



Guaranteed Issue Whole Life Insurance (GIWL)

Not available in ME & NY
NEW product pending approval in CA (old
product is still available).

Policies issued by American General Life Insurance Company ("AGL")

What's NEW?

- Max issue age of 80
- Limited pay feature
- Revised premiums



GIWL Competitive Product

Guaranteed Issue – No medical questions

- Face Amounts: \$5,000 \$25,000
- Ages 50-80 (age last birthday)
- Limited Pay feature

Graded Death Benefit Whole Life

• Years 1-2: 110% of premiums paid

Years 3+: Full Face Amount
 Accidental Death: Full Face Amount

Unique Chronic Illness Acceleration Benefit at no additional cost (not available in CA & DC)

- Returns 100% of premiums paid, up to 25% of Face Amount
- No waiting period
- One-time lump sum payment when insured becomes chronically ill (2 out of 6 ADLs)

Terminal Illness Benefit Included (not available in CA)

50% of Death Benefit within 24 month life expectancy or less



Limited Pay Feature

- Required premium payments will now stop once the insured reaches a specified age as defined in the contract.
- Maximum payment age will range from ages 82 to 90.
- Once the insured reaches their specified maximum payment age, no further premiums will be required



Limited Pay Feature

ISSUE AGE	MALE		FEMALE			
	Death benefit equal to or below \$15,000	Death benefit equal to or higher than \$15,001	Death benefit equal to or below \$15,000	Death benefit equal to or higher than \$15,001		
	MAXIMUM PA	MAXIMUM PAYMENT AGE		MAXIMUM PAYMENT AGE		
50	82	83	90	90		
51	82	83	90	90		
52	83	82	90	90		
53	83	82	90	90		
54	84	82	90	90		
55	84	82	90	90		
56	84	82	90	89		
57	85	82	90	89		
58	85	83	90	90		
59	86	83	90	90		
60	86	84	90	90		
61	86	83	90	89		
62	85	83	90	89		
63	85	83	90	89		
64	85	83	90	89		
65	85	83	90	90		
66	85	83	90	89		
67	85	84	90	90		
68	86	84	90	90		
69	86	85	90	90		
70	87	86	90	90		
71	87	85	90	90		
72	87	85	90	89		
73	87	85	90	89		
74	87	86	90	89		
75	87	86	90	89		
76	87	86	90	89		
77	86	86	89	88		
78	87	87	89	88		
79	88	88	89	89		
80	89	89	90	89		



GIWL Product Requirements

- Insured must be Owner
- Payor can be different than Insured
- Agents must be licensed in the applicant's state of residence, regardless of where the app is signed
- Social Security number will be required
- Not available to foreign nationals
- Only one policy per Owner/Insured in a twelve-month period
- Insured can get no more than \$25k total in guaranteed issue insurance from American General
- No replacement or conversion into this product allowed
- Payment options include bank draft, credit card, and social security debit card (for initial and recurring); able to set delayed billing and specify date.



GIWL Chargeback/Lapse Rules

- Chargebacks apply on death
 - Death (Years 1-2)

- **Year 1:** 100%

- **Year 2**: 50%





GIWL Technology Platform

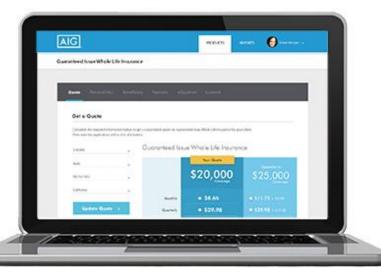
Strategy and Process

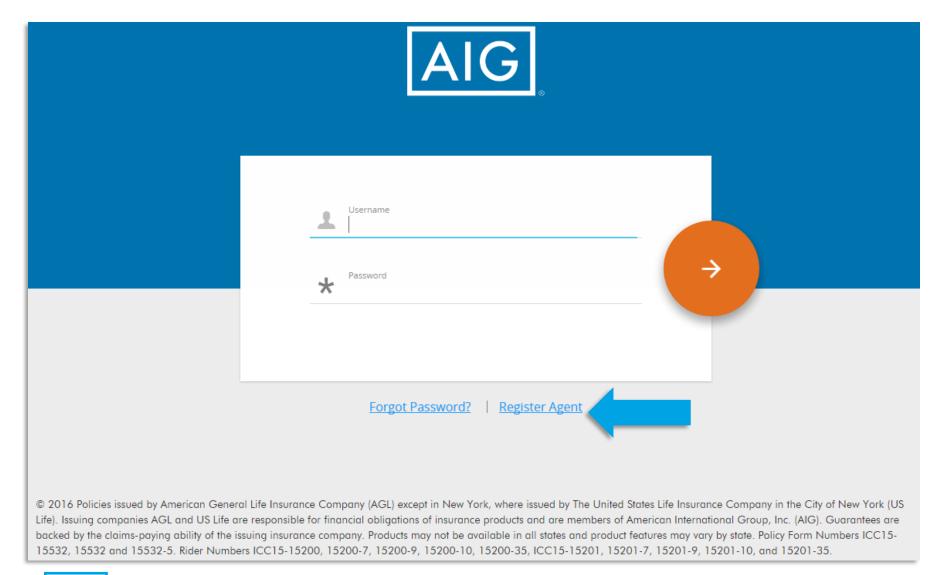
Designed to enable a simple, straight-through electronic sales and application process

