

Columbus Life Expedition Survivorship Indexed Universal Life

Not available in NY



For Producer Use Only. Not to be used with the Public.

Features

- ▶ Survivorship IUL - death benefit paid at the second death of both insureds
- ▶ Issue ages: 20-79 (age last birthday)
- ▶ Minimum face amount: \$100,000
- ▶ Accelerated Death Benefit Riders for Terminal, Critical & Chronic illnesses (Living Benefits)
- ▶ Standard & Indexed Loans
- ▶ Persistency bonus beginning year 11
- ▶ Surrender charges for 12 years
- ▶ Fully underwritten



Accelerated Death Benefit Rider (no additional charge)

After the first insured's death, these riders give the owner access to a portion of the Death Benefit in the form of an advance if the requirements are met.

Three versions of this rider

- ▶ Accelerated Death Benefit Rider -
 - ▶ Terminal illness only
- ▶ Accelerated Death Benefit *Plus* Rider -
 - ▶ Terminal illness, Specified Medical Condition, or has been confined to a nursing home
- ▶ Life *Plus* Accelerated Death Benefit Rider -
 - ▶ Terminal illness, Specified Medical Condition (Critical illness in CA) & Chronic illness (unable to do 2/6 ADLs for at least 90 days)
 - ▶ 2 year waiting period for Chronic illness
- ▶ Payment is treated as a lien & will accrue interest each year



Riders

▶ Enhanced Cash Value Rider:

- ▶ Higher cash value in early years by eliminating surrender charges on base coverage
- ▶ Can only be added at issue
- ▶ No reduction in target premium
- ▶ Rider charges in first 10 policy years. Due to rider charges, cash values may be less in later years.
- ▶ If policy surrenders in first 5 years, chargeback of commission for rider occurs



Riders

- ▶ **Policy Split Option:** permits a conversion of total specified amount into 2 equal individual universal life policies in the event of divorce or significant federal estate tax law changes.
- ▶ **Overloan Protection:** will prevent a policy from lapsing due to excessive loans, thus preventing a taxable event for the client. Certain conditions apply. No additional charge.
- ▶ **Other Insured Term:** provides term insurance to age 95 for any other insured. Issue ages are 20-79. Minimum: \$10,000 (\$100,000 preferred). Maximum is the primary insured's specified amount.
- ▶ **Estate Protection Rider:** protects the policy owner from estate taxes that may occur when a life insurance policy is transferred to a trust if both insureds die within the first 3 policy years. Availability is limited by underwriting class. Both insureds must qualify. Issue ages 20-75.
- ▶ **Premium Deposit Account Rider:** allows policy owner to deposit money into the account at the time of issue to make future premium payments. Additional deposits are not allowed. The planned premium must be at least \$1,000 annually. The planned payment period must be at least 4 years and no more than 10 years.



Interest Crediting

- ▶ Fixed Account
 - ▶ Has a current credited rate guaranteed for 1 year
 - ▶ Has a minimum guaranteed rate of 2%
- ▶ Index Account
 - ▶ Interest credits based on change in index
 - ▶ Subject to a Cap (maximum)
 - ▶ Subject to a Participation Rate
 - ▶ Subject to a Spread & Threshold
 - ▶ Has a minimum guaranteed rate of 0% or 1%



Allocation Options

- ▶ S&P 500 Annual point-to-point with cap (guaranteed min of 0% or 1%)
- ▶ S&P 500 Annual point-to-point with spread & threshold rate, no cap (guaranteed min of 0% or 1%)
- ▶ S&P 500 Monthly average with participation rate (guaranteed min of 0% or 1%)
- ▶ Fixed account (guaranteed min 2%)

- ▶ Choice of 0% or 1% min guarantee can't be changed after policy issue
- ▶ Spread & threshold rate: spread is subtracted from excess interest over threshold rate. Spread will not reduce interest below threshold rate.
 - ▶ For example: if annual return is 15%, spread is 2% & threshold is 5%
 - ▶ Interest credited is 13% (15 - 2)
 - ▶ For example: if annual return is 6%, spread is 2% & threshold is 5%
 - ▶ Interest credited will be 5%



Interest Crediting

- ▶ Prior year's S&P® index value: 800
- ▶ Current year's S&P® index value: 889
- ▶ Cap rate: 10%
- ▶ Calculated index change:
 - ▶ $(889-800)/800 = 11.125\%$
- ▶ Resulting index credit is 10% (due to the cap)
- ▶ 10% will be multiplied by the cash value to determine the index interest credit

Loans

- ▶ Standard Loan
 - ▶ Fixed loan interest rate is charged.
 - ▶ Loan collateral is moved to a separate account which earns interest.
 - ▶ Loan interest rate is a net 0.50% in policy years 1-10 and a net 0% thereafter.

	Loan crediting		Loan interest	
Policy duration	Current	Guaranteed	Current	Guaranteed
Years 1-10	2%	2%	2.5%	2.5%
Years 11+	2%	2%	2%	2.5%



Loans

- ▶ Participating Index Loan
 - ▶ Loan interest rate is charged (rate varies).
 - ▶ Loan collateral remains in the fixed/indexed accounts which earns interest.

