

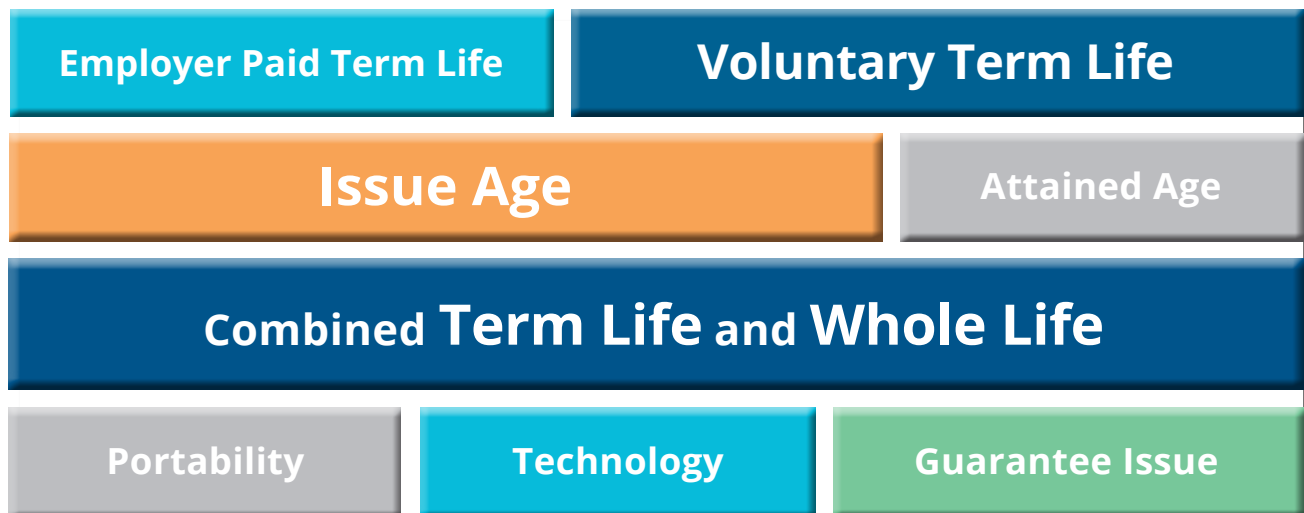
Term Life Insurance ●●●

Providing peace of mind during life's most difficult times

At Boston Mutual Life, we are here to make the process **of buying term life insurance simple** and **affordable**. When life's most challenging moments arise, we are here to assist.



What strategy works best for your clients? ●●●



Did you know ●●●



"Workers show a very consistent preference for 'issue age' pricing, where initial premiums might be higher but stay level over time, rather than "attained age" rates that start lower but increase with age...predictable expenses that employees know they will be able to afford in the future."

Beyond the Spreadsheet - Which Benefit Features Really Matter to Employees - 2020, LIMRA

Term Life Plan Options

EMPLOYER PAID COVERAGE	VOLUNTARY TERM LIFE
Employer Choice: The employer selects the plan and determines the amount of coverage for their employees.	Employee Choice: The employee elects the amount of coverage they need for themselves and their family.
Accommodating Benefit Schedules: Salary Based; Length of Service; Occupation; Flat Amount.	Issue Age or Attained Age pricing options.
Competitive Plan Maximums	Competitive Plan Maximums
Guarantee Issue	Guarantee Issue: Generous amounts based on group size.
Bundling can help create more favorable pricing.	Bundling can help offset employer paid benefits.

Benefit highlights

- ✓ **Dependent Coverage:** Available for spouse and children.
- ✓ **Waiver of Premium:** Life insurance is continued without premium payments for employees who become totally disabled.
- ✓ **Accelerated Death Benefit:** Available to insured employees with a life expectancy of 12 months or less, allowing them to collect a percentage of their life insurance benefit early. The remaining benefit is then payable to the beneficiary.
- ✓ **Portability:** Offers insured employees and their dependents the opportunity to continue their term life insurance upon leaving employment (*up to age 65). Boston Mutual Life bills for premium directly to the former employees.
- ✓ **Conversion:** Allows insured employees and their dependents to convert their term life insurance to a whole life policy without evidence of insurability within 31 days of termination from employment.
- ✓ **Bereavement Counseling:** Available to all eligible employees and their families.

Accidental Death & Dismemberment provisions

- ✓ The AD&D benefit can be an **optional** rider offered by the employer.
- ✓ **24 hour** coverage.
- ✓ **Education Benefit:** Payable in the event of an insured employees' accidental death. This benefit provides each qualified dependent a percentage of the employee's life insurance for up to four years.
- ✓ **Seat Belt Benefit:** An additional 50% of the AD&D benefit is payable if the insured's death is the result of an automobile accident while the insured was wearing a properly secured seat belt.
- ✓ **Repatriation of Remains Benefit:** Payable up to \$5,000 to cover expenses occurred to return the body if the insured's accidental death occurs 100 miles outside of his/her primary residence.

