



Banner Life Insurance Company
3275 Bennett Creek Avenue
Frederick, Maryland 21704
800-638-8428
www.LGAmerica.com

JUNE 08, 2018

[Insured Name]
[Insured Address]

Re: Life Insurance Policy for [Insured Name]
Policy # GBXXXXXXX

Dear Policy Owner,

Congratulations on your decision to obtain life insurance with Banner Life. You are now part of the ever-growing group of policy owners who count on Banner Life to provide financial protection for the important people in their lives. Thank you for choosing us.

This package includes your life insurance policy. Before putting your policy in a safe place with your other valuable documents, we encourage you to review it, and should you have any questions, please contact RICHARD GARY ESKIN.

We are obligated to remind you that the person(s) whose life is insured by this policy must be living and insurable as set forth in the application for the policy to be accepted and coverage to begin. If the answers provided on the application have since changed, you will need to return the policy to Banner Life.

Banner Life is financially strong, fiscally responsible and committed to the business practices that will ensure we will be here when you need us most. Our overall financial strength has been recognized by two independent rating organizations: A+ (Superior) from A.M. Best and AA- (Very Strong) from Standard & Poor's. We are committed to honoring the promises we make to customers like you. We are Your Company for Life.™

For more information about Banner Life or to access your policy online once it has been activated, we invite you to visit us at www.LGAmerica.com.

Thank you and welcome to Banner Life Insurance Company.



**This is your life insurance
policy contract. Please keep
it in a safe place with your
other important papers.**



The person covered by this policy is:

[Insured Name]

Getting in touch with Customer Care is easy. Here's the information you'll need.

LIFE INSURANCE POLICY INFORMATION

Policy insured: [Insured Name]
Policy number: GBXXXXXXX
Policy plan: Term Policy - A-list Term

HOW TO REACH CUSTOMER CARE

Phone: 1.800.638.8428
Email: customerservice@bannerlife.com
Online: www.LGAmerica.com

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Level Benefit Term Policy to Age 95

Banner Life Insurance Company . 3275 Bennett Creek Avenue . Frederick, Maryland 21704 . 800-638-8428

Insured - [Insured Name]

Face Amount - \$75,456

Policy Number - GBXXXXXXX

Policy Date - 06/01/2018

Owner(s) - [Owner Name] or subsequently changed by the Owner

Details for Riders, if any, can be found on the Policy Schedule.

RIGHT TO EXAMINE POLICY FOR 30 DAYS

Within 30 days after this Policy is received, it may be returned to the agent through whom it was purchased or to our Home Office. We will then refund any premium paid and the Policy will be deemed void from the beginning. In the event information, assistance, or resolution of complaints is needed, please contact the agent who issued or delivered your Policy to you, or our Customer Service Department at the address and phone number listed above.

READ YOUR POLICY CAREFULLY

This Policy is a legal contract between the Policy Owner and Banner Life Insurance Company.

In this Policy, Banner Life Insurance Company will be referred to as "we", "our", or "us".

We will pay the face amount to the Beneficiary if the Insured dies while this Policy is in force. Such payment will be subject to the provisions of this Policy.

All payments are subject to the terms of this Policy. The following pages are part of this Policy.

This Policy is issued in consideration of the application and of the payment of the first premium as provided herein. A copy of the application is attached and is made a part of the Policy.

Signed for Banner Life Insurance Company at its Home Office in Frederick, Maryland on the Policy Date.

Secretary

Senior Vice President,
Chief Financial Officer & Treasurer



Level Benefit Term Policy to Age 95

A change of premium provision is applicable subject to Guaranteed Maximum Premiums

The face amount is payable at death while the Policy is in force prior to Expiration Date

Nonlevel Premiums are payable as shown in the Policy Schedule to the Expiration Date or until the death of the Insured

This Policy is renewable to the Expiration Date

This Policy is convertible to the end of the conversion period

This Policy is nonparticipating and no dividends are payable



TABLE OF CONTENTS

Change of Premium.....	7
Conversion.....	8
Death Benefit Proceeds.....	9
Definitions.....	4
Election of Payment Options.....	10
General Provisions.....	4
Owner and Beneficiary.....	6
Payment of Proceeds.....	9
Payment Options.....	10
Payment Option Tables.....	12
Policy Schedule Page.....	3
Premiums.....	6
Renewal.....	7
Termination.....	5

Concluded With:

Riders, benefits, amendments, and endorsements, if any; and copy of applications

PLEASE READ YOUR POLICY CAREFULLY

POLICY SCHEDULE PAGE

Policy Number GBXXXXXXX

INSURED	[Insured Name]	ISSUE DATE	06/08/2018
ISSUE AGE	54	POLICY DATE	06/01/2018
SEX	MALE	EXPIRATION DATE	05/31/2059

OWNER [Owner Name] , OR SUBSEQUENTLY CHANGED BY THE OWNER

BENEFIT AND PREMIUM PAYMENT INFORMATION

FORM #	COVERAGE TYPE	FACE AMOUNT	INITIAL ANNUAL PREMIUM	RATING CLASSIFICATION
OPTGTCTO-FL	RENEWABLE AND CONVERTIBLE TERM	\$75,456	\$175.81	STANDARD
ADB-FL	ACCELERATED DEATH BENEFIT		FREE	
	POLICY FEE		\$50.00	
		TOTAL	\$225.81	

PAYMENT INFORMATION

PAYMENT MODE	ANNUAL			
PREMIUM DUE DATE	JUNE 1 of each year			
PREMIUM MODES AVAILABLE**	ANNUAL	SEMI-ANNUAL	QUARTERLY	MONTHLY
	\$225.81	\$117.42	\$60.40	\$20.32

THE CURRENT AND MAXIMUM ANNUAL RENEWAL PREMIUMS ARE SHOWN ON PAGE 3A.
THE CURRENT ANNUAL RENEWAL PREMIUM IS GUARANTEED AS SHOWN FOR YEAR(S) 1-3.

PREMIUMS MAY BE CHANGED AS PROVIDED IN THE CHANGE OF PREMIUM PROVISION, BUT THE ANNUAL RENEWAL PREMIUM WILL NOT EXCEED THE MAXIMUM ANNUAL RENEWAL PREMIUM SHOWN ON PAGE 3A.

TERM PERIOD 1 YEAR, FOLLOWED BY ONE YEAR RENEWABLE TERM PERIODS
END OF CONVERSION PERIOD 05/31/2028

AGE BASIS AGE LAST BIRTHDAY

**For all years, and subject to rounding, modal premiums are determined by multiplying the annual premium by the following factors: semi-annual .52 quarterly .2675 monthly .09

Florida Department of Financial Services's number is 850-413-3089 or 877-693-5236.



