



Product Guide

“Excalibur is our leading low premium, whole life insurance policy with high death benefit guarantees.”

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Excalibur is a highly competitive low, level premium, whole life insurance policy, offering a high guaranteed death benefit to age 121, and guaranteed cash values equal to those required by law. Based on the 2001 CSO tables, the policy is paid up at age 100 and matures at age 121. As a result of its configuration, Excalibur is extremely effective for leveraging existing assets and maximizing the transfer of personal and business wealth cost-effectively and tax-efficiently.

During a policyowner’s lifetime, its low premiums enable the owner to maximize insurance dollars and purchase the most guaranteed whole life protection possible for his or her family or business. After death, it ensures that liquid resources are available for family protection in case of premature death, to cover estate settlement costs and—for business owners—to transfer the business.

Although Excalibur is appropriate for all age groups, its high guaranteed death benefit and low, level premiums to age 100 make it extremely useful for older adults who may have bought term insurance or delayed buying whole life insurance and want to leave a legacy to loved ones. Various dividend options and product riders provide added flexibility.

Uses: Excalibur can be used to satisfy both personal and business needs.

Personal Use: Family income and mortgage protection; college funding, in case of premature death; and estate planning. Best used when death benefit is the overriding concern and cash value is secondary.

Business Uses: Business continuation; estate planning; estate equalization; charitable giving. Ideal in situations where the goal is to provide high guaranteed death benefit for a low premium.

Excalibur is a broad market product designed to offer low premiums for a guaranteed high death benefit.

Product Specifications:

Issue Ages 0-80

Rate Bands

None

Risk Classes

- 0-80 Standard Tobacco
- 18-80 Standard Non-Tobacco
- 18-80 Preferred PLUS Non-Tobacco
- 18-80 Preferred Tobacco & Preferred Non-Tobacco

The product is available on a substandard basis through Table P.

Minimum Face Amount

The overall product minimum face amount is \$100,000.

Guaranteed Interest Rate

5%

Premiums

Premiums vary by sex, underwriting class, and age, and are payable to attained age 100.

(Over for more information)

Policy Fee

\$50

Cash Values

Equal to minimums required by law. Based on 2001 CSO and Continuous Functions. Vary by sex, issue age, duration and smoking class.

Dividends

Vary by sex, issue age, duration and smoking class and can:

- Buy paid up additional insurance to increase cash value and death benefit.
- Reduce premiums to help lower out-of-pocket investment.
- Buy one year term to increase death benefit.
- Buy one year term equal to the cash value to allow the client to take a loan without decreasing the original death benefit.
- Be paid in cash.
- Be left on deposit to accumulate interest.

Loans

Loans up to the amount of the cash surrender value are available after the 1st policy anniversary. Convenient loan repayment plans include repay on PAC or other mode.

Loan and Interest Rate

The loan interest rate is variable. The maximum rate is the greater of the cash value rate plus 1% or the Moody Corporate Bond Yield Average—Monthly Average Corporates.

Optional Riders

See Rider Guide for details.

- Accidental Death Benefit
- Applicant Waiver of Premium
- Child Rider
- Guaranteed Purchase Option
- Waiver of Premium—2 Year or 5 Year Own Occupation
- Accelerated Death Benefit

Grace Period

31 days

Surrender Charges

None

Payment Modes

Annual

Semiannual (factor)

Quarterly (factor)

Monthly (PAC) (factor)

Maturity Date

Age 121

Beneficiary Settlement Options

Life—Life and Period Certain

Joint Life—Joint Life Certain Period

Interest Only—Period Certain

Special Uses

Can be used to leverage a policyowner's gift-tax annual exclusion and "unified credit exemption" amount to leave a legacy to heirs or provide a gift to an alma mater or a charitable institution.