



## PRODUCT OVERVIEW

### What happens to compensation if premiums increase in the renewal years?

Premiums received in the renewal years (after the first certificate anniversary) will be compensated at renewal rates.

### Can riders be added after issue?

The Death Benefit Enhancement Rider, Common Carrier Accidental Death Rider and the Family Health Benefit Rider can only be added at issue (where available). Currently all other riders can be added after issue, subject to evidence of insurability.

### If a client misses a premium payment or pays late, can they catch up on meeting the NLG requirements?

Yes, in the event that the NLG premium payment requirements are not met during the Lifetime NLG period and as long as the certificate is still in effect, the owner can take advantage of the catch-up period for up to 36 months to put the NLG back into good standing. Additional premium may be required to keep the no-lapse guarantee in force.

### Are the smoker definitions on BIG UL the same as on Lifefirst?

Yes

## ACCOUNT VALUE/CASH VALUE

### Does the Face Amount Deduction vary by band?

No, the Face Amount Deduction varies by issue age and smoking class

### What's the difference between Premium Expense Charge and Monthly Admin Deduction?

The Premium Expense Charge is a deduction directly from the premium paid and the net premium payment will be credited to the Account Value. There is no Monthly Admin deduction on BIG UL.

## NO LAPSE GUARANTEE PROVISION

### Will the certificate lapse if the NLG premium is paid on time but the cash value is zero and there's still a COI deduction?

No, the certificate will not lapse even if there's not enough cash value in the certificate provided that the NLG requirements have been met.

Note that if the cash value is 0 due to a loan, the certificate will terminate even if the NLG requirements are met.

### One of the ways to ensure the Lifetime NLG requirements are met is by payment, on time, every time of the NLG premium, with no withdrawals. What is meant by 'on time'?

'On-time' means paying the NLG premium when it is due, or earlier. For example, if the certificate were on a monthly mode, then the NLG premium would be due on each monthly anniversary.

### If the COI increases each year, does the No-Lapse Guarantee (NLG) premium increase as well to keep up with the COI?

No, the NLG premium is a 'levelized' premium and does not increase unless changes are made to the certificate.

### Will the owner be advised if the NLG requirements are not being met?

Currently, the owner will be informed through the Annual Statement.

### How is the amount owing during the 3-year 'catch up' period in order to return the Lifetime NLG to good standing calculated?

Foresters™ will calculate those values upon request.

### Will the 3-year Catch-Up period ever be invoked if the NLG premium is being paid regularly?

No, if the NLG premium is paid regularly, and no withdrawals taken, the Lifetime No-Lapse Guarantee should remain in good standing.



## How is the owner informed if they fall into the 3-year Catch-Up period?

Foresters current practice is to provide information on the Catch-Up period in the Annual Statement.

## CERTIFICATE CHANGES

### Is the current \$25 Change Fee being charged for Illustrations?

We reserve the right to charge a Change Fee on requested In-force Illustrations in excess of one per certificate year.

## RIDERS

### Can a child convert their coverage at any time, or does the conversion have to be tied into a special event (e.g. marriage, turning 25, etc.)?

The Children's Term Rider on BIG UL allows each child covered under the rider to convert at *any* time prior to their 25th birthday, providing the rider is still in effect.

### Can you apply for a Children's Term Rider even if there's no child?

Yes.

### Are stepchildren covered under the Children's Term Rider?

Yes (excluding Alaska), while the insured is married to the parent of that child.

## Examples of the DBER, ADR and CCADR affecting the total death benefit

1. A male aged 40 applied for \$100K in BIG UL and opts for \$100K ADR, and later dies (at age 50) of an accident, covered under the CCADR. The death benefit is now:

Face Amount (100K) + DBER (100K) + ADR (100K) + CCADR (100K + 100K) = Total DB \$500K

2A. A male aged 55 applied for \$100K in BIG UL and opts for \$100K ADR, and later dies (at age 68) of an accident, covered under the CCADR. The death benefit is now:

Face Amount (100K) + ADR (100K) + CCADR (100K+ 100K) = Total DB \$400K

2B. Face Amount increase at year 5 to \$150K

The total DB payable at age 68: Face Amount (150K) + ADR (100K) + CCADR [(150K X 2)-(100K payable under ADR)] = Total DB \$450K

*CCADR contains, within the Amount of the Benefit provision, maximum accidental death amount wording, which limits Foresters liability due to accidental death. The current limit is \$300K - total on all Foresters issued certificates - for coverage that is payable specifically in the event of the accidental death of the insured.*

## What is the maximum benefit amount under the DBER?

\$1M total.

For example: If a client applies for \$1.2M in face amount, the benefit amount under the DBER is \$1M. However, if the client decides to decrease his face amount by \$100K (\$1.1 M), the benefit remains at \$1M for 15 years from the issue date or age 66 (whichever is earliest).

DBER Increases and Decreases, how do they work?