POLICY SCHEDULE PAGE (Continued)

Policy Number GBXXXXXXX

ANNUAL RENEWAL PREMIUMS*

YEAR	CURRENT ANNUAL RENEWAL PREMIUM	YEAR	MAXIMUM ANNUAL RENEWAL PREMIUM
1	225.81	1	225.81
2	264.30	2	264.30
3	296.74	3	296.74
4	327.68	4	848.32
5	373.71	5	898.13
6	418.23	6	950.94
7	467.27	7	1,013.57
8	515.56	8	1,121.48
9	575.17	9	1,255.03
10	625.73	10	1,421.04
11	613.66	11	1,618.73
12	611.39	12	1,839.06
13	667.23	13	2,083.54
14	726.84	14	2,340.84
15	816.63	15	2,610.22
16	1,094.31	16	2,979.20
17	1,320.68	17	3,329.32
18	1,639.86	18	3,748.10
19	1,971.86	19	4,266.48
20	2,306.13	20	4,900.31
21	2,318.21	21	5,656.38
22	2,347.64	22	6,527.14
23	2,364.24	23	7,504.30
24	2,385.36	24	8,581.06
25	2,659.27	25	9,761.19
26	3,041.08	26	11,076.39
27	3,520.98	27	12,580.22
28	4,005.40	28	14,324.77
29	4,416.64	29	16,364.34
30	4,849.76	30	18,744.22
31	4,995.39	31	21,428.95
32	5,654.12	32	24,426.82
33	6,372.46	33	27,700.85
34	7,140.60	34	31,278.22
35	7,966.84	35	35,133.27
36	9,331.09	36	39,327.11
37	10,638.74	37	43,866.54
38	12,100.32	38	48,839.85
39	13,745.26	39	54,385.11
40	15,581.86	40	60,752.84
41	17,591.26	41	68,545.94

*PREMIUMS INCLUDE \$50.00 POLICY FEE



DEFINITIONS— All capitalized terms, not otherwise defined herein, shall have the meanings provided below.

Age

Age is shown in the Policy Schedule and is the Insured's Age as of the last birthday on the Policy Date.

Beneficiary

The person to receive the proceeds payable at the Insured's death.

Contingent Owner

The Contingent Owner is as named in the application or as subsequently changed by the Owner.

Expiration Date

The Expiration Date is the end of the last Term Period. The Expiration Date is shown in the Policy Schedule.

Home and Administrative Office

Our Home and Administrative Office is located at 3275 Bennett Creek Avenue, Frederick, Maryland 21704.

Insured

The Insured is the individual shown in the Policy Schedule.

Issue Date

The Issue Date is shown on the Policy Schedule. It is the earlier of the Issue Date of a preliminary term coverage which preceded this Policy or the date we complete the processing of the Insured's approved application, and issue to the Insured or the Owner this life insurance Policy.

Owner

The Owner is as named in the application, unless later changed by the Owner. If no Owner is specified, the Insured is the Owner.

Policy

Policy shall mean the life insurance policy specified in the Policy Schedule.

Policy Date

The Policy Date is shown on the Policy Schedule. This date is used to determine premium due dates, policy anniversaries, years, and months.

Renewal Date

A Renewal Date is the date on which the previous Term Period ended.

Term Period

A Term Period is the period of time that premiums are level. The Term Periods are shown in the Policy Schedule.

Written Notice/Recording Thereof

Written Notice means a notification or request received from the Owner in a form satisfactory to us. Written Notices are recorded at our Administrative Office. We will not be responsible for the validity of any Written Notice.

GENERAL PROVISIONS

Contract

The entire contract consists of the following:

- This Policy, including any applicable endorsements;
- Riders;
- Any notice of policy changes sent to the Owner for attachment to this Policy;
- The application, including any supplemental application or amendment to the application; and
- Any application for reinstatement.

An application includes all sections and forms the Company has designated as parts of the application.



All statements made in an application are, in the absence of fraud, deemed representations and not warranties. No statement will void this Policy or be used in defense of a claim unless it is contained in the application attached to, or considered to have been attached to, this Policy when issued or delivered.

Only the President, a Vice President, or Secretary of the Company can change or waive any provision of this Policy. Any change or waiver must be made in writing.

We may not change or amend this Policy without the Owner's consent except as expressly provided in the Policy. However, we may change or amend this Policy if such change or amendment is necessary for it to comply with any state or federal law, rule, or regulation.

Incontestability

Statements may be used to contest the validity of this Policy or in defense of a claim only if they are contained in the application or in an endorsement or amendment, and a copy of that application, endorsement, or amendment is attached to, or considered to be attached to, the Policy at issue or is made part of the Policy when a change becomes effective.

We will not contest this Policy after it has been in force during the Insured's lifetime for two years from the Issue Date, except for failure to pay premiums.

If this Policy is reinstated, except for failure to pay premiums, it will be incontestable after it has been in force during the Insured's lifetime for two years from the effective date of the Reinstatement. The Incontestability period will be based only on statements in the most recent applications, unless the original contestable period has not yet expired. Any Policy change requiring underwriting will be incontestable after it has been in force during the Insured's lifetime for two years from the effective date of the change; this incontestability period will be limited to the change and the statements provided for the change.

Misstatement of Age and Sex

If the Insured's age or sex has been misstated, we will pay the death benefit that the most recent premium paid would have purchased at the correct age and sex. If the correct age is outside of the issue age ranges, the premium and benefit will be extrapolated.

Suicide Exclusion

If the Insured, while sane or insane, dies by suicide within two years from the Issue Date or date of reinstatement, our liability will be limited to a refund of all premiums paid to us.

Nonparticipating

This Policy is nonparticipating and the Owner will not share in Banner Life Insurance Company's profits or surplus. No dividends are payable on this Policy.

TERMINATION

All coverage under this Policy will terminate at the earliest of:

1. The end of the Grace Period, if as described in the Grace Period provision, the minimum premium due was not received;
2. The date we receive Written Notice at our Administrative Office to terminate the Policy;
3. The date of the Insured's death;
4. The Expiration Date specified in the Policy Schedule; or
5. The date the Owner converts to a new Policy.

OWNER AND BENEFICIARY

The Owner, Contingent Owner, primary Beneficiary, and contingent Beneficiary are as shown in the application, unless later changed by the Owner. The Owner may change the designation of Owner, Contingent Owner, Beneficiary, and contingent Beneficiary during the Insured's lifetime by sending us a signed Written Notice. Any change shall take effect as of the date the Written Notice was signed by the Owner, unless otherwise specified, subject to any payments made or actions taken by us prior to receipt of Written Notice. Any designation of an irrevocable Beneficiary cannot be changed without the written consent of the irrevocable Beneficiary. During the Insured's lifetime, only the Owner may exercise all the rights under the Policy and agree with us, as to changes in the Policy.

If the Insured becomes the Owner, any designation of Contingent Owner is automatically revoked. If the Owner is other than the Insured and the Owner dies during the Insured's lifetime, all rights of the Owner pass to the Contingent Owner, if living or in existence, and the Contingent Owner becomes the Owner. If there is no surviving Contingent Owner, the Owner's estate or successors become the Owner. In the event the Owner is other than an individual, and there are no surviving Contingent Owners or successors to the Owner, then the Insured or the Insured's estate becomes the Owner.