* Not all benefits/riders available in all states. State variations may apply.

Term Life *re-imagined* ...

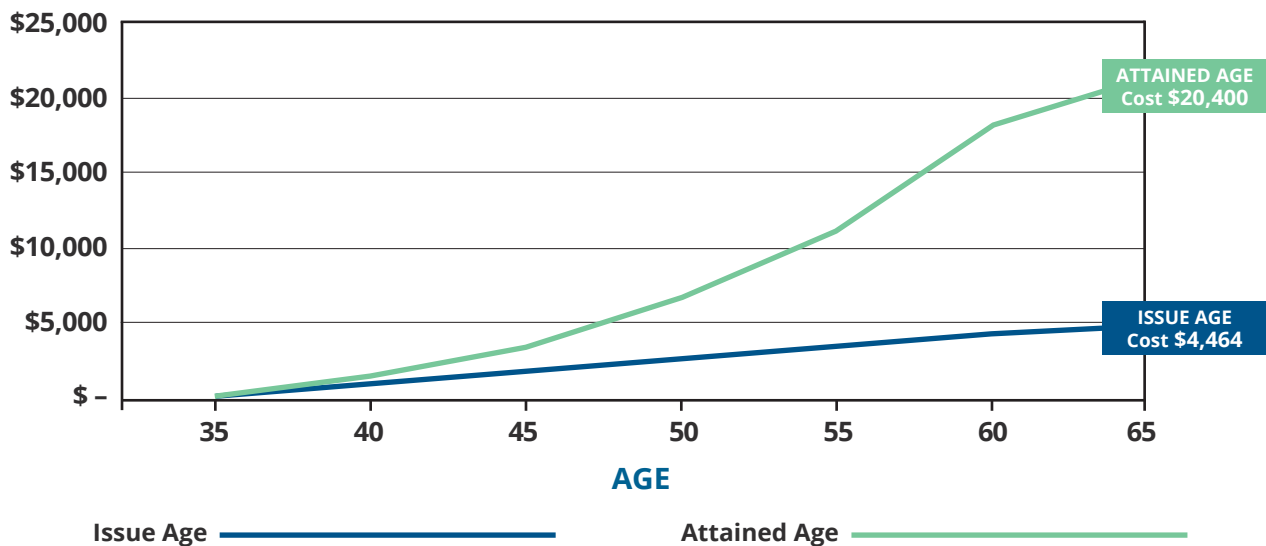
At last... A term life plan where employees are able to lock into their age bands!

Introducing ISSUE AGE Voluntary Term

- ✓ **Issue age** pricing means the **employee/spouse rates do not change with age.**
- ✓ Future **buy-ups** on term life are based upon the **original age band** at which the participant enrolled regardless of their current age.
- ✓ **All dependent children** are covered at one low cost.
- ✓ **Ease of administration.**
- ✓ **Guarantee issue** coverage for the entire family.
- ✓ **Portable** (*as term life*) or **Convertible** (*as whole life*).

Issue Age vs. Attained Age ...

COST



Example: Potential cost savings for a 35-year-old, electing **\$100,000** of term life protection.

Potential Issue Age Savings...\$15,936



A Winning Combination . . .

Term life plan with a whole life plan

Help employees take care of their life insurance needs, at all stages of their life. Combining a term life plan with a whole life plan ensures they have two powerful life insurance plans working hard for them, throughout their lives.

Why people buy life insurance? . . .

- ✓ Replace income
- ✓ Burial/final expenses
- ✓ Wealth transfer
- ✓ To guarantee mortgage pay-off
- ✓ Funds for college education
- ✓ Replace another policy
- ✓ Supplement group coverage

According to LIMRA Who Buys What and Why - 2017 Individual Life Insurance Survey

Did you know . . .

- ✓ Employees have the ability to **lock into their age band on both coverages** – term life and whole life.
- ✓ Term life is a **low cost option** that allows for the purchase of **high benefit amounts**, while employees are actively at work.
- ✓ Whole life **builds cash value** and will be there even in **retirement**. Face amounts and cost will always remain the same.

*Whether you choose Boston Mutual Life's traditional attained age term life or our unique issue age term life, as a **buy-up** from an employer paid term life offering, a **stand-alone voluntary benefit** or a **complement to a permanent life plan**...you can be assured that you are providing your clients and their employees a creative, competitive approach to life insurance.*



FAMILY MATTERS. NO MATTER WHAT.®

120 Royall Street, Canton, MA 02021 | 800.669.2668 | www.bostonmutual.com



/bostonmutuallifeins



/company/boston-mutual-life-insurance