

# Guaranteed Issue Whole Life Insurance (GIWL)

Information for Financial Professionals



**Introducing a 15-minute senior client solution!**

Policies issued by American General Life Insurance Company, member of American International Group, Inc. Guarantees are backed by the claims-paying ability of the issuing insurance company.

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## Guaranteed Issue Whole Life

**is a simple, affordable, benefit-packed product that will help you serve more clients in the final expense market.**

Older clients can be especially sensitive about burdening their loved ones with after-death expenses. In addition to funeral expenses, there can be unpaid medical bills, credit card and loan balances, not to mention ongoing household expenses.

Guaranteed Issue Whole Life (GIWL) is designed to provide these clients with comfort and peace-of-mind for just a few dollars a day. Plus, it includes benefits typically available only in more expensive policies.

Best of all, acceptance is guaranteed. From application to policy issue, the process is simple, short and pain-free!

## Guaranteed issue permanent protection

- **No health questions to answer**
- **No medical tests**
- **Guaranteed acceptance ages 50 to 85**
- **Face amounts from \$5,000 to \$25,000 available**

## It's an easy story to tell for both add-on and standalone sales!

Most prospects can quickly grasp the need for final expense protection. GIWL provides a highly competitive, affordable solution – plus the advantage of built-in living benefits. There are no health questions or tests. Acceptance is guaranteed. And the abbreviated application can be completed in 15 minutes or less.

### What could be simpler?



## Innovative accelerated benefits included<sup>1</sup> at no additional charge

GIWL includes innovative features that allow clients to accelerate their death benefits if they suffer a qualifying illness. In other words, it's life insurance they can use while they're still living!

<b>Chronic Illness<sup>2</sup> Accelerated Death Benefit</b>	<b>Terminal Illness<sup>3</sup> Accelerated Death Benefit</b>
Pays a one-time lump sum payment of up to 25 percent of the policy's face amount with no waiting period.	Timely product feature pays 50 percent of the applicable death benefit in the year accelerated.

In both cases, the benefit can be used to **help pay medical expenses, supplement income or for any other purpose.** Remaining policy values will be paid to beneficiaries at death.

<sup>1</sup> Riders not available in all states.

<sup>2</sup> Benefit payment for Chronic Illness rider limited to the total premiums paid for the policy up to 25% of the policy's coverage amount. Available in all states except, CA, DC, ME, and NY.

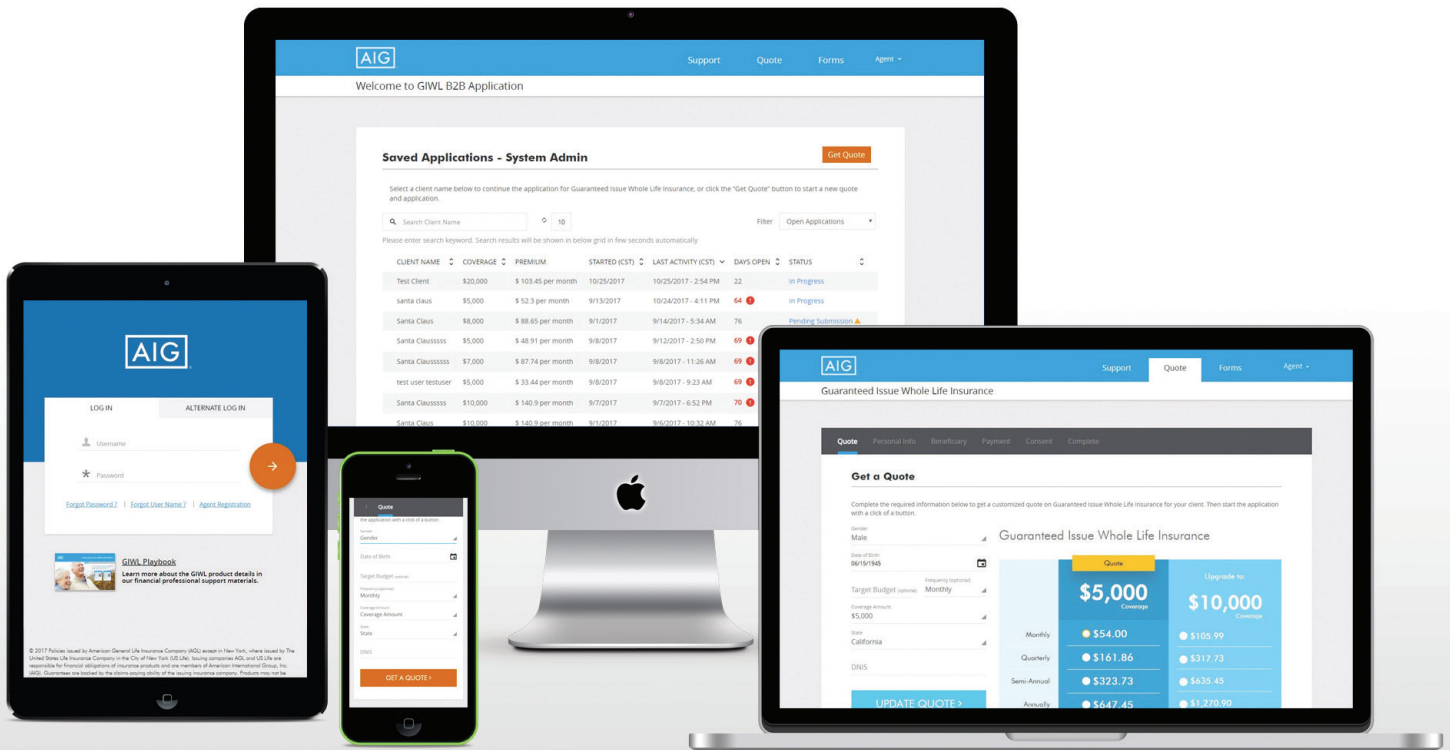
<sup>3</sup> Available in all states except CA, ME, and NY.



