

3 Quick Sales Ideas

2 Policies Are Better Than 1

IDEA #1

Policies: Secure Lifetime GUL 3 + AG Select-a-Term®
Objective: Maximize working years coverage with ROP and remaining LTC coverage in retirement

During the working years, this two policy solution delivers higher death benefit coverage when you most need it for replacing income for loved ones while offering coverage for chronic illness needs through the Accelerated Access Solution® (AAS) Rider.

At retirement, when income replacement death benefit needs are not as great, the Lifestyle Income Solution® (LIS) will return ALL PREMIUMS PAID on BOTH the AG Select-A-Term and the Secure Lifetime GUL 3 policy over a 10 year period. Pay a premium near or equivalent to an ROP term policy and like ROP 30 year term, receive all premiums paid back. Unlike ROP Term, there is a meaningful death benefit and chronic illness coverage remaining.

EXAMPLE

George, age 55, is preferred NT and has a \$5M insurance policy need but he probably won't need \$5M indefinitely. He would prefer to not pay premiums during his retirement years and would like an option of turning his life policy into positive cash flow. Using the Lifestyle Income Solution (LIS) Rider, here is what would be presented assuming that the Secure Lifetime policy is paid up at age 75.

2 POLICY SOLUTION ^{1,2}		
\$2M Secure Lifetime GUL 3	Asset Protector Premium	\$35,361
\$3M 20 yr SAT	20 yr Term Premium	\$9,934
	Total Annual Premium	\$45,295
	X 20 Years	\$905,900
	LIS @ 75, Age 76-85	\$907,500
Receive back all "guaranteed" paid premium and still have Remaining DB		\$200,000



SUMMARY

With a two policy solution George would pay a little more per year versus an ROP term but he would recoup all of his premium expenses over a 10 year period.

George can access up to \$16,667³ per month of chronic illness benefit for 12 months or maintain the \$200,000 death benefit.

IDEA #2

Policies: 2 Secure Lifetime GUL 3
Objective: Double Guaranteed Income Duration

Asset Protector is a unique suite of riders that allows your clients to accelerate their death benefit for either Chronic Illness or supplemental retirement income. *You can be your own beneficiary!* There is only one limitation...you must take the income over a 10-year duration and the income taken prior to age 85 will be received on a prorated basis. So, if one policy is limited to 10 years of income just take out two policies to ladder for 20 years of guaranteed income!

EXAMPLE

Jonathan, age 45, qualifies for preferred NT rates and takes out a single Secure Lifetime GUL 3 policy for \$1M. Assuming he has the Accelerated Access Solution (AAS) for 2% monthly and 50% of the DB, he will have an annual premium of \$11,563. He can then take out \$100K per year from ages 86-95 or a lesser pro-rated amount if he chooses to start the income earlier. Or, he could take out two \$500K policies with the same AAS benefit as the original, for a total premium outlay of \$12,424. Now, he can have one policy providing guaranteed annualized income of \$30K from ages 76-85 and another with guaranteed annual income of \$50K from ages 86-95.



SUMMARY

For just over \$800 of additional annual premium we've now doubled the guaranteed income duration by simply taking out two policies. This \$1M "pool" isn't just for retirement income as it can also be accelerated for Chronic Illness or cognitive impairment. Whatever portion isn't accelerated for retirement or Chronic Illness will pass on to your beneficiary income-tax free (based on current federal income tax law).

IDEA #3

Policies: 2 AG Secure Survivor GUL II

Objective: Reduce Risk of Over Coverage

A need for \$10M of survivorship coverage today may look different tomorrow based on changes in estate tax, financial issues, or any other number of issues that may require you to reduce your total coverage. Today, AG Secure Survivor GUL II with 100% Return of Premium (ROP) in year 15 offers your client the flexibility to deal with change.