All rights of the Owner are subject to the rights of any assignee and of any irrevocable Beneficiary designation we have on record.

Death of a Beneficiary

Unless otherwise provided in the Beneficiary designation:

1. The interest of any Beneficiary who dies before the Insured will pass to any surviving Beneficiaries according to their respective interests; or
2. If no Beneficiary survives the Insured, the proceeds will be paid to any surviving contingent Beneficiary according to their respective interest. If no Beneficiary or contingent Beneficiary survives the Insured, the proceeds will be paid in one sum to the Owner, if living; otherwise, to the Owner's estate.

If a trust is named as the Owner or Beneficiary of this Policy, the Company will have no obligation to verify that the trust is valid or that a trustee is acting within the scope of that trustee's authority. Any payment to the trust will release the Company from all obligations under this Policy and the Company will have no obligation to ensure that such payment is applied according to the trust agreement.

Assignment of Policy

This Policy may be assigned. We will not be responsible for the validity of an assignment. Written Notice of change must be received by our Administrative Office. Changes shall take effect on the date the notice is signed by the Owner, unless otherwise specified, subject to any payments made or actions taken by the Company prior to receipt of this notice. Payments to any assignee will only be made in a lump sum.

PREMIUMS

Payment of Premiums

The first premium must be paid before any insurance becomes effective. The due date of the first premium is the Policy Date. Each subsequent premium is due on the premium due date(s) shown in the Policy Schedule, and must be paid during the Insured's lifetime. The Owner may change the frequency of the premium payment to any frequency we offer on the date such change is requested. All premiums, after the first, are payable in advance at our Administrative Office. A premium receipt signed by one of our officers will be furnished upon request. In no event may premiums be paid beyond the Expiration Date.

Grace Period

Except for the first premium, we will allow a 31 day grace period after the premium due date to pay each premium. During the Grace Period, the Policy will remain in force. We will send notification of the Grace Period and the minimum premium due to the Owner's last known address, any designated payor, and to any assignee of record at least 30 days prior to the date the Policy is to terminate.



If sufficient premium is not paid, all coverage under this Policy will terminate without value at the end of the Grace Period. Sufficient premium payment sent by U.S. mail must be postmarked within the Grace Period. If death of the Insured occurs during the Grace Period, we will subtract the premium amount required to provide insurance coverage to the end of the Policy month in which the date of death of the Insured occurred from the Death Benefit Proceeds.

Reinstatement

A Policy which terminates in accordance with the Grace Period provision may be reinstated if:

1. Written request for Reinstatement is made within five years after the expiration of the Grace Period and before the Expiration Date of the Policy. The reinstated Policy will be in force from the latter of the date we approve the application for Reinstatement and the date required premiums are paid;
2. The Owner submits a written application;
3. Evidence of the Insured's insurability is received and approved by us; and
4. All due and unpaid premiums, including back payments, with interest payable at an annual rate of 6% are paid.

CHANGE OF PREMIUM

We may, at our sole discretion, change the premium for this Policy after the initial Term Period, exclusive of any riders, subject to the following:

1. The annual renewal premium for this Policy will not exceed the maximum annual renewal premium shown in the Policy Schedule;
2. The premium may not be changed more than once during any 12 month period;
3. We will send the Owner, at the address in our records, a Written Notice of any change in premium at least 30 days before the date on which the change will be effective;
4. Any change of premium will be based on our expectations as to future experience for such elements as persistency, expenses, mortality, taxes, and investment earnings;
5. The modal premium will be calculated on the same basis as used on the Issue Date of this Policy;
6. Any change in premium will be on a uniform basis applying to all policies with the same issue age, sex, rating classification, duration, and plan of insurance as this Policy. A change of health will not cause a change of premium; and
7. Any change in premium will take effect on the Policy anniversary date following the date we make the change.

RENEWAL

Renewability

This Policy may be renewable for additional Term Periods. Evidence of the Insured's insurability need not be furnished. Renewal will occur only if premiums have been paid to the Renewal Date. This Policy, however, will not continue beyond the Expiration Date.

Effective Date of Renewal

The renewal premium must be paid within 31 days of the Renewal Date in order for the renewal to become effective. If the Insured dies during this period, the Policy will be renewed automatically and the portion of the renewal premium required to provide insurance from the premium due date to the end of the Policy month in which the Insured's death occurs will be deducted in the calculation of proceeds payable.

Renewal Premiums

The maximum annual renewal premium rates for this Policy, including riders and benefits, are shown in the Policy Schedule.

Automatic Renewal

This Policy will be automatically renewed on the Renewal Date if:

1. It contains a total disability benefit; and
2. Premiums are being waived to the Renewal Date under such disability benefit.

We will waive renewal premiums as long as the Insured continues to be totally disabled under such total disability benefit.

CONVERSION

This Policy may be converted to a new policy on the Insured's life. Evidence of the Insured's insurability is not required. Any conversion will be subject to the following:

1. Occurring on any premium due date, but not later than the end of the conversion period shown in the Policy Schedule;
2. Receipt of the Owner's written request and application for conversion;
3. Payment of the first premium for the new policy;
4. The Owner returning this Policy to us; and
5. Except for as provided in the Automatic Conversion provision, no conversion shall occur while the Insured is totally disabled under the terms of a total disability benefit.

The new policy will be issued:

1. With the date of conversion as its Policy Date;
2. At the Insured's age on the date of conversion;
3. With the same rating classification as that under this Policy;
4. On any permanent life plan which we, at our sole discretion, make available for conversion and, for the amount converted, we customarily issue on the date of conversion to applicants with the Insured's rating classification;
5. With premiums based on our rates for the rating classification and plan of insurance on the date of conversion;
6. For an amount of insurance not less than our minimum for the plan provided nor greater than the face amount of this Policy on the conversion date. At least one plan of insurance will be available for conversion in an amount equal to the face amount of this Policy on the conversion date;
7. So that the time limit specified in the Incontestability and Suicide provisions of the new policy will be measured from the Issue Date of this Policy; and
8. Subject to any assignment of this Policy received at our office.

The new policy will contain a total disability benefit if:

1. This Policy contains such benefit in force on the date of conversion;
2. On the date of conversion, we customarily issue such benefit to applicants with the Insured's age, sex, and rating classification; and
3. On the date of conversion, we customarily issue such benefit in conjunction with the plan to which the Insured converts.

If more than one type of total disability benefit is available on the date of conversion, the benefit attached to the new policy will be the benefit with the lowest premium.

Automatic Conversion

This Policy will be converted to a permanent life plan selected by us at the end of the conversion period if:

1. This Policy contains a total disability benefit;
2. The Insured is totally disabled under the terms of the disability benefit at the end of the conversion period; and
3. Such disability continued during the six months prior to the end of the conversion period.

The new policy's premiums will be based on the Insured's age on the date this Policy is converted. The new policy will be issued for an amount equal to the face amount on this Policy on the conversion date. Any premium falling due while the Insured continues to be totally disabled will be waived.



