non-tobacco; amounts \$100,000+								
Term Rider \$250 per month benefit (maximum is 1.5 percent of face amount up to \$2,500)	18-60	No distinction between smokers and non-smokers; Occupational Classes 1 and 2	N/A	Not stand-alone. Must be attached to an eligible life plan: Participating Whole Life, Non-Participating Whole Life, Universal Life, Your Term	N/A	N/A	N/A	N/A	Homeowners – use Disability Income Rider to cover mortgage payments; 2- or 5-year benefit period	Premiums guaranteed for the entire level-term period chosen or maximum of age 65.
Real-Time Term Convertible to Simplified Issue permanent life insurance for the duration of the level-term or to age 70, whichever comes first	16-70 (5-year and 10-year)	Premier Non-tobacco \$25,000-\$240,000	\$60 (non-commissionable)	None	Accelerated Death Benefit Rider	N/A	N/A	95 (uses same Your Term rates as 2016 Level-Term)	School loan, mortgage, small business, debt	Premiums guaranteed for the entire level-term period chosen
	16-65 (20-year)	Preferred Non-tobacco \$25,000-\$240,000								
	16-50* (30-year)									
	*Age 48 maximum for tobacco	Premier Tobacco \$25,000-\$240,000								

Motorists Life in-house brokerage

Motorists Life's in-house brokerage, makes selling life insurance easy and seamless by helping you find the right coverage through multiple carrier options.

Insurance solutions for:

- Group
- Individual medical
- Individual disability
- Long-term care
- Supplemental employee benefits
- Life and business life insurance

Technology:

- Easy-to-use website
- Contract with multiple carriers at once with single-format electronic licensing
- Single-page format e-app process
- Agent portal showing you real-time underwriting notes and weekly status reports