

SimpliNow LegacySM

NOT available in CA or NY

Simplified Issue Whole Life Insurance | Transactional Markets Group

The basics

SimpliNow Legacy is a **simplified issue final expense whole life insurance** designed for middle market **seniors ages 50-80**, who want to protect their loved ones from the **financial burdens of expenses** such as:

- Unpaid debt: medical bills, credit cards or loans
- Ongoing household expenses
- Other final expenses

Product highlights*:

Instant Underwriting: NO medical tests Health questionnaire only	Rate Classes: Non-Tobacco Tobacco
Death Benefit Options: Level (Legacy Max) Graded (Legacy)	Face Amounts: \$5,000 - \$35,000**

SimpliNow LegacySM



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**Up to \$35K, varying by age/product type

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Prospective client profile

44 million

Households earning less than \$100K per year, do NOT have sufficient life insurance coverage.*

Many clients will likely fall into one of three scenarios:

- 1. No life insurance**, with families shouldering the burden of their final expenses.
- 2. Group life insurance**, that they will likely lose or have reduced when they leave their job or retire.
- 3. Term life insurance**, that they bought many years ago and the term is expiring soon.



What sets us apart from the others

SimpliNow LegacySM

**Instant
underwriting
decisions**



**Policy is Inforce,
as soon as
signature is obtained**

**Early in the application and
before your appointment ends.
100% of the time.
No additional underwriting ever.**

**Your client's payment card
can be charged, placing their
policy Inforce
before your appointment ends.**

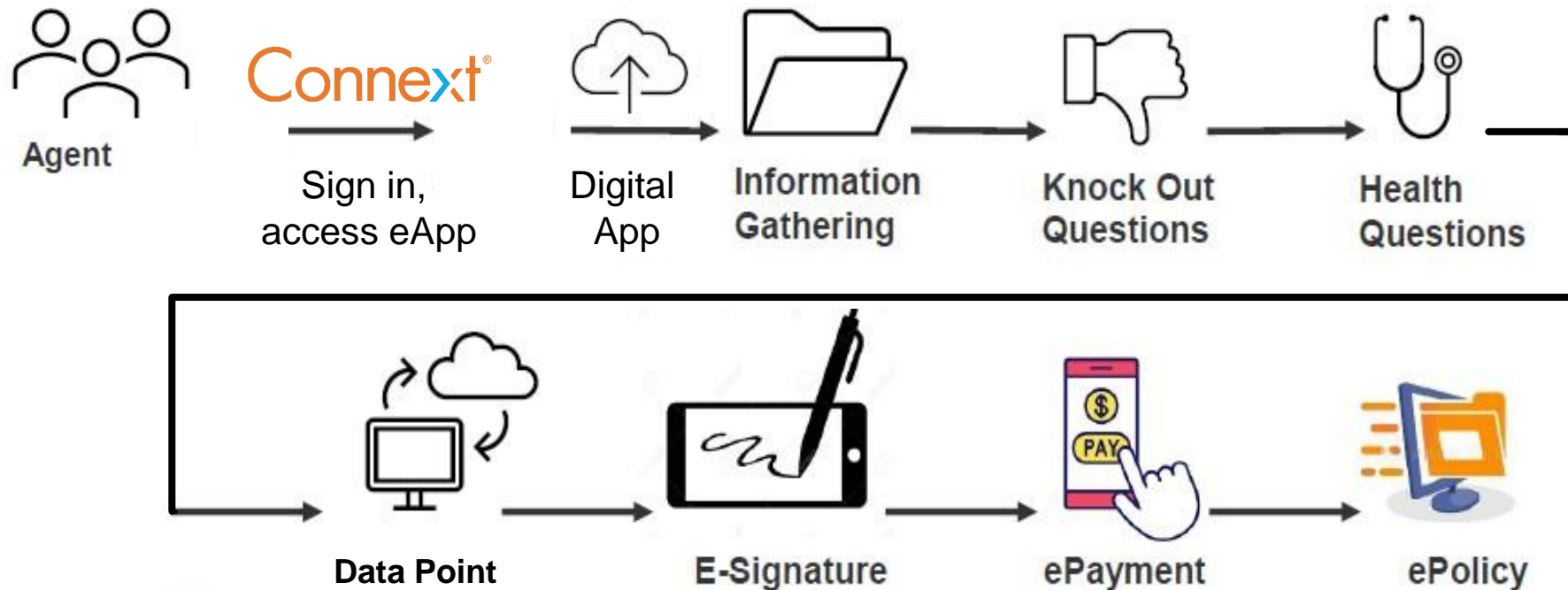


The sales process

SimpliNow LegacySM

Fast & Easy

The entire application-to-policy issue takes minutes instead of **days**.



