



## Introducing The New Guaranteed Refund Option Rider

Your clients need guaranteed life insurance protection today, but life changes, and so can your client's life insurance needs. The new **Guaranteed Refund Option rider** provides your clients with an exit strategy, giving them flexible options for the future.

Beginning October 1, 2014, all qualifying GUL and GUL Plus policies<sup>1</sup> will be issued with the new Guaranteed Refund Option rider at **no additional charge**. This rider will provide clients with three 60-day windows where they can surrender their policy and get their 'stash' back – no questions asked!

**WE'RE ALSO LOWERING OUR GUL PREMIUMS** > Effective October 1, 2014, we are improving our GUL product pricing. These changes will improve our competitiveness for nontobacco users ages 45-75.

**AVAILABILITY** > The Guaranteed Refund Option rider is approved in all states except California and New York.

**TRANSITION RULES** > All qualifying policies with an application signed date on or after October 1, 2014 will automatically be issued with the Guaranteed Refund Option rider and new rates.



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## How The Guaranteed Refund Option Rider Works:



- 1 The client purchases a GUL or GUL Plus policy and continues to make the required premium payments. The required premium is the amount that guarantees the death benefit through age 100.
- 2 We will review the client's eligibility for the rider annually. If the premiums paid are insufficient, the client will have a 60-day period to pay the catch-up premium amount without forfeiting the rider.
- 3 At the 15th, 20th and 25th policy anniversary, clients have a 60-day window where they have the opportunity to surrender their policy and get their 'stash' back. If the policy's surrender value is greater than the refund amount, the client would receive that amount instead.
- 4 If the client does not exercise the rider, there will be no impact on the policy. As long as the appropriate premiums are paid, the policy will remain in force and the client will continue to have a guaranteed death benefit.

## How Much Cash Will Be In Their 'Stash'?

60-DAY WINDOW AT ANNIVERSARY	GUARANTEED REFUND AMOUNT <sup>2</sup>
Year 15	50% of Premiums
Year 20	100% of Premiums
Year 25	100% of Premiums

Contact your Sales Director or Sales Support at 1-800-693-6083 today to see how your clients can benefit from the Guaranteed Refund Option rider.

<sup>1</sup> The Guaranteed Refund Option rider is not available for substandard or tobacco cases under age 50 or for substandard tables 5-16 at ages 50 and above.

<sup>2</sup> The Guaranteed Refund Option refund amount is capped at 35 percent of the policy face amount and is reduced by withdrawals and loans.



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