- Easy to use, responsive design works on tablet and mobile devices
- Provides simple quoting with upsell suggestions
- Includes all forms, disclosures, etc., needed at point of sale
- Validates all information is correctly completed no incomplete applications
- Validates payment information in real time helping agents maximize productivity
- Includes instant policy # & PDF of app for printing or emailing
- E-app must have 1st premium paid immediately



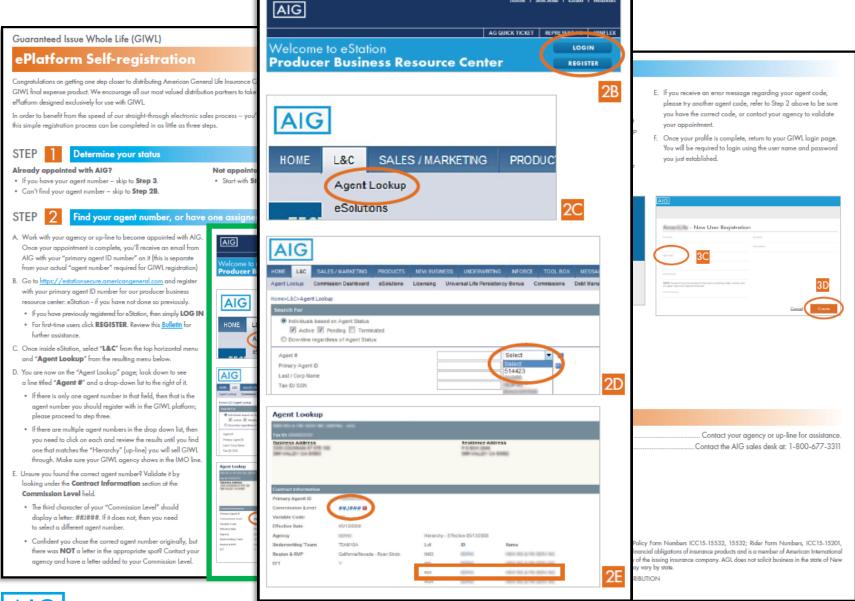




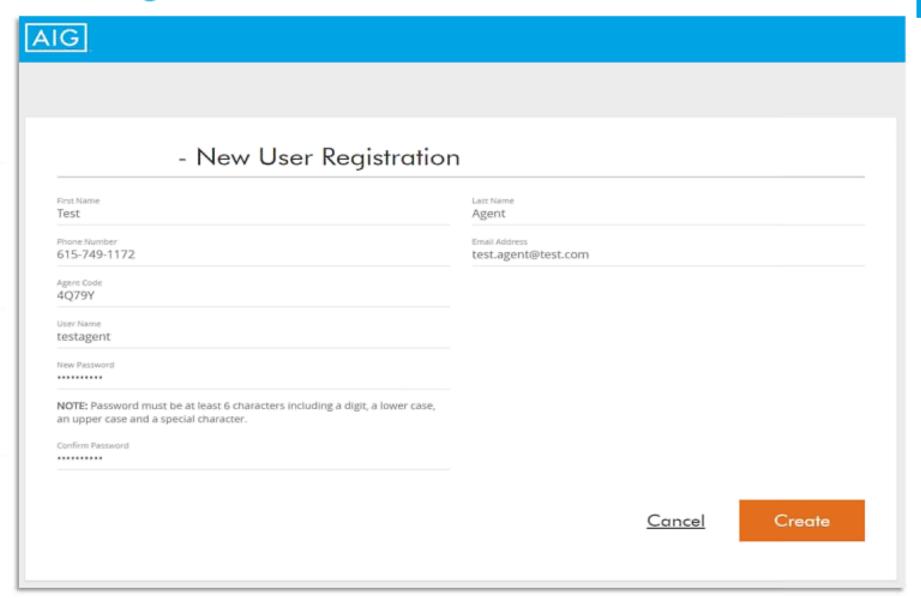




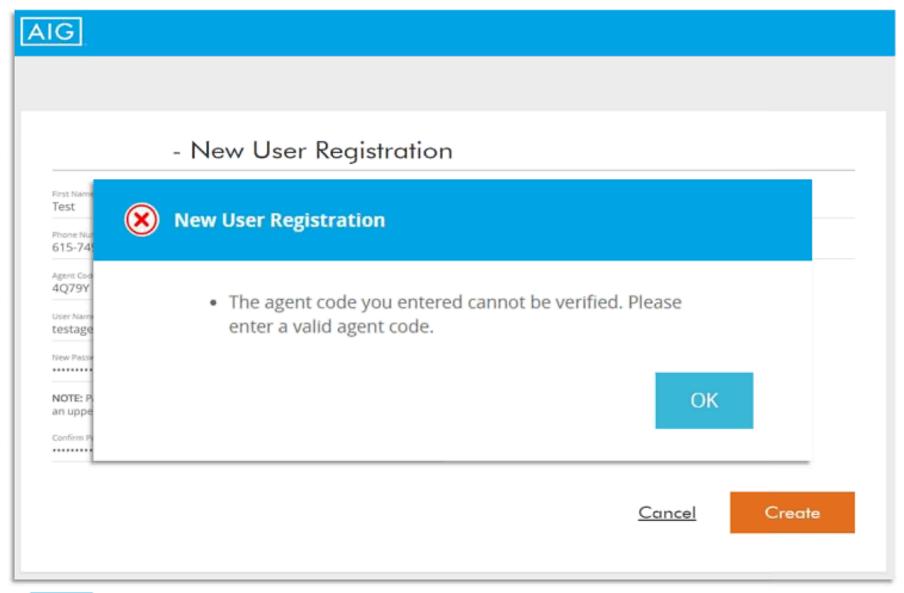
ePlatform Self-Registration Guide



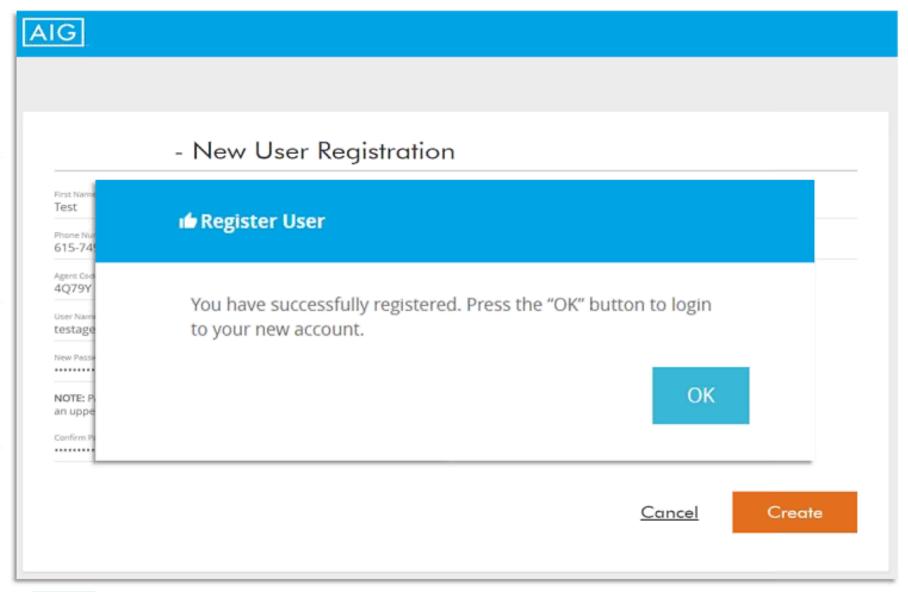
