



> An Alternative to ROP Term

CONSIDER GUL WITH THE GUARANTEED REFUND OPTION

If your clients like term with an ROP option, they may like the Guaranteed Universal Life (GUL) with a Guaranteed Refund Option even better.

Return of premium term products are popular with clients for an obvious reason: your clients get life insurance coverage for a set period of time and if they make it to the end of the term, they can get back what they paid in premiums.

As an alternative, our GUL product offers clients a permanent insurance solution and the Guaranteed Refund Option provides three 60-day windows in which they can surrender their policy and receive their premiums back – up to 50 percent at the end of year 15 and up to 100 percent at the end of years 20 and 25.² This refund feature is automatically included on all qualifying GUL and GUL Plus policies at no additional cost.¹

ADDITIONAL GUL ADVANTAGES

With a GUL, your client also receives a number of other advantages:

- > If your client wants to continue their policy, they don't need to worry about converting. They can continue their current policy paying the same premiums and have coverage that is guaranteed for the period they selected – up to their lifetime
- > GUL comes with Accelerated Death Benefit riders that allow the client to take a portion of their death benefit early for terminal and chronic illness. Most ROP term products only include a terminal illness benefit

COMPARING THE COSTS

You may initially think that a permanent, guaranteed product would be more expensive, but that's not always the case. Take a look at these comparisons showing how our competitors' ROP Term pricing compares to our GUL:

Carrier	Male Age 50	Female Age 55	Male Age 60
United of Omaha – GUL with Guaranteed Refund Option rider (guaranteed through age 100)	\$8,680	\$9,442	\$15,519
CARRIER A 20-Year ROP Term	\$9,650	\$11,060	N/A
CARRIER B 20-Year ROP Term	\$8,890	\$9,980	\$19,030
CARRIER C 20-Year ROP Term	\$8,249	\$9,930	\$25,160
CARRIER D 20-Year ROP Term	\$8,030	\$8,760	\$17,150
*\$1 million face amount, Preferred NT			

Give me a call to talk about why your clients should purchase a GUL with the Guaranteed Refund Option rider.

¹ The Guaranteed Refund Option rider is not available for substandard or tobacco cases under age 50 or for substandard tables 5-16. In order to remain eligible for the rider, the client must continue to make their required premium payments as defined in the rider.

² The refund amount is capped at 35 percent of the policy's lowest face amount and is reduced by any previous withdrawals and outstanding loans.