

# Guaranteed Issue Whole Life

Sons of Norway, a financial services and international cultural organization headquartered in Minneapolis, began with shared values and a simple promise of financial security when like-minded people came together to protect their families, celebrate their culture and strengthen their community.

Members of Sons of Norway receive valuable member benefits such as Viking magazine and access to discounts on a wide spectrum of products and services from local and national retailers.

We are glad you are a part of our distribution team and value the business you place with us. We pride ourselves on providing excellent customer service to both our Financial Benefits Counselors and your clients.

Disclosure to be added to all profiles (will vary slightly):  
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◆ **Provide your client Guaranteed coverage**

◆ Leverage the simple electronic application

◆ **No medical questions necessary**

◆ Their premium will remain level

Many people face unanticipated expenses after the loss of a loved one. Dealing with these expenses and the emotions of a loss can be very stressful. You can help your client prepare for these expenses with the right amount of life insurance.

Without life insurance, families may struggle to come up with the funds they need to provide the funeral service befitting their loved one. Life insurance can help with these expenses and minimize the stress of this phase of life.

While talking about end-of-life is uncomfortable, planning for these expenses is important. Help your clients see how final expense life insurance can help keep their loved ones from paying these types of expenses out-of-pocket.

**Issue ages**

- 0-85 (age last birthday)

**Issue Date**

- First business day that application, payment and membership dues are all received at headquarters.

**Maturity**

- Premiums are payable by the insured until they reach Age 121

**Cash Values**

- Cash values are guaranteed at issue
- Values will show in contract

**Refund to members**

- These refunds are not expected to be paid

**Face Amounts**

- \$5,000 - \$25,000
- Maximum face amount for all guaranteed issue certificates per individual inforce and applied for is \$25,000

**Premiums**

- \$120 minimum annual premium

**Mode of payment**

- Monthly/AWP
- Quarterly
- Semi- Annual
- Annual
- Single

**Underwriting classes**

- Single class for both male and female

**Death benefits**

- During first 24 months death benefits for non-accidental causes will equal premiums paid plus 4.5% interest from the date the premium were received until date of death (4.5% reflects min. contact home office for current rate)
- Death benefits due to accident will equal the face amount
- After 24 months death benefit will equal face amount regardless of cause of death

**Grace Period**

- 30 Days
- At the end of the grace period the contract will expire unless there is cash value to cover premiums

**Free look period**

- 30 days

**Loans**

- Amounts up to the cash value less one year loan interest is available
- Interest will be charged at 8% on the loan
- If value of the loan exceeds cash value of the contract it will terminate without value

**Withdrawals**

- Partial withdrawals are not allowed

**Riders Available**

- No riders available

# Target Market



Clients ages 50-80



Your client would rather not complete a medical exam (or may have medical conditions that would not result in approval with full underwriting)



They want between \$5,000 and \$25,000 in coverage to help cover expenses for funeral costs, medical bills or other expenses



This may be in addition to the coverage they currently have

Age	\$10,000		\$15,000		\$20,000		\$25,000	
	Male	Female	Male	Female	Male	Female	Male	Female
50 year old	\$393	\$299	\$590	\$449	\$786	\$598	\$983	\$748
55 year old	\$507	\$374	\$760	\$561	\$1014	\$748	\$1267	\$935
60 year old	\$636	\$460	\$954	\$691	\$1,273	\$921	\$1,591	\$1,151
65 year old	\$772	\$555	\$1,158	\$832	\$1,544	\$1,110	\$1,930	\$1,387
70 year old	\$976	\$711	\$1,464	\$1,067	\$1,952	\$1,423	\$2,440	\$1,778