



> A Comparison of Premiums and Protection

With a Life Protection AdvantageSM IUL policy, when the client pays the long-term no-lapse protection premium, they receive a meaningful guarantee period at a competitive price. Based on how the policy performs, the death benefit protection has the potential to extend beyond the guarantee period. See how a Life Protection Advantage policy compares to other carriers' products.

With a Life Protection Advantage policy, as long as the client continues to pay no less than the long-term no-lapse protection premium, they have a guarantee that their policy will last up to age 85.¹ And, as long as the policy's surrender value is enough to cover the monthly policy charges, the death benefit can extend beyond the no-lapse protection period.

That's why the indexing feature on a Life Protection Advantage policy is so important. The accumulation value earns interest at a rate that is calculated based on the performance of the S&P 500[®] Index, and protected by a downside floor of zero percent. This means the accumulation value has the potential for growth – growth that can be used to extend the death benefit beyond the long-term no-lapse protection period.

Below is a comparison of protection-focused IUL policies showing how long they are guaranteed to last using our age-last-birthday rates. It also shows how long the coverage is projected to last at various hypothetical interest rates.

A Unique Feature on Life Protection Advantage

Unlike other IULs in the industry, qualifying Life Protection Advantage policies come with a Guaranteed Refund Option (GRO) rider. If your client no longer needs their coverage, there are seven 60-day windows in which the client can surrender the policy and receive a refund of premiums – up to 50 percent at the end of year 15 and up to 100 percent at the end of years 20 through 25.

Paying the long-term no-lapse protection premium will allow the policy to be eligible for the GRO rider.²

Male, age 44/45, standard nontobacco \$1 million level death benefit, annual premiums

Company & Product	Long-Term No-Lapse Protection Premium	Difference from United of Omaha	Guaranteed No-Lapse Protection (To Age)	How Long the Death Benefit is Projected to Last (To Age)			
				At 4%	Difference from United of Omaha	At 4.5%	Difference from United of Omaha
United of Omaha - Life Protection Advantage IUL	\$8,750	–	85	97	–	103	–
Protective - Indexed Choice UL	\$8,973	\$223 more	90	95	2 less	98	5 less
American General - Value+ Protector IUL	\$8,077	\$673 less	90	93	4 less	95	8 less
Nationwide - YourLife IUL Protector	\$8,957	\$207 more	90	90	7 less	91	12 less
North American - Guarantee Builder IUL4	\$8,745	\$5 less	90	90	7 less	90	13 less
Lincoln Financial - WealthPreserve IUL	\$7,509	\$1,241 less	85	87	10 less	88	15 less
Transamerica - Financial Foundation IUL	\$11,320	\$2,570 more	65	87	10 less	88	15 less
AXA - IUL Protect	\$7,550	\$1,200 less	85	86	11 less	88	15 less
Principal - Indexed Universal Life Flex II	\$6,750	\$2,000 less	70	85	12 less	86	17 less
John Hancock - Protection IUL 15 - Vitality Gold	\$11,573	\$2,823 more	83	125	28 more	125	22 more

(continued)

Since Life Protection Advantage is a protection-focused product, your client may want more certainty that their death benefit will last longer – even if the policy performed well at the more conservative rate of 4 percent. Here’s what the client would have to pay in order to have their policy last to age 100 and 120 under these hypothetical rates.

• At a 4 percent illustrated rate:

- An annual premium of \$9,953 would project the death benefit to age 100 under non-guaranteed assumptions
- An annual premium of \$10,617 would project the death benefit to age 120 under non-guaranteed assumptions

As you can see, Life Protection Advantage not only has competitive premiums, but it’s also a product that is built to provide your clients with death benefit protection they can depend on. In addition, Life Protection Advantage also includes opportunities for customization through additional features.

To learn more about Life Protection Advantage, visit discoveriul.com.

¹For insureds issue ages 75 and above, this guarantee is provided by paying the short-term no-lapse protection premium. Insureds issue age 80 and over receive a 5-year guarantee.

²The GRO rider is not available for clients age 60 or above (regardless of risk class), for substandard or tobacco cases under age 50 or for substandard tables 5-16 at ages 50 and above. In order to remain eligible for the rider, the client must continue to make their required premium payments as defined in the rider.

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