

# Protective Executive UL & Executive 10-Year Term

Opportunities for Client Employers

## Carve-Out of Group Life

Offer enhanced coverage for key employees

**Industry:** Accounting Firm

**Carve-out:** 52 employees

**Benefit Design:** 2x salary to \$1M

An accounting firm had group life for all employees and carved out 52 employees earning \$100,000 or more at 2x salary up to \$1,000,000. The firm appreciated that the product was portable without changes and no reductions due to age.

## Replace A Carve-Out Plan

Transition from outdated or less efficient plans

**Industry:** Hospital

**Plan:** EUL + ECR

**Premium Savings:** 15% Lower Annually

A hospital had a group variable universal life program that was confusing and an administrative nightmare. They transitioned EUL, adding the ExtendCare Rider, and their premium was still lower by 15% annually.

## Additional Insurance

Supplement existing employer-provided benefits

**Industry:** Law Firm

**Carve-out:** 84 Partners

**Coverage:** Flat \$5M + ECR

A law firm wanted to upgrade their death benefit to match peer firms. Their existing group life coverage could not deliver enough death benefit. With EUL, partners were provided with an additional \$5,000,000 and the ExtendCare Rider.

# Opportunities for Client Employers

## Corporate Situations

Support business continuity with buy-out & key man coverage

**Industry:** Law Firm

**Carve-out:** 36 Employees

**Beneficiary:** Employer

A law firm needed to fund an existing stock redemption plan with a specific formula that would provide for existing benefit increases. The new plan is owned by the firm, insuring the employee/stockholder, with the beneficiary as the firm.

## Enhanced death benefit with ECR

Set benefits apart from peer firms

**Industry:** Law Firm

**Plan:** EUL + ECR

**Coverage:** \$3M + ECR

A law firm wanted to upgrade their benefits to match peer firms' death benefit level. This firm moved forward with EUL adding the ExtendCare Rider to further set them apart from their peers.

## Obtaining ECR with a modest death benefit

Add a long term care type benefit

**Industry:** Consulting Firm

**Plan:** EUL + ECR

**Coverage:** \$200,000 + ECR

A consulting firm realized that the ExtendCare rider was a unique benefit in the insurance industry. This firm decided to move forward with EUL with a minimum death benefit to support the ECR rider.

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