Home | Site Map | Login | Register





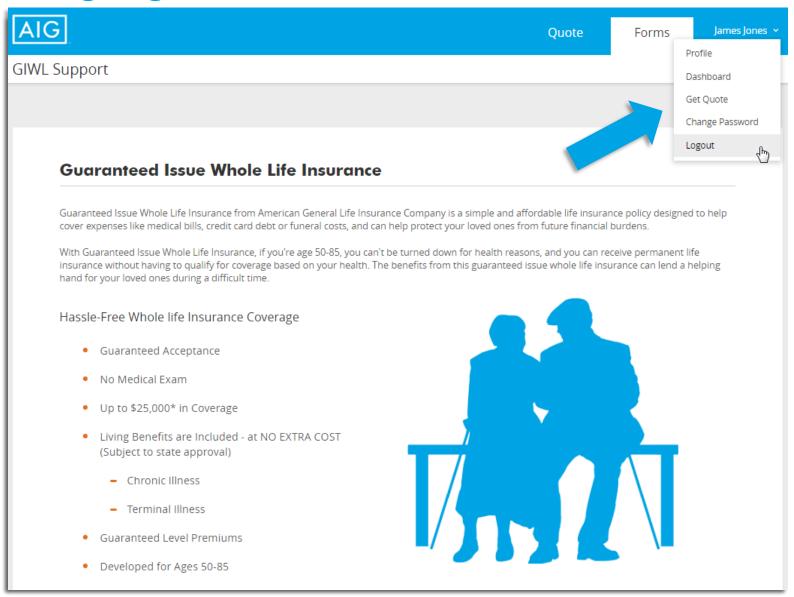






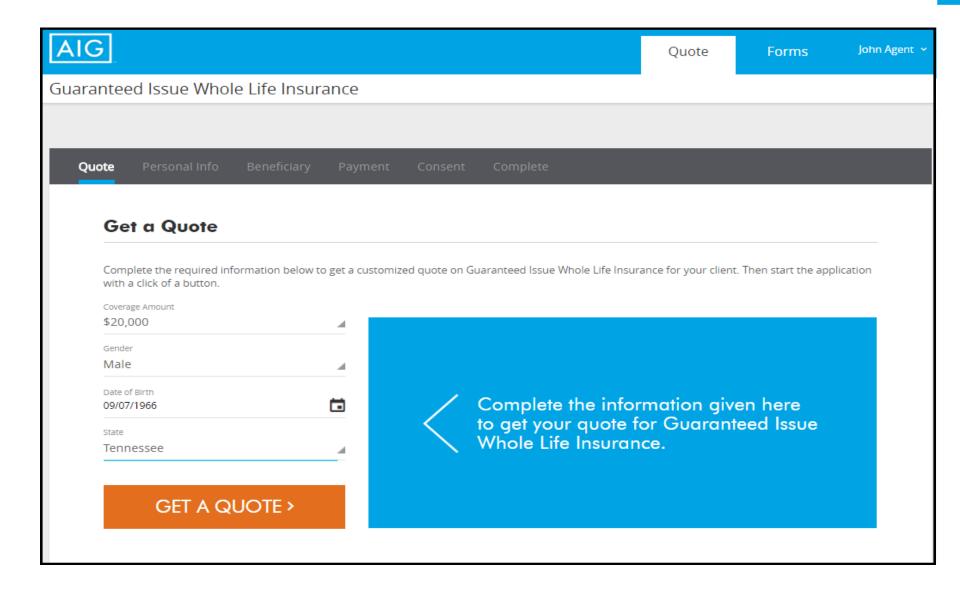


Landing Page



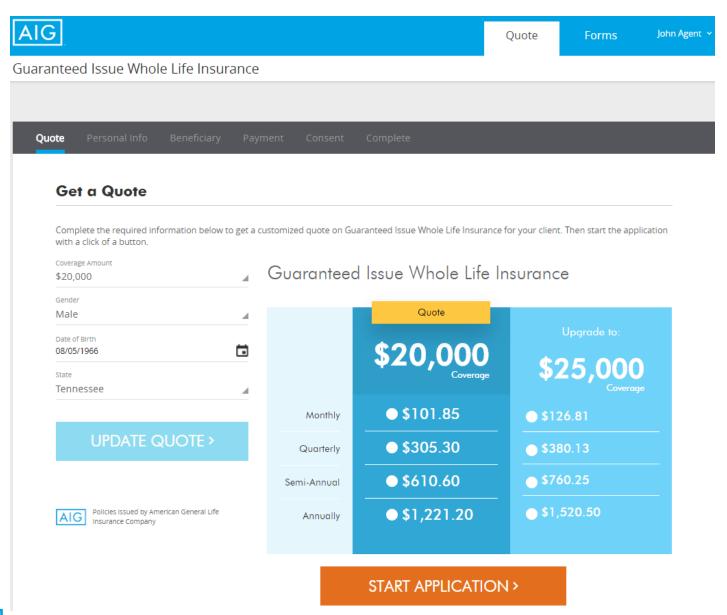


GIWL Quote Process





GIWL Quote Process





Application Process Options

There are two ways to complete an application:

