

# Building Upon Our Strong Foundation... Dynamic Cornerstone Income Protection®



# Disclosures

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# DInamic Cornerstone® Highlights

## Building a Stronger Foundation

### **Building upon our strong Foundation...**

- Excited for you to become familiar with DInamic Cornerstone.
  - Illustration capabilities – using Illustration PRO.
  - Marketing materials on microsite and Producer Workbench.
  - Launched in most states January 2023.
  - Coming soon to 4 new states – ND, SC, SD and WY.

# DInamic Cornerstone<sup>SM</sup> Highlights

## Building a Stronger Foundation

### **Building upon our strong Foundation...**

- Same DInamic Foundation product with enhancements - three new riders, improving key features and keeping industry unique built-in provisions.
- Revised product pricing using updated CSO tables and pricing assumptions; allows us to maintain a competitive product that sustains the product line.
- Focus on technology enhancements to help improve the overall customer experience and leverage new home office systems and processes.

# Dynamic Cornerstone 44\* Compact States - Approved

AK	AL	AR	AZ	CO	CT	DC	DE	FL	GA	HI	IA
ID	IL	IN	KS	KY	LA	MA	MD	ME	MI	MN	MO
MS	NC	NE	NH	NJ	NM	NV	OH	OK	OR	PA	RI
TN	TX	UT	VA	VT	WA	WI	WV				

\*ND, SC, SD and WY expected to become available mid-June 2024.

# Dynamic Cornerstone Highlights

## Tie Breakers

Tie Breakers - we maintained the unique built-in features which set us apart competitively.

- Nondisabling Injury Benefit is now Benefit Advancement\*.
  1. Advances insureds \$500 of their base monthly benefit to help offset the cost of treatment of either an injury or repair to natural teeth.
  2. If the injury turns into a total disability, then the first monthly benefit would be reduced by the \$500 previously advanced.
  3. Flat \$500 payable upon proof of injury, regardless of expenses.
  4. Per occurrence benefit.
- The COBRA Premium and Good Health Benefits remain unchanged.

\*State variations may apply in non-Compact states.

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# Dynamic Cornerstone Highlights

## What's New

- **Suspension during unemployment provision - it's brand new to Ameritas.**
  - While the policy is in force with no premium in default, a suspension of this policy can be requested if the insured becomes unemployed, subject to the following criteria:
    1. This policy has been in force for at least one year from the issue date; and
    2. The insured furnishes proof of receiving state or federal unemployment benefits for at least eight consecutive weeks; and
    3. The insured remains unemployed as of the date we receive the request for suspension; and
    4. The policy has not been suspended for unemployment more than once before; and
    5. At least 36 months have elapsed since the end of the previous suspension for unemployment.

# Dynamic Cornerstone Highlights

## What's New

- New combination of benefit periods and coverage periods.
  - To age 67 benefit period allows for a to age 67 coverage period (Noncancelable or Guaranteed Renewable to age 67).
  - All other benefit periods have a to age 65 coverage period. (Noncancelable or Guaranteed Renewable to age 65).



# Dynamic Cornerstone Highlights

## What's New

- Elimination period must be satisfied within the Accumulation period.
- The Accumulation period is the uninterrupted period of consecutive days shown on the schedule page.

Elimination Period	Accumulation Period
30 days	90 days
60 days	120 days
90 days	180 days
180 days	360 days
365 days	540 days
730 days	900 days

# Dynamic Cornerstone Highlights

## What's New

- New medical occupation classes.
  - 4P: Anesthesiologists, emergency room physicians, gynecologists, OB/GYNs.
    - Unlimited MNDA coverage not available; Two-year limitation applies to all. MNDA discount will apply.
  - 4D: General dentists.
    - Eligible for discounts and Own Occ for the entire benefit period.
    - Limited to \$10,000 monthly benefit.
  - Veterinarians\*
    - Small animal: 6M
    - Large animal: 4M

\*Veterinarians are 6M/4M under the Foundation product as well. Previously were 6A/4A.

# Dynamic Cornerstone Highlights

## What's New

- Two-Year Own Occupation, Any Reasonable thereafter definition now available for all occupation classes, except B.
- Reinstatement permitted within six months of policy lapse.
- 180-day successive periods of disability provision in both NC and GR policies.
- Tobacco rate differential: 30%.
- MA, MT and OH no longer use unisex pricing.
- 10 states with .95 state factor (5% lower rate) for 6M and 5M occupation classes only.
  - GA, IA, IL, IN, KS, MN, MO, NE, OH and WI.
- Fewer state variations with compact filing.

# Dynamic Cornerstone Highlights

## What's New: Benefit Increase Rider

- A new Benefit Increase Rider
  - No cost to add the rider to the policy, this will help when competing with other carriers who have this rider.
  - Industry unique option window vs. the competition.
    - Can exercise up to six months after the option date.
  - Rates, definitions, and any discounts of the base policy will carry over to the increases.
  - Coverage can be increased up to our max issue and participation limits.

