

# OLD vs. NEW term life insurance

NOT FOR USE IN CALIFORNIA.

**Did you know?** **44%** of American households would have trouble paying living expenses in six months or less if their primary wage earner died.<sup>1</sup> It's clear that there is a great need for life insurance, but did you know that today's term life insurance may be a lot different from what you're used to?

## OLD term life insurance

The old standard for term life insurance is what you'd expect – basic death benefit protection and maybe an accelerated death benefit endorsement (ADBE) for terminal illness.

- **Death benefit protection**
- **Sometimes terminal illness ADBE** (6-12 month life expectancy)

**VS.**

## NEW term life insurance

New term life insurance is about offering more value for less, and may include:

- **Death benefit protection**
- **Accelerated underwriting** – faster, easier, less invasive
- **Convertibility<sup>2</sup> options** – easily convert to a permanent policy
- **Lower rates** – a potentially lower rate than you'd expect
- **Living benefits** – critical, chronic and terminal illness (24 month life expectancy<sup>3</sup>)

## Living benefits may be the most important aspect of new term life insurance

A serious illness can affect anyone at any time, and place additional strain on your family's finances. Living benefits can help protect against this financial risk by allowing you to access a portion of your death benefit while living if you are diagnosed with a qualifying illness.

Here are just some of the potential costs you could expect to pay:

**\$102,200** per year<sup>4</sup>

Private room in a nursing home

**\$52,624** per year<sup>4</sup>

Licensed home health aide (non-Medicare certified)

**\$703** per month<sup>5</sup>

Average out-of-pocket expenses for cancer patient

North American's **ADDvantage<sup>®</sup> Term** comes with all of the new term features, including **living benefits**. That's **added protection, no added premium<sup>6</sup>!**

**Ask your financial professional for an ADDvantage Term quote today!**

1. 2020 Insurance Barometer Study (Life Insurance and Market Research Association [LIMRA] and Life Happens) 2. Subject to the terms of the policy. 3. Twelve month life expectancy in Florida. 4. Source: Genworth 2019 Cost of Care Survey, June 2019. Median cost is quoted. 5. Source: "Even Insured Patients Are Overwhelmed by The Cost of Cancer Care" Forbes, August 10, 2017. 6. An administration fee is required at time of election of an accelerated death benefit. The face amount will be reduced by the accelerated death benefit amount. Since benefits are paid prior to death, a discount will be applied to the face amount accelerated. As a result, the actual amount received will be less than the amount of face amount accelerated.

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