Paper Forms – Can be printed out, filled out by hand and sent to NAA

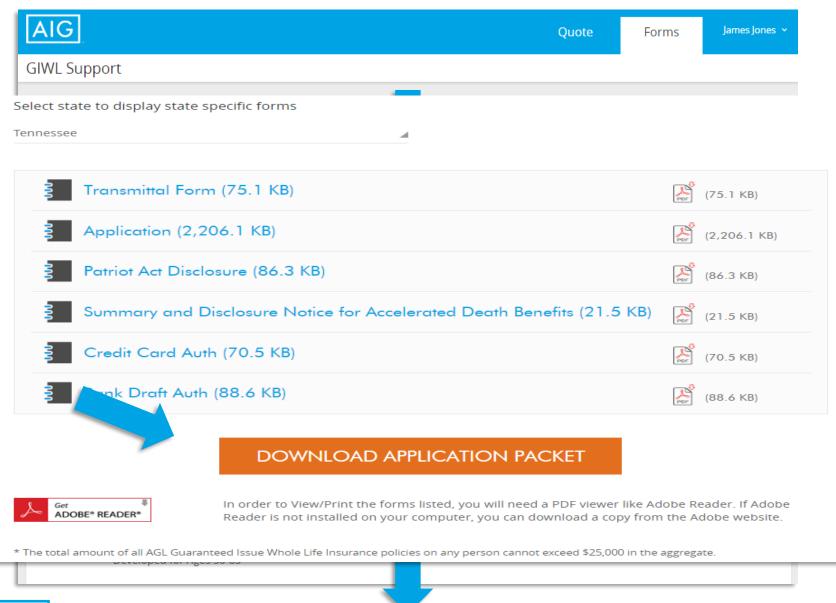
 Electronic Order Entry – Filled out online with instant submission and, in most cases, instant processing (voice signature is NOT available)



Paper Application Process

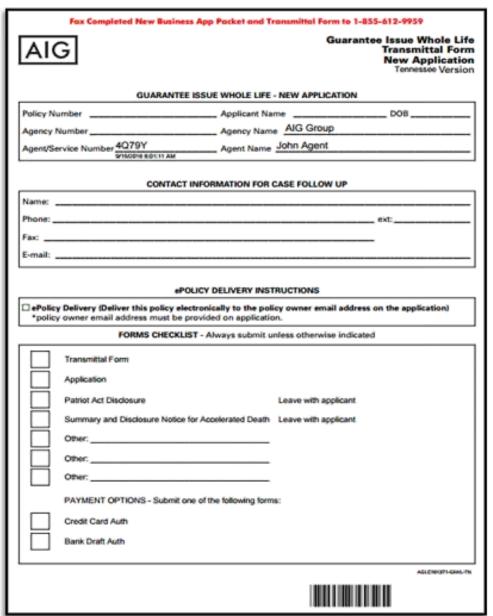


Download Application Packet





Application Packet





Application Packet

	Fax Completed New Business App Packet and Transmittal Form to 1-855-612-9959 Guarantee Issue Whole Life Transmittal Form New Application Tennessee Version
	FORMS CHECKLIST - Always submit unless otherwise indicated
су	Transmittal Form
nd [Application
nt [Patriot Act Disclosure Leave with applicant
11 [Summary and Disclosure Notice for Accelerated Death Leave with applicant
	Other:
	Other:
	Other:
	PAYMENT OPTIONS - Submit one of the following forms:
ШГ	Credit Card Auth
	Bank Draft Auth
	Scan app to manager or NAA, DO NOT FAX APP TO AIG





Application for Individual Guaranteed Issue Whole Life Insurance Graded Death Benefit

<u> </u>		Graded Death Benefit	
American General Life Insurance Company, A member of American International Group, Inc. (AIG)	2727-A Allen Parkway, Houston, TX, 77019		
PART 1: TELL US ABOUT YOURSELF		A 11	
First Name	Middle Initial Last Name	All prescreen	ing is to be done by the agent to
Home Street Address		ensure all inf	ormation is correctly submitted.
City	State	Criodic dii iiii	official is correctly subfillited.
Date of Birth	Place of Birth (State/Country)		
Primary Phone	Alternate Phone		
Gender: Male Female	Social Security Number		
E-mail Address			
Are you a United States citizen or do you have Pe	ermanent Legal Resident (Green Card) status?	Yes No	
PART 2: TELL US ABOUT THE COVERAGE YOU	ARE REQUESTING		No - Ingligible
What amount of insurance are you applying fo	or?		No = Ineligible –
Amount of Life Insurance: \$	(from \$5,000-\$25,000)	Do not send to AIG	
Do you have any existing annuity or life insuranc Company or any other company?		Yes No	
Will the life insurance policy being applied for re or pending?			
If "Yes", please complete: Company Name			
Face Amount Mo	onth/Year Issued		
Beneficiary Designation: Who do you want the i will be divided equally unless you indicate a sha	insurance proceeds to go to? (If more than one are.)	beneficiary is designated, proceeds	Yes = Ineligible –
Beneficiary #1			Do not send to AIG
Beneficiary Name (please prin	nt) Relationship to You	%Share	Be not condito / tie
Beneficiary #2 Beneficiary Name (please prin	nt) Relationship to You	%Share	
PART 3: HOW WILL YOU PAY FOR COVERAGE?	 ?		
How often do you want to pay?			
☐ Annually ☐ Semi-annually ☐ C	Quarterly Monthly		Donk droft or availt agreet is
Your premium amount for the payment frequen	icy selected above is: \$		Bank draft or credit card is
Bank Draft (Complete Bank Draf	ft Authorization)		required for this product.
☐ Credit Card (Complete Credit Car			
	requency not available with this payment meth	od)	
Other (please explain)			
ICC15-108847	Page 1 of 2	Ray0916	