# Dynamic Cornerstone Highlights

## What's New: Benefit Increase Rider

- The unique option dates with the Benefit Increase Rider provide a more flexible rider for your clients.
- Six-year option window to take and or apply for an increase.
- To keep the rider active on the policy:
  - The client must apply and provide income verification once in that six-year window.
  - Or if there is an increase offered, the client must accept 50% of the offered amount.

# Dynamic Cornerstone Highlights

## What's New: Revised COLA Riders

- Revised our Cost-Of-Living Adjustment rider options
  - 2-6% compounded, adjustment based on the CPI-U with a minimum of 2% compounded annually.
  - 3% compounded; tied to CPI-U to a maximum of 3%.

# Dynamic Cornerstone Highlights

## What's New: Lump Sum Savings Rider

- Adding Lump Sum Savings rider which provides a benefit, payable at age 60.
- Policy and rider must be in effect at age 60.
- The sum of qualifying payments must be at least 12 times the monthly benefit.
- Benefit payable at age 60 is equal to 25% of the qualifying payments paid over the life of the policy up to and including age 60.

# Dynamic Cornerstone Highlights

## What's New: Residual Disability Riders

### **NEW:** Enhanced Plus Residual Disability rider

- This rider has a loss of time or duties only (no loss of income required) during the elimination period.
- Actual loss will be replaced during the first three months.
- If loss of earnings is 75%, we will pay a total disability benefit.
- Guarantees a minimum for the first six months of benefits equal to 50% of the base benefit.
- Recovery Benefit is payable up to the benefit period.
- Recovery terminates after two consecutive or three non-consecutive months of not qualifying.



# Dynamic Cornerstone Highlights

## What's New: Residual Disability Riders

### Enhanced Residual Disability rider

- This rider has a loss of time and duties and loss of income required.
- Changed to 20% loss of earnings.
- If loss of earnings is 80%, we will pay a total disability benefit.
- Recovery caps at a maximum of three months from the first recovery benefit.

# Dynamic Cornerstone Highlights Residual Disability Riders

## Basic Residual Disability rider

- This rider has a loss of time and duties and loss of income required.
- Changed to 20% loss of earnings.
- No recovery benefit.
- Maximum benefit payable is 50% and there are no guaranteed minimum benefits.

# Dynamic Cornerstone Highlights

## Available Discounts

- Multi-life discount – three or more with same employer.
  - 10% discount from sex-distinct rates.
- Medical/Dental resident/intern discount.
  - 15% discount from sex-distinct rates for medical residents.
- Association/Affiliation discount.
  - 10% discount from sex-distinct rates.

# Dynamic Cornerstone Highlights

## NEW Discounts

- E-discount, new technology discount.\*
  - Requires use of eApply, EZ App and eDelivery.
  - 6% discount from sex-distinct rates.
- Discounts are stackable.
  - Can stack a multi-life discount, Mental/Nervous, Drug and Alcohol discount and E-discount.

\*Will not be available in SC.

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# Dynamic Cornerstone Highlights

## NEW Discounts

- Mental/Nervous, Drug and Alcohol (two-year limitation)
  - Coverage up to the maximum benefit period for NC policies with occupation classes: 6A-3A and 6M-4M and 4D.
    - Not available on Noncancelable policies for occupational classes 4P\*, 3M, 2M, or 2A.
    - Not available on Guaranteed Renewable policies.
  - 5% discount\* from sex-distinct rates for one- two- or five-year benefit periods.
  - 10% discount\* from sex-distinct rates for 10-year, to age 65, or to age 67 benefit periods.

### \*State Variations:

- Occupation class 4P requires the two-year MNDA limitation but allows the discount.
- Texas variation: instead of two years for the life of the policy, MNDA coverage will be 12 months per occurrence.
- Vermont requires full coverage for MNDA, so there will be no limitation (or discount) available.

# Upcoming DI Connect with Us Sessions

- **Monday, April 29, 2024 – 11:00 a.m. ET** – Benefits of Using eApply for Submitting Disability Income Applications.
- **Monday, May 6, 2024 – 11:00 a.m. ET** – Illustrating DInamic Cornerstone with the Illustration Pro Software Tool
- **Monday, May 13, 2024 – 11:00 a.m. ET** – The Purpose Behind our Solutions: How Claims Management Delivers Value to our Customers.
- **Monday, May 20, 2024 – 11:00 a.m. ET** – Understanding the Benefits of the DInamic Cornerstone Benefit Increase Rider (BIR).
- **Monday, May 27, 2024** – No Training – Memorial Day.

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# Questions?

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