DEATH BENEFIT PROCEEDS

The life insurance proceeds payable at the Insured's death will be (1) plus (2) plus (3) minus (4) where:

- (1) Is the face amount of this Policy, shown in the Policy Schedule;
- (2) Is any insurance on the Insured's life provided by riders;
- (3) Is the portion of any premium paid for a period beyond the Policy month in which the Insured's death occurs; and
- (4) Is any premium which is due and unpaid for a period from the premium due date to the end of the Policy month in which the Insured's death occurs.

The payment of interest on the death benefit shall be as follows:

1. Interest will accrue at the rate greater than or equal to the Moody's Corporate Bond Yield Average - Monthly Average Corporate. In determining these effective annual rate or rates, the Company shall use the rate in effect on the date due proof is received by the Company.
2. Interest will accrue at the effective annual rate determined in Item 1 beginning with the date which is the latest of Items (a), (b), and (c) to the date the claim is paid, where it is:
 - a. The date that due proof of death is received by the Company;
 - b. The date the Company receives sufficient information to determine its liability, and the appropriate payee legally entitled to the proceeds; and
 - c. The date that legal impediments to Payment of Proceeds that depend on the action of parties other than the Company are resolved and sufficient evidence of the same is provided to the Company. Legal impediments to payment include, but are not limited to: (i) the establishment of guardianships and conservatorships; (ii) the appointment and qualification of trustees, executors, and administrators; and (iii) the submission of information required to satisfy a state and federal reporting requirements.

We will not pay the death proceeds until we receive all of the following at our Administrative Office:

1. This Policy or a completed and notarized lost policy affidavit;
2. Due proof of death, satisfactory to the Company, that the Insured died while the Policy was in effect;
3. A written claim for the death proceeds completed by the person entitled to proceeds, or an appropriate representative, on a form that we supply; and
4. If this Policy or a policy change or reinstatement is contestable as set forth in the Incontestability provision when the Insured died, an authorization, on a form that we supply, from a person authorized to allow us to obtain and disclose information about the Insured.

We reserve the right to require the return of the Policy at time of settlement.

PAYMENT OF PROCEEDS

When a Policy becomes a claim by the death of the Insured, settlement shall be made upon receipt of due proof of death.

Any amount payable under this contract will be paid in one sum unless otherwise provided. All or part of this sum may be applied to any Payment Option. However, options will not be available if:

1. The net proceeds are less than \$2,500;
2. The amount of each payment is less than \$50; or
3. In the case of Payment Option 1, 2, or 3, the payee is not a natural person receiving payment in his or her own right.

Proceeds left with us may be withdrawn by Written Notice where such right is given. We reserve the right to postpone payment of any withdrawal for as long as six months from the date we receive Written Notice.

We may require evidence of the survival of any payee before any settlement payment payable to the payee is made.

ELECTION OF PAYMENT OPTIONS

By Owner

During the Insured's lifetime, the Owner may elect any Payment Option and may change such election if he or she has reserved the right to do so.

If the Owner elects a Payment Option for the Beneficiary, the Beneficiary may not:

1. Change or cancel the election;
2. Assign or transfer the amount held by us; or
3. Withdraw any future installments or unpaid interest installments unless these rights are granted in the election.

By Beneficiary

If the Owner does not elect a payment option, the Beneficiary may do so after the Insured's death.

Such election by the Beneficiary:

1. Must be made before the payment of any Policy proceeds has been made; and
2. Shall be effective as of the date of the Insured's death.

Conditions of Election

Any election or change must be made by Written Notice to us. No election or change will be effective until we record it.

PAYMENT OPTIONS

The annuity benefits at the time of their commencement will not be less than those that would be provided by the application of the cash surrender value to purchase a single consideration immediate annuity contract at purchase rates offered by the Company at the time to the same class of annuitants whether the annuity benefits are payable in fixed or variable amounts, or both.

The following sections describe the payments options available under this Policy.

Option 1 – At Interest

The proceeds may be left with us to draw interest. Interest may be paid annually, semi-annually, quarterly, or monthly. The first payment will be made at the end of the interest frequency period chosen. The guaranteed interest rate is 1.5%, compounded yearly. Interest shall not be paid beyond the lifetime of one payee except with our consent.

Option 2 – Payments of a Fixed Amount

Under this option, the Company will make monthly payments in the amount chosen until the proceeds and earned interest have been paid in full. The total amount paid each year must be at least 5% of the original proceeds. The length of the payment period will depend on the amount chosen the amount of the proceeds applied, and the amount of interest earned.

Option 3 – Payments for a Fixed Period

We will make payments for a fixed period. The amount of each payment, per \$1,000 of Policy proceeds, will not be less than that shown in Table A. At the payee's death, we will continue to pay the balance of the unpaid payments to the payee's Beneficiary.

Option 4 – Life Income

We will make equal monthly payments during the payee's lifetime, with a minimum period guaranteed (60 or 120 months). Payments will end with the last monthly payment before his or her death. The amount of each payment, per \$1,000 of Policy proceeds, will not be less than that shown in Table B.

Evidence of Survival

We have the right to require satisfactory proof of any payee's age. The right to change options is not available after payments commence under this option.



Basis of Values

The Payment Option tables are based on an interest rate of 1.5% compounded yearly. For options involving lifetime income, mortality rates are based on the 2000A Mortality Table. We may offer more favorable rates than those determined on this basis.

Additional Options

Any proceeds payable under this Policy may be paid under any other method of payment agreed to by us at the time of settlement.

SPECIMEN POLICY

PAYMENT OPTION TABLES

Table A – Monthly Payments for Each \$1,000 of Proceeds

Number of Years	Monthly Payments
5	17.28
6	14.51
7	12.53
8	11.04
9	9.89
10	8.96
11	8.21
12	7.58
13	7.05
14	6.59
15	6.20
16	5.85
17	5.55
18	5.27
19	5.03
20	4.81
21	4.62
22	4.44
23	4.28
24	4.13
25	3.99
26	3.86
27	3.75
28	3.64
29	3.54
30	3.44