GIWL Paper Application

No = Ineligible – Do not send to AIG

First Name	or this policy is someone other than you) Middle Initial Last Name
Home Street Address	Gender: Male Female
City	State Zip
Date of Birth	Relationship to You
	of the chosen form of payment, then elemented the Payor authorization form. Yes No Yes No Yes No Yes No
 My statements in this appl I understand that no insura I have not previously appli I understand that the total 	ge and belief, all statements in this application for life insurance are true and complete. lication and any amendment(s) are the basis of any policy issued. ance will take effect until a policy is delivered to me and the full first premium due is paid. ied for this product in the last 12 months. combined amount of all American General Life Insurance Company guaranteed issue whole life life cannot exceed \$25,000.
	James Jones
	4Q79Y 8/26/2016 12:45:42 PM



Process Flow

- Get Quote
- Download Forms for correct state
- Complete Forms with Applicant
- Prescreen forms for completeness and product eligibility
- Send completed app & forms to NAA
- Upon receipt at AG
 - Forms will be reviewed for completeness
 - Policy will be data entered and issued
- Get Paid

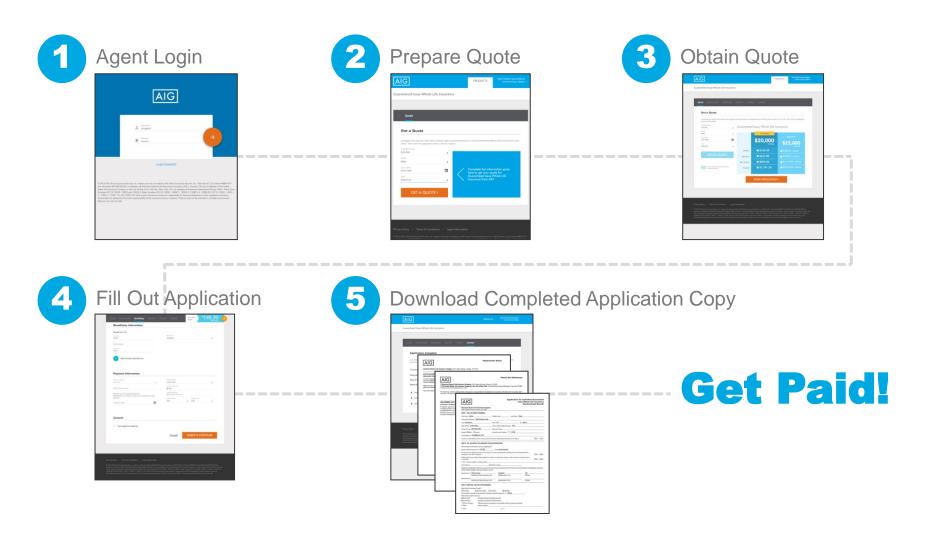




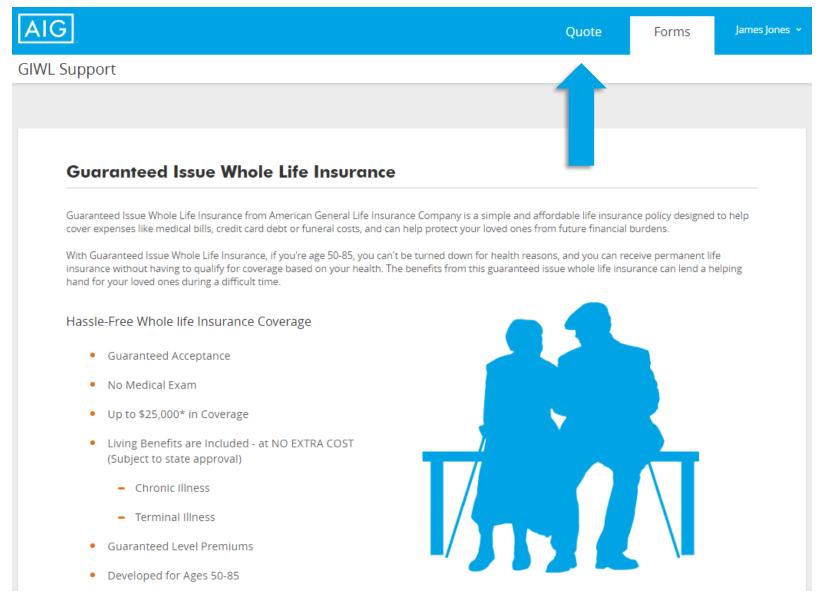
Online Application Process eSignature



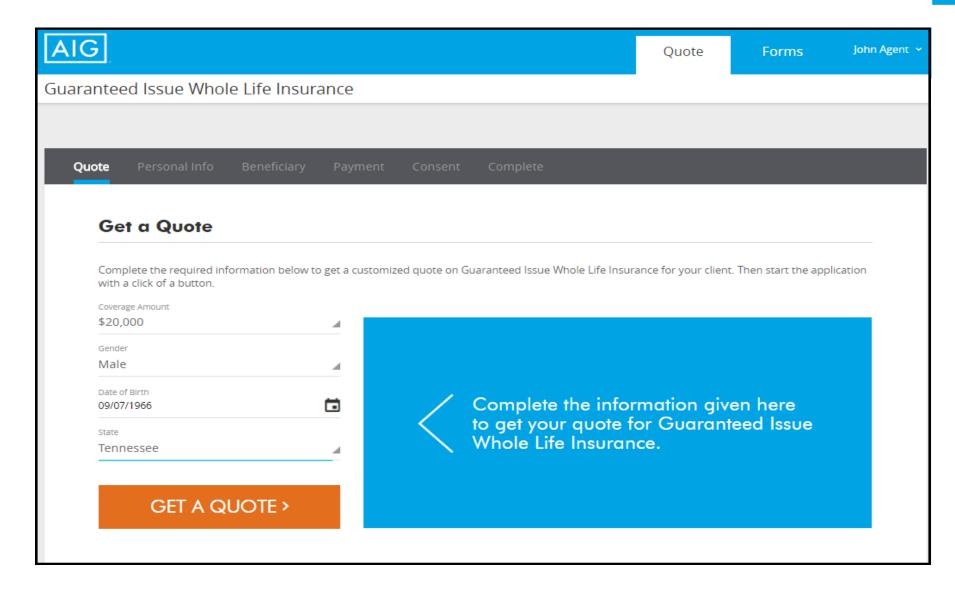
Electronic Process Flow



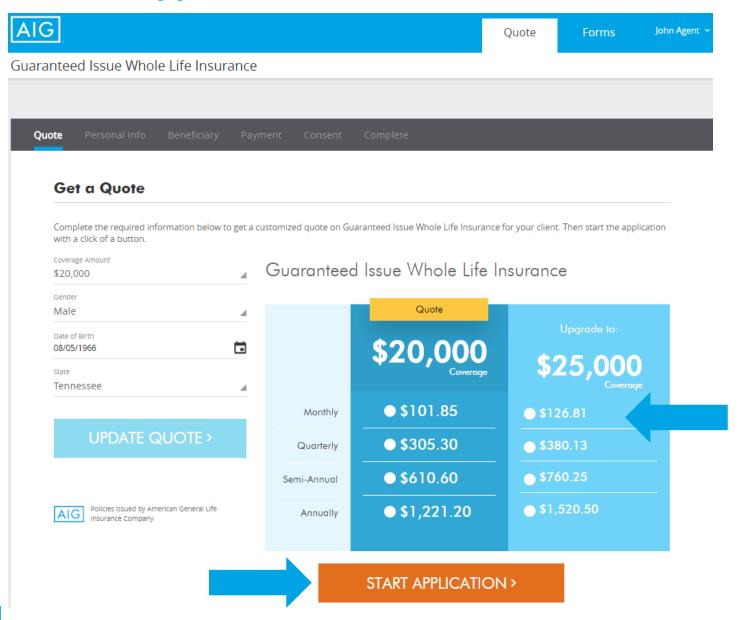




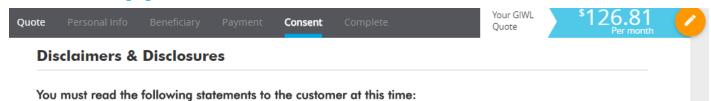












Saved Applications - James Jones

Get Quote

Select a client name below to continue the application for Guaranteed Issue Whole Life Insurance, or click the "Get Quote" button to start a new quote and application.

Q Search Client Name Reset $^{\circ}$ 10

DocuSign eSignature

Please enter search keyword. Search results will be shown in below grid in few seconds automatically

