Occidental Life
American Amicable

Easy Term

<u>Not</u> approved in ME, MT, NH & NY

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Easy Term

- Simplified issue, no medical exam
- 10, 20 & 30-year Level Term
- Return of Premium on 20 & 30-year
- Issue ages (age nearest):
  - 10-year: 18-70
  - 20-year: 18-65 (18-60 ROP)
  - 30-year: 18-55 (18-50 ROP)
- Minimum face: $25,000 or $15/mo
- Maximum face: $300,000
- E-app with instant decision underwriting

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Easy Term

- Convertible at the earlier of:
  - The end of the term
  - Policy anniversary after age 75
  - In first 5 years if that's after the policy anniversary after age 75

Riders

- Accelerated Benefit for Terminal Illness, Chronic Illness & Confined Care (no premium)
- Return of Premium Benefit
- Critical Illness
- Total Disability Benefit Rider (DIR)
- Accident Only Total Disability Benefit Rider
- Waiver of Premium Disability
- Waiver of Premium for Unemployment
- Children's Insurance Agreement Rider
- Accidental Death Benefit

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Riders

Accelerated Benefit for Terminal Illness, Chronic Illness & Confined Care (no premium)

- Terminal Illness- can receive up to 100% of the death benefit if life expectancy is 24 months or less (12 months in some states). One-time benefit.
- Chronic Illness – can receive up to 25% of the death benefit per year (up to a max of 95% or $150k) if unable to perform 2 of 6 Activities of Daily Living (ADL) or severe cognitive impairment for 90 consecutive days
- Confined Care - if confined to a Nursing Home at least 30 days after the policy is issued, can receive a monthly benefit of up to 2.5% of the face amount up to $5,000
  - Not available in CT, DC, IN, MA, NJ, VA or WA

Riders

Critical Illness Rider - provides 25%, 50% or 100% acceleration of death benefit paid directly to the Insured when diagnosed with a covered critical illness:

Heart Attack, Coronary Artery Bypass (pays 10% of death benefit), Stroke, Cancer, Kidney Failure, Major Organ Transplant Surgery, Paralysis, Blindness, Terminal Illness HIV contracted performing duties as professional healthcare worker

- Ages: 18-65
- Maximum: $100,000
- Rider premium guaranteed for the first 5 years
- Rider expires at age 70

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Riders

Return of Premium (20 & 30 year only) – provides a return of 75% of premiums paid at the end of the term period (not including riders)

- Lower percentage available in earlier years

Riders

Children's Insurance Agreement Rider - provides level term insurance on children until the earlier of the child's age 25 or the applicants age 65, at which time their coverage is convertible to a permanent plan for up to 5 times the rider amount

- Ages: 15 days - 17 years

  18-50 for primary insured
- 1 unit = $3,000
- Maximum: 5 units
- Premium: $8.50/year per unit
- Benefit expires at the earlier of primary insured's age 65 or the child's age 25

Riders

Disability Income Rider – will pay a monthly benefit up to 2% of face amount if the insured becomes totally disabled

- Ages: 18-55
- 60-day elimination period
- Minimum benefit: $500/mo
- Maximum benefit: 2% of face amount up to $2,000/mo, whichever is less. For persons earning less than $25,000 annually the maximum DIR benefit is 2% of face amount up to $900/mo, whichever is less
- Maximum benefit period is 2 years
- Must have worked minimum 30 hours a week for the past 6 months
- Self employed are not eligible
- Disability must begin before age 65
- Disability Income Rider and Accident Only Disability Income Rider cannot be issued on the same policy

Riders

Accident Only Disability Income Rider – will pay a monthly benefit up to 2% of specified amount if the insured becomes totally disabled due to an accident

- Ages: 18-55
- 60-day elimination period
- Minimum benefit: $500/mo
- Maximum benefit: 2% of face amount up to $2,000/mo, whichever is less. For persons earning less than $25,000 annually the maximum DIR benefit is 2% of face amount up to $900/mo, whichever is less
- Maximum benefit period is 2 years
- Must have worked minimum 30 hours a week for the past 6 months
- Disability must begin before age 65
- To add this rider, on the app check the Other box and write in Accident Only DIR and the amount
- Disability Income Rider and Accident Only Disability Income Rider cannot be issued on the same policy

Riders

Waiver of Premium Disability – waives the premiums due during total & permanent disability

- Ages: 18-55
- 6-month waiting period
- Rider coverage expires at age 60 (unless they're receiving benefits from the rider)
- Waiver of Premium cannot be issued on the same policy with the Critical Illness Rider.