Table B, Monthly Payments for Each \$1,000 of Proceeds

Age	LIFE ONLY		LIFE WITH PERIOD CERTAIN			
	Male	Female	5 Years		10 Years	
			Male	Female	Male	Female
50	3.24	3.00	3.24	3.00	3.22	2.99
51	3.32	3.06	3.31	3.06	3.29	3.05
52	3.39	3.13	3.38	3.12	3.36	3.11
53	3.47	3.19	3.46	3.19	3.44	3.18
54	3.55	3.26	3.54	3.26	3.51	3.25
55	3.63	3.34	3.63	3.33	3.60	3.32
56	3.73	3.42	3.72	3.41	3.68	3.39
57	3.82	3.50	3.81	3.49	3.77	3.47
58	3.92	3.59	3.91	3.58	3.87	3.56
59	4.03	3.68	4.02	3.67	3.97	3.64
60	4.15	3.78	4.13	3.77	4.07	3.74
61	4.27	3.88	4.25	3.87	4.19	3.83
62	4.40	3.99	4.38	3.98	4.30	3.94
63	4.54	4.11	4.52	4.09	4.43	4.05
64	4.69	4.23	4.66	4.22	4.55	4.16
65	4.85	4.37	4.81	4.35	4.69	4.28
66	5.02	4.51	4.98	4.49	4.83	4.41
67	5.20	4.66	5.15	4.64	4.98	4.55
68	5.39	4.83	5.33	4.80	5.13	4.69
69	5.60	5.00	5.53	4.97	5.29	4.84
70	5.82	5.19	5.73	5.15	5.45	5.00
71	6.05	5.40	5.95	5.34	5.62	5.17
72	6.30	5.62	6.18	5.55	5.79	5.34
73	6.57	5.85	6.42	5.78	5.96	5.52
74	6.85	6.11	6.67	6.02	6.14	5.71
75	7.15	6.39	6.94	6.28	6.32	5.91
76	7.48	6.69	7.22	6.55	6.51	6.11
77	7.82	7.01	7.52	6.84	6.69	6.31
78	8.19	7.37	7.83	7.16	6.87	6.52
79	8.59	7.75	8.15	7.49	7.05	6.73
80	9.02	8.16	8.49	7.84	7.22	6.93
81	9.47	8.61	8.85	8.21	7.39	7.14
82	9.95	9.09	9.21	8.60	7.56	7.33
83	10.47	9.62	9.59	9.01	7.71	7.52
84	11.02	10.18	9.97	9.44	7.86	7.69
85	11.61	10.80	10.37	9.87	8.00	7.86
86	12.24	11.46	10.76	10.32	8.13	8.01
87	12.91	12.16	11.17	10.77	8.24	8.15
88	13.62	12.92	11.57	11.22	8.35	8.27
89	14.37	13.72	11.97	11.66	8.45	8.38
90	15.17	14.56	12.37	12.10	8.54	8.48
91	16.02	15.43	12.77	12.52	8.61	8.56
92	16.92	16.35	13.16	12.92	8.68	8.64
93	17.87	17.30	13.54	13.31	8.74	8.71
94	18.88	18.30	13.91	13.69	8.80	8.76
95	19.97	19.33	14.28	14.05	8.84	8.81

Income Payments for ages not shown furnished upon request. The values above are based on 1.5% and the 2000A Mortality Table.



ACCELERATED DEATH BENEFIT RIDER

This rider provides for an accelerated death benefit payment to the Owner of the policy during the lifetime of the Insured subject to eligibility requirements. An accelerated death benefit payment, hereafter referred to as an ADB, will reduce the policy's death benefit proceeds otherwise payable and limit the availability of any policy cash surrender value and/or any available loan value. This rider is not intended or designed to provide health, nursing home, or long-term care. There are no restrictions on the use of an ADB.

The policy owner should seek assistance from a tax advisor regarding the tax status of any ADB payment.

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In this Benefit Rider, Banner Life Insurance Company will be referred to as "we", "our" or "us" or "company". The "policy" is the policy to which this rider is attached. Coverage pursuant to this rider begins on the same date as the coverage for the policy. This rider is subject to all terms and conditions of the policy, except as provided in this rider. The rider is made part of the policy on the policy issue date. For purposes of this rider, the insured is as defined in the policy.

BENEFIT

We will make an accelerated death payment subject to the provisions of this rider. An ADB payment will require:

1. The Owner's written request, sent to our home office, for an ADB payment.
2. Proof that is acceptable to us that the Owner is eligible for receipt of an ADB payment.
3. A signed acknowledgement of concurrence for payment from all irrevocable beneficiaries and any assignee on the policy. If the company paying the ADB is itself the assignee under the policy, no signed acknowledgement is required.
4. A full release of any collateral assignment of the policy with the exception of collateral assignment to the company.
5. That, if the policy is a term insurance, it cannot have less than twelve months remaining until the maturity date on the date that payment is to be made.
6. That the policy has not been voided and is not being contested.

The ADB will be paid to the Owner or Owner's estate while the insured is living, unless the benefit has been otherwise assigned or designated by the Owner. The payment of the accelerated death benefit is due immediately upon receipt of the due written proof sufficient by the company to confirm eligibility for the ADB.

We will not make an ADB if the policy is being continued as extended term insurance or reduced paid-up insurance on the date payment is to be made.

BENEFIT LIMITS

The maximum accelerated death benefit is the lesser of:

1. 75% of the policy's primary death benefit as determined on the date that the company approves payment of the ADB; and
2. \$500,000.

This amount is further reduced by any outstanding policy loan, with accrued interest, on the date of payment of the ADB.

ADB ELIGIBILITY REQUIREMENTS

To be eligible for an ADB payment the Owner must provide to us:

1. evidence acceptable to us that the Insured is living and has a medical condition that is reasonably expected to result in a life expectancy of twelve months or less; this evidence must include, but is not limited to, certification by a physician that we approve who is licensed to practice medicine in the United States or Canada and is acting within the scope of that license.



2. evidence that election of this benefit is voluntary and without coercion on the part of any third party, including any creditor or government agency.
3. evidence that only one of the Insureds is living, if the policy is a last survivor policy.

Additionally, the company has the right to require a second or third medical opinion to confirm benefit eligibility. Such second and third opinions are at the company's expense. The second medical opinion may include a physical examination by a physician designated by the company. In the case of conflicting opinions, eligibility for benefits shall be determined by a third medical opinion that is provided by a physician that is mutually acceptable to the Owner and the Company.

EFFECT OF THE ACCELERATED DEATH BENEFIT

The ADB will be treated as a lien against the policy's death benefit. Such lien will limit the availability of any surrender benefit and any future policy loans, policy withdrawals or policy surrenders.

Prior to, and concurrent with, the election to receive an ADB, the owner and irrevocable beneficiary will be given a statement demonstrating the effect of an ADB on the policy's cash surrender values, death benefit, and policy loans.

The lien amount will at any time equal:

1. the amount of the ADB payment to the owner; plus
2. the administrative fee; plus
3. the amount of any premium required to remove the policy from the grace period; plus
4. any unpaid required premiums added to the lien as described below; plus
5. accrued lien interest charges as described below.

For the amount of the lien equal to the policy's cash surrender value at the time the lien is in effect, interest will be charged at the policy loan interest rate stated in the policy. For the amount of the lien in excess of such cash surrender value, interest will be charged at a rate that is no greater than the greater of:

1. the current yield on a 90-day treasury bill on the date of the ADB payment; and
2. the current maximum adjustable policy loan interest rate allowed by law on the date of payment in the state in which the policy was delivered.

After the company makes an ADB payment, the Owner will be liable for premium payments required to keep the policy, and applicable riders, in force through the date of death of the Insured. Any such premium payments, if not paid to the company, will be added to the lien. Cost of insurance charges, if applicable, will continue to be charged against the policy (unless being waived because of a waiver of monthly deduction benefit that is in effect). Waiver of premium benefits, if in effect following payment of an ADB, will continue to apply.