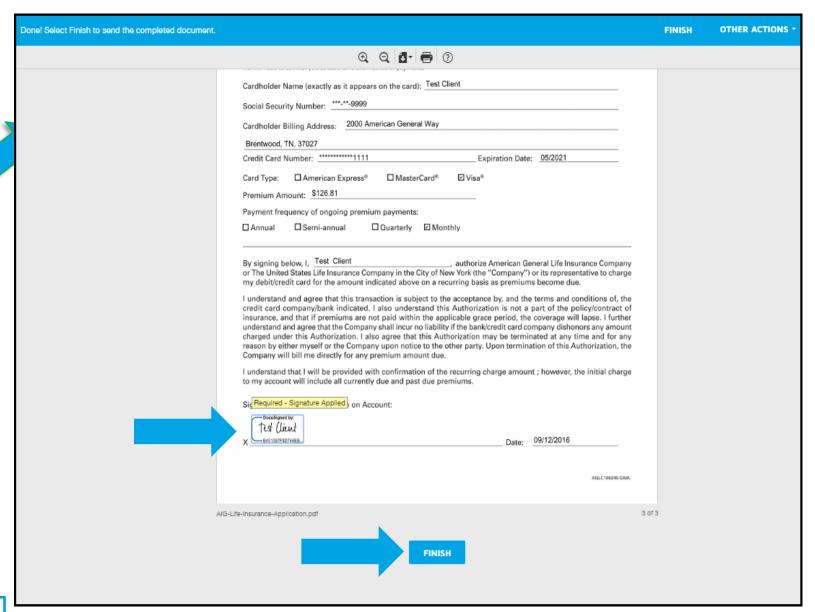
CLIENT NAME	COVERAGE	PREMIUM	STARTED	LAST ACTIVITY	DAYS OPEN	
Jarrod Retzloff	7000	\$36.95 per month	8/26/2016	8/26/2016 - 10:19 AM	3	
Test Client	25000	\$126.81 per month	8/30/2016	8/30/2016 - 8:55 AM	0	



Showing 1 to 2 of 2 entries









Quote Personal Info Beneficiary Payment Consent Complete Your GIWL Quote \$126.81

Per month



You must read the follow statement to the customer at this time:

And finally, I need to confirm that:

- 1. To the best of your knowledge and belief, all statements on your application for life insurance are true and complete
- 2. You understand that no insurance will take effect until your policy is delivered to you and the first full premium due is paid
- 3. You have not previously applied for this product in the last 12 months
- 4. You understand that the combined amount of all American General Life Insurance Company Guaranteed Issue Whole Life Insurance benefits on your life cannot exceed \$25,000

You will be [mailed or emailed] to you. You may also access your policy online. You may need to check your Spam or junk email folder for the link. You can also make changes to your policy online, such as an address or beneficiary change.

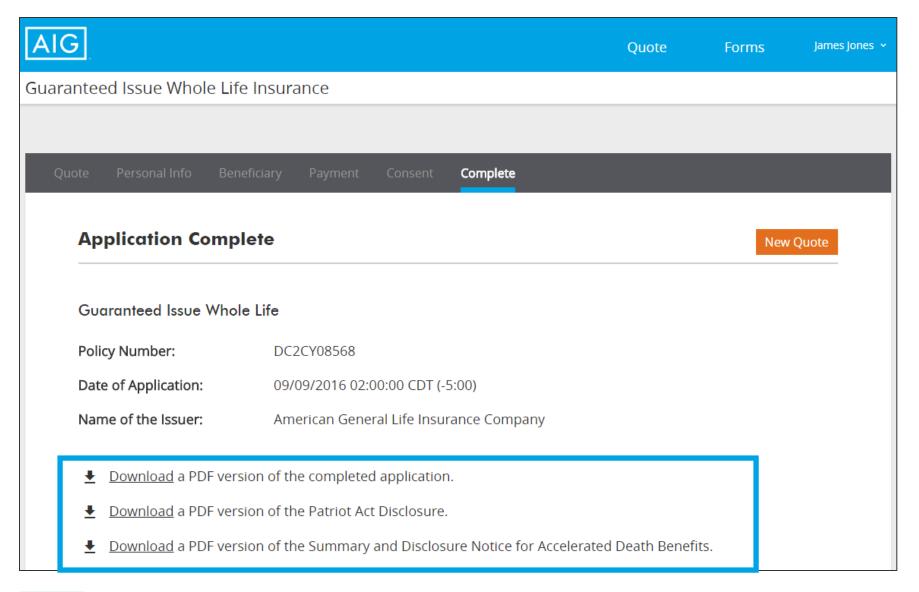
Do you agree?

(Must get affirmative "Yes")

✓ I have read the above statements to the applicant.









Important Information

Policies issued by American General Life Insurance Company (AGL), Policy Form Numbers ICC15-15532, 15-15532; Rider Form Numbers, ICC15-15201, 15-15201, ICC15-200, 15-200. Issuing company AGL is responsible for financial obligations of insurance products and is a member of American International Group, Inc. (AIG).

Guarantees are backed by the claims-paying ability of the issuing insurance company. AGL does not solicit business in the state of New York. Products may not be available in all states and product features may vary by state.

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United States. AIG common stock is listed on the New York Stock Exchange and the Tokyo Stock Exchange.

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