

Old American Insurance Company

Matching the Right Product to the Need

Whole Life Final Expense

2 Year Modified Graded Death Benefit

Simplified Underwriting

BMIP

Qualified Underwriting

BMQ ROP, BMQ 30/70

Immediate Death Benefit

Qualified Underwriting

BMQS

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IBL 10/20

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POM TOM

Term Protection

Term Life

Preferred Underwriting

Level 20 Term

This product guide is strictly limited to use by agents of Old American Insurance Company.

OLD AMERICAN



INSURANCE COMPANY

Matching the Right Product to the Need

Consumers buy financial products and services as solutions for many different goals and objectives. Old American Insurance Company uses a needs-based approach when helping clients find solutions. This approach differentiates us and enables the best product fit possible. Because we have several products available for a particular need, such as final expense, this guide helps you match the right product to the need.

Whole Life Final Expense

2 Year Modified Graded Death Benefit

Budget Master Insured Policy (BMIP) – Class: M/F Rates: Blended

Not Available in: AR, MN, MT, NC, NJ, PA, SC, WA

This stand-alone product is designed for the less healthy insured with simplified underwriting. During the first two years, the BMIP has a graded death benefit equal to the return of premiums paid for the coverage (including modal factors and policy fee) plus 10 percent annual interest compounded daily. The full death benefit is payable for death from any cause in years three plus.

- All health questions 1 through 5 are answered and questions 1 and 5 must be answered “no”.
- No point of sale is required.
- Policy combinations include: BMP, BMS, BMQ, BMIP
- Riders include: ADB

Issue Ages 50-80 (50-75 in Missouri)

Minimum Face Amount \$1,000

Maximum Face Amount \$5,000

Budget Master Qualified (BMQ ROP) – Class: M/F Rates: Blended

This product is designed for clients who can't qualify for a Budget Master Standard (BMS) due to health problems. The benefits are modified for the first two years of the policy. For deaths in the first two policy years, any unpaid premium for the remainder of the year is subtracted from the final death benefit. Assumes a full year of premium has been paid so if a policyholder dies in the first six months, six months of premium is subtracted from the tabled death benefit.

- The first 10 health questions are required, but questions 1 through 5 must be answered “no.”
- Return of Premium
- Riders include: ADB, ABR, CTR, BMIR

Issue Ages 40-80 (40-75 in Missouri)

Minimum Face Amount \$ 1,000

Maximum Face Amount \$25,000 (\$15,000 maximum in first year)

Budget Master Qualified 30/70 (BMQ 30/70) – Class: M/F Rates: Blended

Only available in: AR, NJ, NV, PA

This product is designed for clients who can't qualify for a Budget Master Standard due to health problems. The face amount payable is graded for the first two policy years with the full face amount payable in the third policy year and after. The benefit payable in policy year one is 30 percent and policy year two is 70 percent.

- The first 10 health questions are required, but questions 1 through 5 must be answered “no.”
- Riders include: ADB, ABR, CTR, BMIR

Issue Ages 40-80 (40-75 in New Jersey)

Minimum Face Amount \$1,000

Maximum Face Amount \$25,000 (\$15,000 maximum in first year)

Security Plus 1 (LPIBL-1) – Class: Unisex**Not available in: CT, ME, MD, MN, NJ, SC**

The Security Plus I was specifically designed for the funeral/final expense market. The short premium payment period combined with an increasing face amount make the Security Plus I attractive to both policyowners and funeral directors.

- Death benefit increases at a rate of 5 percent per year (\$50 per \$1,000 of the initial face amount) for the life of the policy
- Health questions 1 through 4 are answered “no”
- Riders include: None

Issue Ages	40-90
Minimum Face Amount	\$1,000
Maximum Face Amount	\$5,000

Increasing Benefit Life 10/20 (IBL 10/20) – Class: M/F Rates: Blended**Not available in: MT, NJ**

This is a whole life insurance policy with level premiums and an increasing face amount. These limited payment-increasing face amount plans for final expense are particularly attractive to the age 40-85 market. The IBL 10 & 20 Pay is designed for use in the pre-need/funeral/final expense market.