With

- **Quoting**
 - **Submission** and
 - **Issuance**
- in one place
how many
clients could
you help in a
single day?

Product details

SimpliNow LegacySM

Death benefits, issue ages, and rate classes

Product	Death Benefit	DB Range	Death Benefit Payouts
SimpliNow Legacy Max	Level	\$5,000 – \$35,000*	1. Full face amount.
SimpliNow Legacy	Graded	\$5,000 – \$25,000*	1. Within first 2 years: 110% premiums paid 2. Accidental Death within first 2 years: Full face amount 3. Start of 3 rd year: Full face amount

*Face amount eligibility dependent on age, rate class, and underwriting decisions.

Issue Ages**	SimpliNow Legacy Max (Level)	SimpliNow Legacy (Graded)
50-60	\$5,000 - \$25,000	\$5,000 - \$25,000
61-70	\$5,000 - \$30,000	\$5,000 - \$25,000
71-80 (Standard Non-Tobacco)	\$5,000 - \$35,000	\$5,000 - \$25,000
71-80 (Standard Tobacco)	<i>Not available</i>	\$5,000 - \$25,000

*Issue Ages are current ages prior to the insured upcoming birthday



Product details

Limited Pay Feature – a selling point for you & a unique offering for your clients

Limited Pay is offered on all SimpliNow Legacy products and is automatically included.

- **What is Limited Pay?**

- This features sets a ***maximum payment age*** for each individual insured.
- The insured's age at the time of purchase determines when that ***maximum payment age*** will be attained.

- **What happens when the policy owner reaches their *maximum payment age*?**

- Clients will be notified by AIG and premium payments are no longer required.
- The policy cannot lapse and will remain Inforce until the age of maturity = 100.

- **Is the *maximum payment age* the same for every policy owner?**

- Not necessarily. It is determined by issue age and gender.
The maximum payment age will also be included in your client's policy packet.

Product requirements

1. Insured and Owner **must** be the same person.
2. The Owner is required to be a natural person.
Non-traditional owners/insureds such as Trusts, and Corporations/Businesses are not allowed.
3. Beneficiary must be a natural person or trust. Irrevocable beneficiaries, corporations or business entities are not allowed.
4. Power of Attorney (PoA) is not allowed to be Owner/Beneficiary.
Guardianship or Conservatorship will follow the same rules as PoA.
5. No collateral assignments.
6. Total **combined amount** of all American General Life Insurance Company Simplified Issue Whole Life (SIWL) (SimpliNow Legacy) and Guaranteed Issue Whole Life (GIWL) insurance benefits on the proposed Insured's life **cannot exceed**:
 - a. \$35,000 for **SIWL**
If the applicant qualifies for level coverage, the insured is limited to \$35,000 between the **SIWL** and **GIWL** products.
 - b. \$25,000 for **SIWL**.
If the applicant qualifies for graded coverage, the insured is limited to \$25,000 between the SIWL and GIWL products.

Riders

Terminal Illness Accelerated Death Benefit Rider

Available on the level death benefit option, SimpliNow Legacy Max.

- Built-in with **no additional costs**.
- The rider is accessible when the insured is diagnosed by a licensed physician **with a life expectancy of 12 months or less**.
- **How the accelerated benefit amount is calculated:**
 - The total death benefit, minus **2%** of the death benefit, less an administrative fee of \$100, minus any outstanding loans or due premiums.
- **Example of Accelerated Death Benefit amount:**
 - 65-year-old insured; \$30,000 death benefit; no policy loans; policy premiums are current:
 - \$30,000 death benefit - **2%** - \$100 administrative fee = **\$29,300**
- Rider is available for the **lifetime of policy**.
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Riders

Nursing Home Confinement Accelerated Death Benefit Rider

Available on the level death benefit option, SimpliNow Legacy Max.

- Built-in **with no additional costs.**
- The rider is accessible when a licensed health care practitioner certifies that the insured is chronically ill and has been confined to an eligible nursing home for at least 90 consecutive days and is **expected to be confined for the remainder of life.**
- **How the accelerated benefit amount is calculated:**
 - The death benefit minus the applicable nursing home acceleration factor; minus, a charge of \$100, less any outstanding loans or due premiums.
- **Example of Accelerated Death Benefit amount:**
 - 65-year-old insured; \$30,000 death benefit; no policy loans; policy premiums are current; assumes confinement at age 75: \$30,000 death benefit x nursing home acceleration factor* of 0.65 - \$100 processing charge = **\$19,400.**
- Rider is available for the **lifetime of policy**
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Riders

Accidental Death Benefit Rider

Available on the level death benefit option, SimpliNow Legacy Max.