EXAMPLE

Ernest, a 65 year old male and Sandra, a 60 year old female are both standard non-tobacco classes. They currently have a \$10M insurance need that would cost \$123,597 per year for a single policy guaranteed to age 105

2 SECURE SURVIVOR POLICIES SOLUTION ¹		
Policy 1	Age 105 Premium	\$61,867
Policy 2	Age 105 Premium	\$61,867
	Total Annual Premium	\$123,734
Policy 1	Surrender ROP In Year 15	\$928,008
Policy 2	Single Pay in Year 16 to Maintain Age 105 Guarantee	\$740,000
	Remaining ROP	\$188,000
	Death Benefit Yrs 16+	\$5,000,000

SUMMARY

There are fixed portions of the premium to each policy but on this plan they're minimal. The total cost of owning two policies, in this example, went up by \$137 or only 0.11%. Now, in year 15, your client can surrender one of the \$5M policies and receive the \$928K Return of Premium (ROP). If the choice is made to no longer pay premiums on the remaining \$5M policy the policy holder would just need to pay \$740K as a lump sum which would still leave them with \$188K of ROP and no future premiums due.



EXAMPLES PROVIDED IN THIS MATERIAL ARE HYPOTHETICAL REPRESENTATIONS FOR ILLUSTRATIVE PURPOSES ONLY.



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¹ This supplemental illustration must be preceded or accompanied by a basic illustration for the product described in this material. Please see the basic illustration regarding guaranteed and nonguaranteed elements of the policy, including surrender values, accumulation values, loans, withdrawals, death benefits and other important information.

² SAT Premium rate current as of 10/22/2015; rates may vary by state. Premiums available for other rate classes, ages and payment plans. Premium charges depend on evidence of insurability. Premiums increase at the end of the guaranteed term if policy is renewed. Death benefit remains level.

³ This assumes an increase in the IRS maximum per diem amount, since currently that would only allow \$9,900 per month.

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Policies issued by American General Life Insurance Company (AGL). Policy form numbers 15442, ICC15-15442, 13239, ICC13-13239, 07007, ICC10-07007; rider form numbers 15972, 13600, ICC13-13600, 15600, ICC15-15600, 15990, ICC15-15990 except in New York, where issued by the United States Life Insurance Company in the City of New York (US Life), Policy Form Number 09007N. Guarantees are backed by the claims paying ability of the issuing insurance company. AGL does not solicit business in New York. Products may not be available in all states and product features may vary by state. State variations may apply. Please refer to the policy for complete details. There may be a charge for each rider selected. See rider for details regarding the benefit descriptions, limitations and exclusions.

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SALES IDEA

Policies: **Secure Lifetime GUL 3 + AG Select-a-Term®**

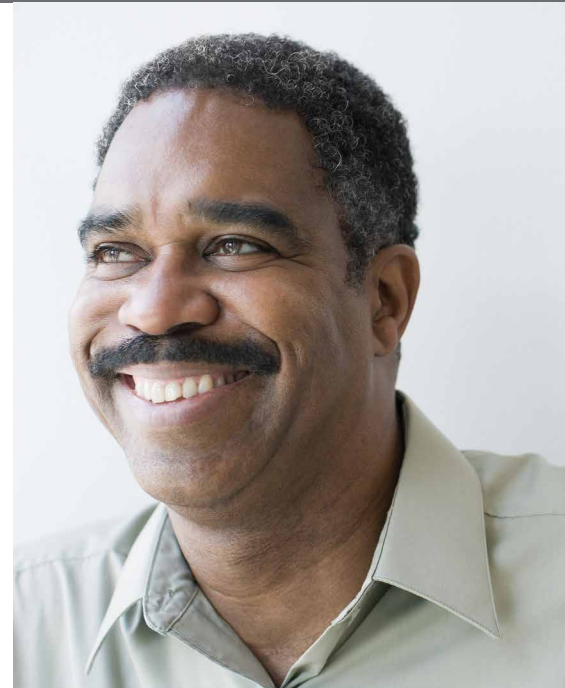
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Example provided in this material is a hypothetical representations for illustrative purposes only.

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