

# HELP YOUR CLIENTS PROTECT THE FUTURE WITH WHOLE LIFE INSURANCE SPECIFICALLY DESIGNED FOR SENIORS.

Protecting one's family for a lifetime can be even easier, thanks to Gerber Life. Our Simplified Senior Life Insurance policy provides your clients with a smart way to put a plan in place, whether they are pre-retirees or are well into their retirement years. Features and benefits include guaranteed coverage for a lifetime (as long as premiums are paid) and guaranteed cash value.<sup>1</sup>

Simplified Senior Life Insurance offers up to \$100,000 in coverage to clients, age 50 to 80 years old, who want to add to the coverage they already have, or buy their first life insurance policy. Helping your clients find peace of mind — it's just another way to be the hero your clients depend on.

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## 1. WHY SHOULD MY CLIENTS CONSIDER APPLYING FOR A GERBER LIFE SIMPLIFIED SENIOR LIFE INSURANCE PLAN?

Simplified Senior Life provides a death benefit, premiums and cash value that are guaranteed, so your clients can take comfort in knowing they've got a plan in place to protect themselves and their families!<sup>1</sup>

With Simplified Senior Life, your clients can apply for \$25,000 up to \$100,000 in life insurance coverage. It gives life insurance buyers (age 50–80) a way to buy their first life insurance policy, or supplement an existing policy that may not be enough. It can help to cover funeral costs, final expenses, and other outstanding debt, or your clients can use it to leave a small inheritance to a loved one.. There is no required medical exam for applicants age 70 and under (simplified underwriting). Most applicants who qualify for simplified underwriting (age 70 and under) and submit a digital or telephone application, will receive a decision within a minute.<sup>2</sup> Note: A medical exam and full underwriting are required for applicants age 71 to 80 who apply for coverage.

## 2. IS THE INSURANCE PROTECTION LIFELONG FOR MY CLIENTS?

Yes. If your clients are U.S. Citizens or permanent legal residents, between the ages of 50 and 80 years old, they can apply for life insurance coverage. If approved, the coverage they obtain will last an entire lifetime, as long as premiums are paid!<sup>1</sup>

## 3. WILL MY CLIENTS' PREMIUM PAYMENTS EVER INCREASE?

No. For Simplified Senior Life, your clients' premiums are guaranteed not to increase for the life of the policy, which is an important feature if your clients are on a budget and looking to manage their out-of-pocket expenses.<sup>1</sup>

<sup>1</sup> Policy will remain in force and premiums are guaranteed not to increase as long as payments are made on time and within the Grace Period specified in the policy. Cash value and death benefit will be reduced by any policy loans. The policy loan interest rate is 8%.

<sup>2</sup> Gerber Life will search databases for prescription history, motor vehicle records and medical information in order to provide an almost instant decision (within a minute) for most of the digital and telephone applications submitted, during normal business hours, from individuals age 70 and under.

Not FDIC Insured | Not Bank Guaranteed | Not a Deposit or Other Bank Obligation

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#### 4. WHAT ARE THE UNDERWRITING REQUIREMENTS WHEN APPLYING FOR COVERAGE?

Approval for coverage will depend on the age of your clients and their health, as well as the amount of insurance they would like to purchase. See the table below for an explanation of the underwriting requirements.

Simplified Senior Life Underwriting Requirements					
Product Parameters:					
Age Range: 50–80 Years Old					
Face Amount Range: \$25,000–\$100,000					
Criteria	No Medical Exam	Simplified Underwriting <sup>3</sup>	Underwriting Decisions Within a Minute <sup>2</sup>	Full Underwriting <sup>3</sup>	MIB, MVR & RX Databases
Applicants: Age 70 and under	✓	✓	✓		✓
Applicants: Age 71 to 80				✓	✓

#### 5. WHAT IS THE ACCELERATED DEATH BENEFIT (ADB) RIDER FOR SIMPLIFIED SENIOR LIFE?

In the unfortunate event of a terminal diagnosis with a life expectancy of 12 months or less, the ADB Rider allows your clients to request a one-time advance of up to 50% of the death benefit to help offset costs associated with their illness or for any other use.<sup>4</sup>

#### 6. DOES THE POLICY BUILD CASH VALUE?

Yes. The cash value is guaranteed for Simplified Senior Life. The longer your client owns the policy, the more cash value the policy accumulates.<sup>1</sup>

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<sup>3</sup> **Simplified Underwriting:** No medical exam required. Applicant will need to answer only a few health questions. **Full Underwriting:** Medical exam with bodily fluids required.

<sup>4</sup> The ADB Rider is subject to a minimum of \$10,000 and is included with the issued policy. There is no additional premium cost. The Rider benefits allow for the insured, if diagnosed with a terminal illness, to request a portion of the death benefit while still living. **The following information pertains to applicants in California: "This is a life insurance benefit that also gives you the option to accelerate some or all of the death benefit in the event that you meet the criteria for a qualifying event described in the policy. This policy or certificate does not provide long-term care insurance subject to California long-term care insurance law. This policy or certificate is not a California Partnership for Long-Term Care program policy. This policy or certificate is not a Medicare supplement (policy or certificate). Receipt of accelerated death benefits may be taxable.**

## SAMPLE GERBER LIFE RATES

Take a look at these sample rates below. You can build a personalized rate quote through Gerber Life's Agent Portal (if you are appointed by Gerber Life and have a valid Agent ID).