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Riders

Waiver of Premium for Unemployment – waives the premiums due for up to six months if become unemployed

- Ages: 20-60
- Must have received state or federal unemployment benefits for a period of 4 consecutive weeks prior
- 2-year waiting period
- Rider coverage expires at age 65 (unless they're receiving benefits from the rider)
- To add this rider, on the app check the Other box and write in WOPU.

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Riders

Accidental Death Benefit – additional death benefit for accidental death

- Ages 18-64
- Minimum amount: $1,000
- Maximum amount: lesser of $200,000 or 5 times the face amount
- Rider terminates at age 65

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Underwriting

- Yes/No Application
- MIB
- Rx check
- Height/weight guidelines
- Telephone interview (can be completed at point-of-sale)

Telephone Interview

Telephone interview (can be completed at point-of-sale):

APPTICAL 877-351-1773
7:30 am-1:00 am Mon - Friday CST
9:00 am-9:00 pm Sat & Sun CST

- For ages 56-65 up to $100,000 ONLY if applying for Critical Illness Rider at 100%
- For ALL ages 66-70
- Required for ages 0-29 if there's a Third Party Payor (anyone except spouse, business or business partner, cannot be completed at point-of-sale)
- For ages 18-29, will allow parent to pay but additional underwriting requirements including phone interview, MVR & criminal records check will be ordered

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Underwriting

- All “YES” answers to any health question, such as High Blood Pressure, Cholesterol or Diabetes get full details including:
  - Age at onset
  - Name all medications
  - Applicant’s last reading and how often is the problem checked
  - Name of doctor treating condition
  - Date last seen, etc.
- The MORE COMPLETE INFORMATION you can provide on the application significantly REDUCES the need to order medical records or an interview

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Underwriting

- Risk assessments:
  - Live chat on website
  - Email riskassess@aatx.com
  - Call 800-736-7311 (8 am to 4:45 pm CST Mon-Fri)
- Check medications in Easy Term agent guide
- Check impairments in Easy Term agent guide
- Check height/weight in Easy Term agent guide

Quotes & Application

- For Quotes, go to www.insuranceapplication.com
- E-app with point-of-sale underwriting decision go to www.insuranceapplication.com
- Paper app go to www.americanamicable.com
- Three signature options: sign on screen, email & voice signature

Premium Drafts

- Once the application is approved, first premium will be drafted on the date specified. If no date is specified, the draft will occur on the day the policy is approved.
- Copy of void check or deposit slip must accompany the application. If one is not available, then you must also complete the Bank Account Verification section of Form 9903 & submit with the app.
- Immediate Drafts - use the E-Check option. You must also complete E-Check section of Form 9903

Drafts to Coordinate with Social Security

On the "Requested Draft Day" line of the "PREAUTHORIZATION CHECK PLAN" on the back page of the app, you will need to list one of the below:

- "1S" – if payments are received on the 1st of the month
- "3S" – if payments are received on the 3rd of the month
- "2W" – if payments are received on the 2nd Wednesday of the month
- "3W" – if payments are received on the 3rd Wednesday of the month
- "4W" – if payments are received on the 4th Wednesday of the month
- The "Policy Date Request" field on the front of the app should <u>not</u> be completed as the actual Policy Date will be assigned by the Home Office once the application is received

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Additional Information

- Occidental/American Amicable will not accept an application for issue ages 30 & older if there's a Third Party Payor (someone other than spouse, business, or business partner)
- Power of Attorney (POA) signatures are not acceptable
- Will not accept money orders
- Green Dot Bank & other pre-paid cards are NOT accepted
- If a second application is written on the same individual (1) within 6 months of the first policy being issued or (2) which increases the face amount to the maximum allowable for that age, medical records will be ordered
- In KS & KY – no replacements allowed

Agent Support

800-736-7311