

GUARANTEED REFUND OPTION (GRO) RIDER

Permanent life insurance is a long term commitment —
but clients value flexibility

With a qualifying Indexed Universal Life (IUL) policy from United of Omaha, the Guaranteed Refund Option (GRO) rider adds a built-in exit strategy at no additional cost.

The GRO rider gives clients confidence to move forward today, knowing they may have the option to recover a significant portion of premiums later if life takes a different direction.

Why It Helps

- Adds flexibility to long-term life insurance planning
- Helps address client hesitation around “locking in” permanent coverage
- Included automatically at no additional cost on qualifying fully underwritten IUL policies

How the GRO Rider Works

- Clients must meet product specific premium requirements to remain eligible
- Rider eligibility is reviewed annually
- If premiums fall short, clients have 60 days to catch up without losing the rider



Producer Tip: Positioning GRO

- Use GRO to reduce fear of long-term commitment, not to promote surrender
- Position it as a built-in exit option — included at no extra cost on qualifying IUL policies
- Reinforce: If it’s never used, nothing changes — coverage and death benefit stay intact

Availability and limitations apply. Refund amounts may be reduced by loans or withdrawals. Refer to rider and product materials for full details.

Refund Opportunities

The GRO rider offers multiple surrender windows:

- **After the 15th policy anniversary**
 - One 60 day window to surrender the policy and receive up to 50% of premiums paid
- **At the end of policy years 20-25**
 - Six additional 60 day windows where clients may surrender the policy and receive up to 100% of premiums paid

If the policy’s surrender value exceeds the refund amount, the client receives the higher value instead.

If the Rider Is Never Used

There is no impact on the policy. If required premiums are paid, coverage and death benefit protection continue as designed.