- Death benefit increases at a rate of 5 percent per year (\$50 per \$1,000 of the initial face amount) for 20 years or to age 100, whichever is less
- IBL 10 paid up in 10 years; IBL 20 paid up in 20 years
- Health questions 1 through 10 are answered “no”
- Riders include: ADB, WP

Issue Ages	0-85
Minimum Face Amount	\$1,000
Maximum Face Amount	\$5,000 (\$20,000 combined maximum with 4 owners)

Peace of Mind for Tomorrow (POM TOM) – Class: Unisex**Not available in: NJ, VT**

The “Peace of Mind for Tomorrow” is an excellent choice for supplemental sales to parents and grandparents to insure children ages 0-15. The face amount is payable upon the death of the insured for either death from natural causes or accidental death.

- Level premiums payable for 10 years – after 10 years becomes paid up
- Health questions 1 through 3 are answered “no”
- Riders include: None

Issue Ages	0-15
Available Face Amounts	\$5,000 or \$10,000 \$10.75 per month or \$20 per month

Level 20 Term (20 TRM) – Class: M/F Rates: T/NT

Term life insurance provides life insurance protection for a specified period of time.

- Guaranteed level premiums for 20 years
- After 10 years and before age 65, client may requalify for new term policy at full commissions
- Conversion deadline at policy’s 5th anniversary
- Health questions 1 through 17 are answered “no”
- Riders include: ADB, CTR

Issue Ages	20-65
Minimum Face Amount	\$25,000
Maximum Face Amount	\$100,000 (up to age 64) \$50,000 (at age 65)

Budget Master Qualified Sub-Standard (BMQS) – *Class: M/F Rates: Blended***Only available in: MN, NC, SC**

This product is designed for clients who can't qualify for a Budget Master Standard due to health problems. The face amount is payable upon death of the insured.

- The first 10 health questions are required, but questions 1 through 5 must be answered “no.”
- Riders include: ADB, ABR

Issue Ages	50-80
Minimum Face Amount	\$1,000
Maximum Face Amount	\$10,000

Budget Master Standard (BMS), (BMS 10/20) – *Class: M/F Rates: T/NT*

The Budget Master Standard is designed for the senior market to help meet the need of final expense coverage. The face amount is payable upon the death of the insured. Full face amount payable from date of issue for either accidental death or death from natural causes.

- BMS 10 – paid up in 10 years (Issue ages 40-85)
- BMS 20 – paid up in 20 years (Issue ages 40-80)
- Health questions 1 through 10 answered “no”
- Riders include: ADB, ABR, CTR, WPNHR, BMIR

Issue Ages	0-85
Minimum Face Amount	\$5,000 (age 0-85) \$1,000 (ages 40+)
Maximum Face Amount	\$35,000 (\$25,000 maximum in first year)

Budget Master Preferred (BMP) – *Class: M/F Rates: T/NT*

The Budget Master Preferred is for insureds who are in excellent health and who are applying for more coverage than one would normally purchase for final expense. Level death benefit payable upon death of insured.

- Health questions 1 through 17 answered “no”
- Riders include: ADB, ABR, CTR, WPNHR, BMIR

Issue Ages	0-80
Minimum Face Amount	\$15,000
Maximum Face Amount	\$100,000 (age 0-64) \$50,000 (ages 65+)

Peace of Mind Guaranteed (POM GUR) – *Class: Unisex Rates: Blended***Not available in: NJ, VT**

The Peace of Mind Guaranteed is an excellent policy for consumers who are concerned about paying more in premiums than the face amount of the policy. Paid up in 10 years so policy is attractive to clients who want a limited premium payment period.

- Policy paid up in 10 years
- Increasing death benefit for issue age 56 and over
- Health questions 1 through 17 are answered “no”
- Riders include: WPNHR

Issue Ages	0-75
Minimum Face Amount	\$1,500
Maximum Face Amount	\$100,000 (age 0-64) \$50,000 (ages 65+)