Simplified Senior Life Insurance — Sample Monthly Premiums <sup>5</sup>						
	\$25,000		\$75,000		\$100,000	
Age	Male	Female	Male	Female	Male	Female
55	\$70.73	\$63.54	\$192.50	\$173.75	\$255.00	\$230.00
65	\$141.46	\$112.08	\$336.25	\$292.50	\$446.67	\$388.33
75	\$280.00	\$232.71	\$711.25	\$648.75	\$946.67	\$863.33

You can also get quick quotes on the go — anytime, anywhere — by using Gerber Life's mobile app, **Agent Zone**. You can download **Agent Zone** by visiting your mobile phone or tablet app store today.

## GERBER LIFE SIMPLIFIED SENIOR LIFE — PRODUCT REFERENCE TABLE

Product Specifications	Simplified Senior Life
Product Description	Simplified Senior Life is a whole life insurance policy that offers the opportunity to apply for \$25,000 up to \$100,000 in permanent life insurance coverage to seniors (age 50–80) buying their first life insurance policy or adding to an existing policy that may not be enough. It's designed to give buyers in their senior years a way to help ensure a financially dependent loved one is cared for, or to help cover costs of debt and final expenses.
Issue Ages	50–80, age at last birthday
Face Amount	\$25,000 to \$100,000
Cash Value	Non-participating whole life policy that builds cash value over the life of the policy. Refer to the policy for the year-by-year cash value amounts (an example can be found in the specimen policy on the Gerber Life Agent Portal).
Death Benefit	Paid as a lump sum that equals the full face amount less any outstanding loans and interest due.
Grace Period	31 days starting on premium due date (60 days in CA), in which the owner may pay overdue premiums.
Underwriting	Simplified or full underwriting is required to obtain coverage. For applicants age 70 and under, there is <b>no required medical exam</b> (simplified underwriting) and coverage depends on answers to a few health questions. For applicants who qualify for simplified underwriting (age 70 and under), decisions are generally made within a minute for digital and telephone applications. <sup>6</sup> A medical exam and full underwriting are required for individuals age 71 to 80 who apply for coverage. In these instances, underwriting decisions are made in a timely manner.
Accelerated Death Benefit (ADB) Rider	In the event of a terminal diagnosis with a life expectancy of 12 months or less, the ADB Rider allows your clients to request a one-time advance of up to 50% of the death benefit to help offset costs associated with their illness or for any other use. The minimum amount that may be accelerated is the greater of \$10,000 or 10% of the death benefit. Included at no additional premium cost. <sup>4</sup>
Payment Options	Monthly, Quarterly, Semi-Annual and Annual. ACH (up to 16% discount on monthly ACH payments), Direct Express and Credit Cards (MasterCard or Visa) available.
Free Look	30-day free look period beginning three days after policy is mailed.

<sup>5</sup> Monthly rates shown above include a 16% discount for monthly ACH payments (preauthorized checking). Best rates available.

<sup>6</sup> Gerber Life will search databases for prescription history, motor vehicle records and medical information in order to provide an almost instant decision (within a minute) for most of the digital and telephone applications submitted during normal business hours.

Note: A specimen policy can be found on the Gerber Life Agent Portal under the Documents/Agent Tab.



## WHY CHOOSE GERBER LIFE INSURANCE?

We put families first with products that are fully guaranteed and easy for your clients to understand. Plus, with an “A” (Excellent) rating from A.M. Best,<sup>7</sup> you and your clients can have confidence in our name and in our coverage.

Giving families peace of mind — it’s just another way to be the hero your clients depend on.

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<sup>7</sup>In December 2021, A.M. Best, the impartial reporting firm that rates insurance companies on financial stability, management and integrity, has awarded Gerber Life an “A” (Excellent) Rating. That was the 20th consecutive year we received an “A” rating. This rating is the third highest awarded out of 13 possible categories. The rating refers only to the overall financial status of the Company and is not a recommendation of the specific policy provisions, rates or practices of the Company.

**If the insured dies by suicide within two years from the Issue Date (one year in ND), the only amount payable will be the premiums paid for the policy, less any debt against the policy.**

**Gerber Life will not accept insurance applications for coverage submitted under a Power of Attorney or Guardianship on the proposed insured, except from the permanent legal guardians of children.**

Terms, conditions, exclusions and limitations can vary by state. Please refer to the policy for terms, conditions, exclusions and limitations that may apply. A Buyer’s Guide to Life Insurance and a Policy Summary are sent with all policies. You can get them without applying for insurance by writing to us. Gerber Life Simplified Senior Life is available in all states.

Policy Form ICC19-GLWL and Policy Form Series GLWL-19. In New York: Policy Form HWLP-19-NY. In Florida: Policy Form GLWL-20-FL. ADB Rider ICC11-ADB-WL and Rider Series ADB-11-WL. In California: ADB-11-WL-CA. In New York: ADB-11-WL-NY.

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