Subsequent to payment of an ADB, upon the death of the insured the proceeds payable will equal the death benefit proceeds, as defined in the policy, less the total lien in effect at the date death.

If the policy has an accidental death benefit provision, that provision shall not be affected by the payment of the accelerated death benefit.

ADDITIONAL PROVISIONS

There is no premium or cost of insurance charge for this rider. However, an administrative fee that will not exceed \$100 will apply at the time the ADB is paid and it will be added to the lien.

The policy's primary death benefit is the death benefit provided by the policy. It does not include any accidental death benefits, the death benefit provided by any riders, or death benefits payable due to the death of anyone other than the Insured. If the policy does not provide for policy loans, the loan value is defined as zero. If the policy does not provide cash surrender values, the cash surrender value is defined as zero.

INCONTESTABILITY

The policy's incontestability provision will apply to this rider.

PAYMENT OPTIONS

The ADB will be payable to the Owner as a lump sum payment.

If the policy has a cash surrender value, the available ADB will be at least 75% of any such cash surrender value, where such cash surrender value reflects the deduction of any outstanding policy indebtedness.

If the insured dies after the owner elects to receive an ADB, but before the Owner receives such benefits, the election is cancelled and the death benefit is paid pursuant to the policy.

REINSTATEMENT

The policy's reinstatement provision will apply to this rider.

TERMINATION

This rider will terminate on the earliest of:

1. the date of maturity or termination of the policy;
2. when a nonforfeiture option has become effective under the policy; or
3. at the date the Owner's written request for termination is signed; this request must be received in our home office.

If at any time the total lien amount equals or exceeds the policy's death benefit proceeds as defined in the policy, the policy will terminate. Termination will occur 31 days after the company has mailed a notice of termination to the last known address of the Owner, unless all or part of the lien amount is repaid with 31 days after the notice is mailed. We will accept a partial repayment only if the death benefit proceeds of the policy would exceed the lien amount after the partial repayment is applied.

Termination shall not prejudice the payment of benefits if the insured became eligible for an ADB while the policy was in force.

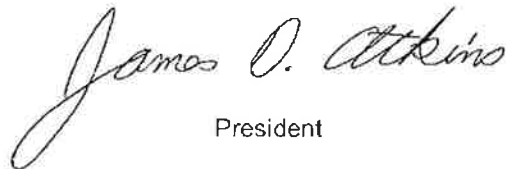
This rider is subject to the conditions of this policy. Where a conflict between the rider and the policy exists, the conditions of the rider will control.

The issue date of this benefit is the policy date, or a later date if shown here.

Signed for us at our home office in Frederick, Maryland.



Secretary



President



SPECIMEN POLICY



SPECIMEN POLICY

➤ **Level Benefit Term Policy to Age 95**

A change of premium provision is applicable subject to Guaranteed Maximum Premiums

The face amount is payable at death while the Policy is in force prior to Expiration Date

Nonlevel Premiums are payable as shown in the Policy Schedule to the Expiration Date or until the death of the Insured

This Policy is renewable to the Expiration Date

This Policy is convertible to the end of the conversion period

This Policy is nonparticipating and no dividends are payable



STATEMENT OF POLICY COST AND BENEFIT INFORMATION FOR POLICY GBXXXXXXX

ANY CORRESPONDENCE REGARDING THIS POLICY SUMMARY MAY BE FORWARDED EITHER TO OUR HOME OFFICE OR TO THE AGENT LISTED BELOW:

PREPARED BY:

BANNER LIFE INSURANCE COMPANY
3275 BENNETT CREEK AVENUE
FREDERICK, MD 21704

AGENT:

RICHARD GARY ESKIN
C/O DYE & ESKIN INC
1324 VINCENT PLACE
MCLEAN, VA 22101

THIS POLICY SUMMARY WAS PREPARED ON JUNE 01, 2018 FOR THE LIFE OF

[Insured Name] (MALE) ISSUE AGE 54.

YOUR COVERAGE CONSISTS OF A RENEWABLE AND CONVERTIBLE TERM POLICY WITH CHANGE OF PREMIUM AND EXCHANGE PROVISIONS. THE TOTAL ANNUAL PREMIUM WILL INCLUDE THE COST FOR WAIVER OF PREMIUM BENEFIT, ACCIDENTAL DEATH BENEFIT, OR RATED EXTRAS IF ISSUED IN YOUR POLICY.

AGE	YEAR	ANNUAL PREMIUMS CURRENT	CUMULATIVE PREMIUMS CURRENT	ANNUAL PREMIUMS GUAR MAX	CUMULATIVE PREMIUMS GUAR MAX	FACE AMOUNT OF INSURANCE
54	1	225.81	225.81	225.81	225.81	75,456
55	2	264.30	490.11	264.30	490.11	75,456
56	3	296.74	786.85	296.74	786.85	75,456
57	4	327.68	1,114.53	327.68	1,114.53	75,456
58	5	373.71	1,488.24	373.71	1,488.24	75,456
59	6	418.23	1,906.47	418.23	1,906.47	75,456
60	7	467.27	2,373.74	467.27	2,373.74	75,456
61	8	515.56	2,889.30	515.56	2,889.30	75,456
62	9	575.17	3,464.47	575.17	3,464.47	75,456
63	10	625.73	4,090.20	625.73	4,090.20	75,456
64	11	613.66	4,703.86	613.66	4,703.86	75,456
65	12	611.39	5,315.25	611.39	5,315.25	75,456
66	13	667.23	5,982.48	667.23	5,982.48	75,456
67	14	726.84	6,709.32	726.84	6,709.32	75,456
68	15	816.63	7,525.95	816.63	7,525.95	75,456
69	16	1,094.31	8,620.26	1,094.31	8,620.26	75,456
70	17	1,320.68	9,940.94	1,320.68	9,940.94	75,456
71	18	1,639.86	11,580.80	1,639.86	11,580.80	75,456
72	19	1,971.86	13,552.66	1,971.86	13,552.66	75,456
73	20	2,306.13	15,858.79	2,306.13	15,858.79	75,456
74	21	2,318.21	18,177.00	2,318.21	18,177.00	75,456
75	22	2,347.64	20,524.64	2,347.64	20,524.64	75,456
76	23	2,364.24	22,888.88	2,364.24	22,888.88	75,456
77	24	2,385.36	25,274.24	2,385.36	25,274.24	75,456
78	25	2,659.27	27,933.51	2,659.27	27,933.51	75,456
79	26	3,041.08	30,974.59	3,041.08	30,974.59	75,456
80	27	3,520.98	34,495.57	3,520.98	34,495.57	75,456
81	28	4,005.40	38,500.97	4,005.40	38,500.97	75,456
82	29	4,416.64	42,917.61	4,416.64	42,917.61	75,456
83	30	4,849.76	47,767.37	4,849.76	47,767.37	75,456

LIFE INSURANCE COST INDICES:

	CURRENT PREMIUM		GUARANTEED PREMIUM	
	10 YEAR	20 YEAR	10 YEAR	20 YEAR
SURRENDER COST INDEX	5.19	8.77	10.27	20.64
NET PAYMENT INDEX	5.19	8.77	10.27	20.64

AN EXPLANATION OF THE INTENDED USE OF THESE INDICES IS PROVIDED IN THE LIFE INSURANCE BUYER'S GUIDE. THESE INDICES ARE USEFUL ONLY FOR THE COMPARISON OF RELATIVE COSTS OF TWO OR MORE SIMILAR POLICIES.