# Unique GIWL Technology Platform

Designed to enable a simple, straight-through electronic sales and application process for use in the field.

- **Easy to use, responsive design – works on tablet and mobile devices**
- **Includes all forms, disclosures, etc., needed at point of sale**
- **Validates all client and payment information is correctly completed – no incomplete payments or applications**
- **Presents policy number instantly upon submission**



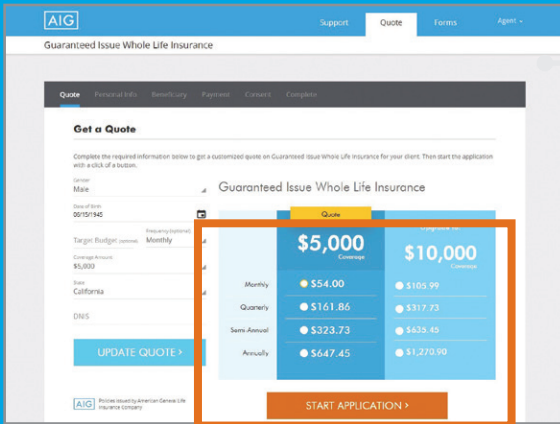
Paper applications and processing are also available for this product. Contact your GIWL representative for more info.



1

## Smart Log-ins

- Individual user accounts per organization
- Industry standard password security features
- Customizable role-based access



2

## Simple quote results with upsell suggestions

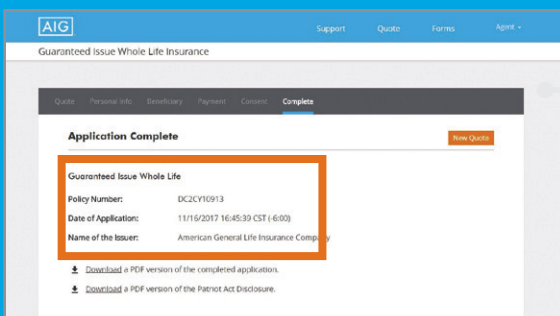
- Minimal data entry requirements for real-time quoting
- Product rule enforcement (i.e., age restriction, etc.)
- Premium quoting with multiple payment frequencies
- Passive upsell opportunities



3

## Streamlined agent eApp entry

- Easy entry by "tabbing" between fields with keyboard, with pinch and scroll functionality on touch screens.
- Instant validation that all client and payment info is correctly completed



4

## Validation of submission

- Includes instant policy number, PDF of application for print or email, etc.