	Loan Crediting	Loan Interest
Policy duration	Guaranteed Rate	
Years 1-10	0% or 1%	6%
Years 11+	0% or 1%	6%



Additional Information

- ▶ Virtual sales are allowed
- ▶ Insured must be a US Citizen or have a green card
 - ▶ Must complete the Citizenship Questionnaire
 - ▶ Must have a Tax ID or Social Security number.
 - ▶ The following Visa's are acceptable: H-1B, H-1B2, TN and DV(x). Other Visa types may be submitted but will receive additional review before they are considered for coverage.
 - ▶ Must have physically resided in the US for at least 9 of the past 12 consecutive months.
 - ▶ Must have a residential street address in the US (no PO Box or business addresses).
- ▶ No money orders




Underwriting

Underwriting

- ▶ Expanded Standard Program - up to Table C will be issued Standard
 - ▶ Ages 20-70
 - ▶ Face amounts \$25,000 to \$1 million
- ▶ You must **ACCEPT** the offer before the policy will be issued
- ▶ You're paid upon delivery of the policy



Check impairments in Underwriting Guide 

Medical History	Key Underwriting Factors	Producer Assistance	Potential Underwriting Decision
<p>Alcohol Excess Alcohol consumption considered as alcohol abuse, dependence, at risk, and heavy use.</p>	<ul style="list-style-type: none"> • Current age • Amount of alcohol declared • Any diagnosis of abuse or dependence • How long abstinent or consuming in moderation • Any relapses • Member of a self-help group • Treatment with medication • Any co-morbid conditions • Any medical complications 	<p>Requirements: APS, medical exam, MVR, Alcohol Questionnaire, Alcohol Marker Blood test (CDT/HAA)</p> <p>Key Considerations</p> <ul style="list-style-type: none"> • Provide details of medical treatment and any psychiatric/psychological report • Document any residential care, including dates and length of treatment • Clearly outline any favorable aspects such as continued employment, attendance at self-help groups, etc. 	<p>Social Use (3 or less drinks per day): Standard</p> <p>Moderate Use (4-6 drinks per day, no DUI in the past 3 years): Table B</p> <p>Marked Use (6-8 drinks per day, no more than 1 DUI in the past 3 years): Table F</p>
<p>Alzheimer’s Disease A dementia due to a degeneration of the brain resulting in severe loss of cognitive function. Prevalence increases with age, especially after age 75.</p>	<ul style="list-style-type: none"> • Current age • Age at onset of symptoms • Activities of daily living • Living independently • Type of assistance, if required • Judgment intact • Stable course 	<p>Requirements: APS, Cognitive and Mobility Assessment</p> <p>Key Considerations:</p> <ul style="list-style-type: none"> • Any neuropsychiatric testing (such as cognitive or memory testing) • Activity levels • ADLs affected • IADLs affected 	<p>Usually, coverage is not offered with this diagnosis.</p> <p>Note: May be eligible for uninsurable, but includable on Survivor Plan – Individual Consideration</p>
<p>Anemia A reduction in the number of red blood cells due to blood</p>	<ul style="list-style-type: none"> • Type of anemia • Cause of anemia, if known • Treatment 	<p>Requirement: APS</p>	<p>Iron Deficiency Anemia: Possible Standard to Preferred if mild, 1 episode, cause identified and</p>

Underwriting - LifePlus Accelerated Death Benefit Rider

- ▶ Clients with certain medical histories may not qualify & may be offered the terminal illness only rider
- ▶ Will NOT be offered for the following:
 - ▶ Limitations in daily functioning
 - ▶ Rated Table D or above
 - ▶ Overweight - BMI 40 or greater
 - ▶ Underweight - BMI < 16.5
 - ▶ Chronic pain treatment
 - ▶ Multiple Sclerosis
 - ▶ Surgery pending
 - ▶ Parkinson's
 - ▶ Lymphoma/Leukemia
 - ▶ Thrombocytopenia
 - ▶ Crohn's Colitis
 - ▶ Untreated Sleep Apnea



Quoting

- ▶ Go to www.columbuslife.com
- ▶ Under Write Business

The screenshot displays the Columbus Life Insurance Company website. The header includes the company logo, "Columbus Life Insurance Company", and "A member of Western & Southern Financial Group". Navigation links for "MY PROFILE" and "LOGOUT" are in the top right. A search bar is also present. The main navigation bar features "HOME", "PRODUCTS", "WRITE BUSINESS", "MARKETING TOOLS", "PRODUCER RESOURCES", and "OFFICE SAFE". The "WRITE BUSINESS" menu is expanded, showing options: "Illustrations", "iGO® Electronic Application", "DocFast® Electronic Delivery", "New Business & Underwriting", "Interest Rates", "Applications", and "Marketing Manual". A banner for "Living Benefits" is visible on the left, and a "CORONAVIRUS/COVID-19 UPDATES" button is in the bottom right.



Applications

- ▶ Paper app
- ▶ E-app Go to www.columbuslife.com

Columbus Life Insurance Company
A member of Western & Southern Financial Group

MY PROFILE LOGOUT

Home PRODUCTS WRITE BUSINESS MARKETING TOOLS PRODUCER RESOURCES OFFICE SAFE Search

write business > iGO[®] electronic application

iGO[®] Electronic Application

Accelerate your business with our electronic application system that ensures every application is in good order and speeds up the issue process.

[LAUNCH iGO[®]](#)

WHAT MAKES iGO SUCH A POWERFUL TOOL?

<h4>Applications are 100% In Good Order</h4> <ul style="list-style-type: none">> Automatically ensures the right applications and forms are used every time.> Recognizes and auto-loads all required forms based on applicant responses — eliminating the guess work on what is required and what is optional> Flexibility to attach cover letters, overflow pages, or other documents	<h4>Test the iGO e-App</h4> <p>Practice utilizing iGO without submitting an application.</p> <ul style="list-style-type: none">iGO Demo SystemUser Guide to iGOiGO Training Resources
---	---

For Producer Use Only. Not to be used with the Public.



ALLIANCE
UNIVERSITY

Sales Support

800-677-9696 option 4



For Producer Use Only. Not to be used with the Public.