Banner Life Insurance Company
3275 Bennett Creek Avenue
Frederick, Maryland 21704
800-638-8428
www.LGAmerica.com

Privacy Policy

LEGAL & GENERAL AMERICA PRIVACY POLICY

Your privacy is important to us.

Your privacy is important to us. At Legal & General America (Banner Life Insurance Company, William Penn Life Insurance Company of New York, and Legal & General America Retirement Services, Banner's retirement division), we understand that the information you provide to us or we collect about you is private. This privacy policy is provided to you so that you will understand what Legal & General America does with the personal information you provide to us and the measures we take to protect your privacy.

Who has access to INSURANCE policy customer information?

The information that you provide to us is used for company purposes only. Our employees and independent agents of Legal & General America have access to your information, and are authorized to review it, only for the purposes of carrying out their official duties and responsibilities. Our employees and independent agents are required to keep customer information confidential.

Who has access to ANNUITY customer information?

The information that is provided to us is used for company purposes only. Our employees have access to your information, and are authorized to review it, only for the purposes of carrying out their official duties and responsibilities. Our employees are required to keep customer information confidential.

Why does Legal & General America collect and maintain information?

As regulated insurance carriers, the Legal & General America companies are required by state laws and regulations to collect and maintain certain information about our customers. The information we collect also enables us to provide you with services and products that meet your individual needs and to provide you with the high level of customer care that you have come to expect from Legal & General America.

What type of information does Legal & General America collect and maintain?

We collect and maintain various types of information about our customers. The types of personal information we collect and share depend on the product or service you have with us. This information can include:

- Information that you submit to us, such as your name, address, telephone number, and Social Security Number.
- Information about your transactions, such as payment history and account balance.
- Information from non-affiliated third parties about your medical, employment and income history; banking relationships; your assets and liabilities and your driving record.
- Information from consumer reporting agencies about your credit history.
- Information about you that may be derived from your visits to Legal & General America's website (www.LGAmerica.com).



Does Legal & General America disclose customer information to, or share customer information with, outsiders?

We do not disclose any non-public personal financial or any non-public personal medical information about our customers or former customers to anyone, except as permitted or required by law.

As allowed by law, we may from time to time share non-public personal financial information with a non-affiliated third party that performs services or functions on our behalf. These services or functions may include marketing of our own products and services; or financial products or services offered pursuant to a joint agreement between us and one or more financial institutions.

If our privacy policy changes in any material respect, we will notify you of such change as required by law.

How can you contact Legal & General America if you have privacy questions?

If you have any questions about the privacy of your information, you can contact our Customer Service Department.

If you have a Banner insurance policy, contact:

Banner Customer Service
Call: 800-638-8428 Toll Free
Fax: 301-294-6960
Hours: 8:00-5:00 ET, Monday - Friday
3275 Bennett Creek Avenue
Frederick, Maryland 21704

If you have a William Penn insurance policy, contact:

William Penn Customer Service
Call: 800-346-4773 Toll Free
Fax: 516-229-3081
Hours: 8:30-4:45 ET, Monday - Friday
3275 Bennett Creek Avenue
Frederick, Maryland 21704

If you have a Banner retirement annuity, contact:

Retirement Customer Service
Call: 800-664-6129 Toll Free
Fax: 301-810-4889
Hours: 9:00-6:00 ET, Monday - Friday
3275 Bennett Creek Avenue
Frederick, Maryland 21704

We are in the business of maintaining long-term relationships, and we know there is no quicker way to lose trust than to misuse information.

Legal & General America Companies

This notice is provided by: Legal & General America, Banner Life Insurance Company, and William Penn Life Insurance Company of New York.

LIFE INSURANCE BUYER'S GUIDE

This guide can show you how to save money when you shop for life insurance.

IT HELPS YOU TO:



Buy life insurance



Decide how much you need



Find a low cost policy



Things to remember

The National Association of Insurance Commissioners is an association of state insurance regulatory officials. This association helps the various Insurance Departments coordinate insurance laws for the benefit of all consumers.

This guide does not endorse any company or policy.

Prepared by the National Association of Insurance Commissioners.
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Banner Life Insurance Company
3275 Bennett Creek Avenue
Frederick, Maryland 21704
800-638-8428
www.LGAmerica.com





Buying Life Insurance

When you buy life insurance, you want coverage that fits your needs and doesn't cost too much.

First, decide how much you need -- and for how long -- and what you can afford to pay.

Next, find out what kinds of policies are available to meet your needs and pick the one that best suits you.

Then, find out what different companies charge for that kind of policy -- for the amount of insurance you want. You can find important cost differences between life insurance policies by using cost comparison indexes as described in this guide.

It makes good sense to ask a life insurance agent or company to help you. An agent can be particularly useful in reviewing your insurance needs and in giving you information about the kinds of policies that are available. If one kind doesn't seem to fit your needs, ask about others.

This guide provides only basic information. You can get more facts from a life insurance agent or company or at your public library.

What About Your Present Policy?

Think twice before dropping a life insurance policy you already have to buy a new one.

- It can be costly because much of what you paid in the early years of the policy you now have was used for the company's expense of selling and issuing the policy. This expense will be incurred again for a new policy.
- If you are older or your health has changed, premiums for the new policy will often be higher.
- You may have valuable rights and benefits in your present policy that are not in the new one.
- You might be able to change your present policy or even add to it to get the coverage or benefits you now want.

Check with the agent or company that issued your present policy -- get both sides of the story. In any case, don't give up your present policy until you are covered by a new one.



How Much Do You Need?

To decide how much life insurance you need, figure out what your dependents would have if you were to die now, and what they would actually need. Your new policy should come as close to making up the difference as you can afford.

In figuring what you **have**, count your present insurance -- including any group insurance where you work, social security or veteran's insurance. Add other assets you have -- savings, investments, real estate, and personal property.

In figuring what you **need**, think of income for your dependents -- for family living expenses, educational costs and any other future needs. Think also of cash needs -- for the expenses of a final illness and for paying taxes, mortgages or other debts.



What Is The Right Kind?

All life insurance policies agree to pay an amount of money when you die. But all policies are not the same. Some provide permanent coverage and others temporary coverage. Some build up cash values and others do not. Some policies combine different kinds of insurance, and others let you change from one kind of insurance to another. Your choice should be based on your needs and what you can afford.