# Product Highlights

<b>Guaranteed Issue</b>	<ul style="list-style-type: none"> <li>• Face Amounts: \$5,000 - \$25,000</li> <li>• Ages 50-85 (ALB)</li> </ul>	<ul style="list-style-type: none"> <li>• No medical exam, labs, or health questions</li> <li>• Client can not be turned down for health reasons</li> </ul>
<b>Fixed Premiums</b>	<ul style="list-style-type: none"> <li>• Premiums are level and are guaranteed not to increase during the policy's life.</li> </ul>	
<b>Unique Processing Platform</b>	<ul style="list-style-type: none"> <li>• Quick processing - most cases 15 minutes or less</li> <li>• Multiple payment options (ACH, social security debit card, and credit card) for initial and recurring payments</li> <li>• Ability to set delayed billing and specify date.</li> </ul>	
<b>Chronic Illness Acceleration Benefit</b>	<ul style="list-style-type: none"> <li>• Returns 100% of premiums paid, up to 25% of Face Amount</li> <li>• No waiting period</li> <li>• One-time lump sum payment when insured becomes chronically ill (2 out of 6 Activities of Daily Living [ADLs]*)</li> <li>• No additional up-front costs</li> <li>• Available in all states except, CA, DC, ME, and NY.</li> </ul>	
<b>Terminal Illness Benefit</b>	<ul style="list-style-type: none"> <li>• 50% of Death Benefit within 24 month life expectancy or less</li> <li>• No additional costs **</li> <li>• Available in all states except CA, ME, and NY.</li> </ul>	
<b>Chargebacks Due to Lapse or Death</b>	<ul style="list-style-type: none"> <li>• 6-month chargeback period on lapse and surrenders               <ul style="list-style-type: none"> <li>– Months 1 to 6: 25%</li> <li>– Months 7 to 12: N/A</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• 2-year chargeback period on death               <ul style="list-style-type: none"> <li>– Year 1: 100%</li> <li>– Year 2: 50%</li> </ul> </li> </ul>
<b>Product Specifications</b>	<ul style="list-style-type: none"> <li>• Insured must be Owner</li> <li>• Payor can be different from Insured</li> <li>• Social Security number will be required</li> <li>• Insured can get no more than \$25k total in GIWL insurance from American General Life Insurance and no more than one policy per Insured is permitted in a twelve-month period.</li> </ul>	<ul style="list-style-type: none"> <li>• No replacement or conversion into this product allowed</li> <li>• Free look period: 30 days.</li> <li>• Annual \$24 policy fee</li> <li>• Policy contains exclusions and limitations</li> </ul>
<b>Graded Death Benefit***</b>	<ul style="list-style-type: none"> <li>• Years 1-2: 110% of premiums paid</li> <li>• Years 3+: Full Face Amount</li> </ul>	<ul style="list-style-type: none"> <li>• Accidental Death: Full Face Amount</li> <li>• In the event of suicide: Premiums refunded</li> </ul>
<b>Exclusions</b>	<ul style="list-style-type: none"> <li>• New York (filing in progress)</li> <li>• All riders are not available in all states: Chronic Illness and Terminal Illness ABRs not available in CA; Chronic Illness ABR not available in DC</li> <li>• Unisex rates available in Montana only.</li> <li>• This product not available to foreign nationals</li> <li>• For the first two years, no benefit for accidental death is payable if the Insured's death is caused or contributed to by: disease or infirmity of mind or body, or medical or surgical treatment for such disease or infirmity; an infection not occurring as a direct result or consequence of an accidental bodily injury; any attempt at suicide, or intentional self-inflicted injury, while sane or insane; travel in an aircraft or device used for testing or experimental purposes, used by or for military authority or used for travel beyond the earth's atmosphere; active participation in a riot or insurrection; committing or attempting to commit a felony; intoxication as defined by the jurisdiction where the accidental injury occurred; riding or driving an air, land or water vehicle in a race, speed or endurance contest; rock or mountain climbing; bungee jumping; or aeronautics (hang-gliding, skydiving, parachuting, ultralight, soaring, ballooning and parasailing). No benefit for accidental death is payable if the Insured's death is caused or materially contributed to by: voluntary intake or use by any means of (a) any drug, unless prescribed or administered by a physician and taken in accordance with the physician's instructions, or (b) poison, gas or fumes, unless a direct result of an occupational accident; or participation in an illegal occupation or activity; or if death occurs while the Insured is incarcerated.</li> </ul>	

\* Activities of Daily Living are defined as: bathing - washing oneself by sponge bath, or in either a tub or shower, including the task of getting into or out of the tub or shower; continence - the ability to maintain control of bowel and bladder functions; or, when unable to maintain control of bowel or bladder functions, the ability to perform the associated personal hygiene (including caring for catheter or colostomy bag); dressing - putting on and taking off all items of clothing and any necessary braces, fasteners or artificial limbs; eating - feeding oneself by getting food into the body from a receptacle (such as a plate, cup or table), or by feeding tube, or intravenously; toileting - getting to and from the toilet, getting on and off the toilet and performing associated personal hygiene; transferring - moving into or out of a bed, chair, or wheelchair. This benefit will also trigger if the insured is Requiring Substantial Supervision to protect the Insured from threats to health and safety due to a "Severe Cognitive Impairment."

\*\* A one time \$100 administrative fee at the time of claim will apply.

\*\*\* All benefits paid less any outstanding loan balance.







Visit the GIWL Playbook for additional producer resources, and client-ready materials.

[aig.com/GIWLplaybook](http://aig.com/GIWLplaybook)



Policies issued by: American General Life Insurance Company (AGL), Policy Forms: ICC15-15532, 15532, 15532-5, 15532-10. Rider Numbers: ICC15-15200, ICC15-15201, 15200, 15200-10, 15200-35, 15201, 15201-9, 15201-10 and 15201-35. Issuing company AGL is responsible for financial obligations of insurance products and is a member of American International Group, Inc. (AIG). AGL does not solicit business in the state of New York. Products may not be available in all states and product features and rates may vary by state. Guarantees are backed by the claims-paying ability of the issuing insurance company. © 2018 AIG. All rights reserved.

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