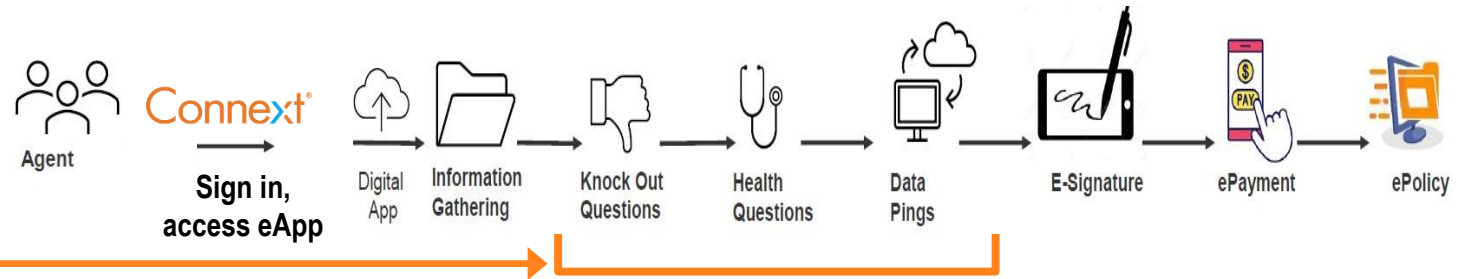
- **Optional rider**, may be added at issue for additional cost, that pays an additional death benefit if insured's death results from an accident
- Issue ages: **50 - 75**
- This rider will terminate at the policy anniversary after the insured's **attained age of 80**.
- Benefit range: **\$5,000 - \$35,000**, the benefit is equal to the base policy death benefit amount.
 - Base policy DB: **$\$10,000 \times 2 = \$20,000$**
- This rider is **commissionable**.
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The Underwriting Process

SimpliNow LegacySM

What's happening here?

The UW in our eApp consists of 2 Parts, and a HIPAA Voice authorization that allows us to run real-time database checks to validate an applicant's responses.



Knockout Questions

- Any 'Yes' answer will result in a decline of both coverage options for the applicant.

Underwriting Questions

- Used to determine which product offering the applicant qualifies for: **SimpliNow Legacy Max (Level)** or **SimpliNow Legacy (Graded)**
 - Applicant answering 'No' to all questions, may qualify for **level** coverage with **SimpliNow Legacy Max**.
 - If Applicant's answers are eligible for **graded** coverage – they will be offered **SimpliNow Legacy**
 - If Applicant's answers determine they are not eligible for either product offering, they will be **declined**.

Producer Benefits of our UW Process

Instant Underwriting Decisions

Early in the application & before your appointment ends.

100% of the time.

No additional underwriting ... ever.

UW Decisions in minutes, not days.

So you can guide your clients to the right product, right then and there.



Scenarios for Common Health Conditions*

SimpliNow LegacySM

*Eligibility is dependent upon an applicant's responses to all application questions. Please use the below information as a guideline.

Eligible for SimpliNow Legacy Max (Level Coverage)

- **DIABETES:** With stable A1c less than or equal to 8.6%
- **RHEUMATOID ARTHRITIS or PSORIATIC ARTHRITIS**
- **CANCER:** Stage 1 diagnosed and/or treated in last 48 months: Melanoma, Breast, Colon, Thyroid, Kidney/Ureter, Prostate, Testicular, Cervical, Endometrial (Uterine)
- **SOME STABLE CORONARY CONDITIONS:** Treated with stents or by-pass surgery.

Eligible for SimpliNow Legacy (Graded Coverage)

- **DIABETES:** With below average control of A1c, without major complications
- **HEPATITIS B**
- **PARKINSON'S DISEASE**
- **CANCER:** Stage II cancers treated in the last 48 months
- **SOME CARDIAC CONDITIONS** like Cardiomyopathy

Additional UW information and reference materials will be provided via the AIG TMG Producer Microsite.



Policies issued by American General Life Insurance Company (AGL), Houston, TX. Policy Forms: ICC21-21445, 21445, 21445-5, 21445-10, 21445-35, 21445-42, ICC21-21447, 21447, 21447-5, 21447-10, 21447-35 and 21447-42. Rider Numbers: ICC21-21468, 21468, 21468-5, 21468-10, ICC21-21469, 21469, 21469-5, 21469-10, ICC21-21470, 21470, 21470-5, 21470-35 and 21470-42. 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, issue, or deliver policies or contracts 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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This is not a preneed insurance contract or agreement. Benefits are payable to the beneficiary or beneficiaries as directed by the owner of policy. Premiums paid may exceed amount of coverage. For an estimate of the year the premiums may exceed the amount of coverage, divide the face amount by the annual premium.

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