A wide variety of plans is being offered today. Here is a brief description of two basic kinds -- term and whole life -- and some combinations and variations. You can get detailed information from a life insurance agent or company.

Term Insurance covers you for a *term* of one or more years. It pays a death benefit only if you die in that term. Term insurance generally provides the largest immediate death protection for your premium dollar.

Most term insurance policies are *renewable* for one or more additional terms, even if your health has changed. Each time you renew the policy for a new term, premiums will be higher. Check the premiums at older ages and how long the policy can be continued.

Many term insurance policies can be traded before the end of a conversion period for a whole life policy -- even if you are not in good health. Premiums for the new policy will be higher than you have been paying for the term insurance.

Whole Life Insurance covers you for as long as you live. The most common type is called *straight life* or *ordinary life* insurance -- you pay the same premiums for as long as you live. These premiums can be several times higher than you would pay at first for the same amount of term insurance. But they are smaller than the premiums you would eventually pay if you were to keep renewing a term policy until your later years.

Some whole life policies let you pay premiums for a shorter period such as 20 years, or until age 65. Premiums for these policies are higher than for ordinary life insurance since the premium payments are squeezed into a shorter period.

Whole life policies develop cash values. If you stop paying premiums, you can take the cash - or you can use the cash value to buy continuing insurance protection for a limited time or a reduced amount. (Some term policies that provide coverage for a long period also have cash values.)

You may borrow against the cash values by taking a policy loan. Any loan and interest on the loan that you do not pay back will be deducted from the benefits if you die, or from the cash value if you stop paying premiums.

Combinations and Variations

You can combine different kinds of insurance. For example, you can buy whole life insurance for lifetime coverage and add term insurance for the period of your greatest insurance need. Usually the term insurance is on your life -- but it can also be bought for your spouse or children.

Endowment insurance policies pay a sum or income to you if you live to a certain age. If you die before then, the death benefit is paid to the person you named as beneficiary.

Other policies may have special features which allow flexibility as to premiums and coverage. Some let you choose the death benefit you want and the premium amount you can pay. The kind of insurance and coverage period are determined by these choices.

One kind of flexible premium policy, often called universal/life, lets you vary your premium payments every year, and even skip a payment if you wish. The premiums you pay (less expense charges) go into a policy account that earns interest, and charges for the insurance are deducted from the account. Here, insurance continues as long as there is enough money in the account to pay the insurance charges.

Variable life is a special kind of insurance where the death benefits and cash values depend upon investment performance of one or more separate accounts. Be sure to get the prospectus provided by the company when buying this kind of policy. The method of cost comparison outlined in this Guide does not apply to policies of this kind.



Life Insurance Illustrations

You may be thinking of buying a policy where cash values, death benefits or premiums may vary based on events or situations the company does not guarantee (such as interest rates). If so, you may get an illustration from the agent or company that helps explain how the policy works. The illustration will show how the benefits that are not guaranteed will change as interest rates and other factors change. The illustration will show you what the company guarantees. It will show you what could happen in the future. Remember that nobody knows what will happen in the future. You should be ready to adjust your financial plans if the cash value does not increase as quickly as shown in the illustration.



Finding a Low Cost Policy

After you have decided which kind of life insurance is best for you, compare similar policies from different companies to find which one is likely to give you the best value for your money. A simple comparison of the premiums is not enough. There are other things to consider. For example:



- Do premiums or benefits vary from year to year?
- How much cash value builds up under the policy?
- What part of the premiums or benefits is not guaranteed?
- What is the effect of interest on money paid and received at different times on the policy?

Cost Comparison Index numbers, which you get from life insurance agents or companies, take these sorts of items into account and can point the way to better buys.

Cost Comparison Indexes

There are two types of cost comparison index numbers. Both assume you will live and pay premiums for the next 10 or 20 years.

1. *The Surrender Cost Comparison Index* helps you compare costs over a 10 or 20 year period assuming you give up (surrender) the policy and take its cash value at the end of the period. It is useful if you consider the level of cash values to be of special importance to you.
2. *The Net Payment Cost Comparison Index* helps you compare costs over a 10 or 20 year period assuming you will continue to pay premiums on your policy and do not take its cash value. It is useful if your main concern is the benefits that are to be paid at your death.

The two index numbers are the same for a policy without cash values.

Guaranteed and Illustrated Figures

Many policies provide benefits on a more favorable basis than the minimum guaranteed basis in the policy. They may do this by paying dividends, or by charging less than the maximum premium specified. Or they may do this in other ways, such as by providing higher cash values or death benefits than the minimums guaranteed in the policy. In these cases the index numbers are shown on both a guaranteed and currently illustrated basis. The currently illustrated basis reflects the company's current scale of dividends, premiums or benefits. These scales can be changed after the policy is issued, so that the actual dividends, premiums or benefits over the years can be higher or lower than those assumed in the indexes on the currently illustrated basis.

Some policies are sold only on a guaranteed or fixed cost basis. These policies do not pay dividends; the premiums and benefits are fixed at the time you buy the policy and will not change.

Using Cost Companions Indexes

The most important thing to remember is that a policy with smaller index numbers is generally a better buy than a similar policy with larger index numbers.

Compare index numbers only for similar policies -those which provide essentially the same benefits, with premiums payable for the same length of time. Make sure they are for your age, and for the kind of policy and amount you intend to buy. Remember that no one company offers the lowest cost at all ages for all kinds and amounts of insurance.

Small differences in index numbers should be disregarded, particularly where there are dividends or nonguaranteed premiums or benefits. Also, small differences could easily be offset by other policy features, or differences in the quality of service from the agent or company. When you find small differences in the indexes, your choice should be based on something other than cost.

Finally, keep in mind that index numbers cannot tell you the whole story. You should also consider.

- The pattern of policy benefits. Some policies have low cash values in the early years that build rapidly later on. Other policies have a more level cash value build-up. A year-by-year display of values and benefits can be very helpful. (The agent or company will give you a Policy Summary that will show benefits and premiums for selected years.)
- Any special policy features may be particularly suited to your needs.
- The methods by which nonguaranteed values are calculated. For example, interest rates are an important factor in determining policy dividends. In some companies dividends reflect the average interest earnings on all policies whenever issued. In others, the dividends for policies issued in a recent year, or a group of years, reflect the interest earnings on those policies; in this case, dividends are likely to change more rapidly when interest rates change.



Things To Remember

- Review your particular insurance needs and circumstances. Choose the kind of policy with benefits that most closely fit your needs. Ask an agent or company to help you.
- Be sure that the premiums are within your ability to pay. Don't look only at the initial premium, but take account of any later premium increase.
- Ask about cost comparison index numbers and check several companies which offer similar policies. Remember, smaller index numbers generally represent a better buy.
- Don't buy life insurance unless you intend to stick with it. It can be very costly if you quit during the early years of the policy.
- Read your policy carefully. Ask your agent or company about anything that is not clear to you.
- Review your life insurance program with your agent or company every few years to keep up with changes in your income and your needs.

SPECIMEN POLICY

