

# Foresters Whole Life Producer Guide

This guide is intended to answer your questions, provide ideas to help you sell Foresters Whole Life Insurance and is for information purposes only. Check Foresters™ producer website for other tools to support your learning needs and for more detailed product information and availability. You must ensure that you correctly represent, to a customer or prospect, the product features based on the actual wording of the applicable certificate and riders for your state.

Foresters Whole Life and its riders may not be available or approved in all states, and state variations may apply. Foresters Whole Life and its riders are filed under the form numbers listed below, where "XX" represents either "US" or your state's postal abbreviation, as applicable.

Foresters Whole Life: ICC11-WL-US01 or WL-XX01-2011  
Accidental Death Rider: ICC11-WL-ADR-US01 or WL-ADR-XX01-2011  
Children's Term Rider: ICC11-WL-CTR-US01 or WL-CTR-XX01-2011  
Guaranteed Insurability Rider: ICC11-WL-GIR-US01 or WL-GIR- XX01-2011  
Waiver of Premium Rider: ICC11-WL-WPR-US01 or WL-WPR-XX 01-2011  
Common Carrier Accidental Death Rider: ICC11-WL-CCADR-US01 or WL-CCADR- XX01-2011  
Family Health Benefit Rider: WL-FHB-XX01-2011  
Disability Income Rider (Accident Only): WL-DIR-XX01-2011

Foresters, its employees and life insurance representatives do not provide, on Foresters behalf, legal, tax, or estate planning advice. The information here reflects our understanding of current laws and regulations. Prospective purchasers should contact their own legal, tax, or estate planning advisors on their specific situations.

This document is intended for producer use only and should not be disclosed to the public. The information contained in this guide is general in nature and is subject to the applicable certificate and rider wording.



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## FAST FACTS

<b>Product Type</b>	Participating Whole Life	<b>Issue Ages (age nearest birthday)</b>	0-70 (non-medical) 0-85 (medical)
<b>Premium Period</b>	20 Pay Level Pay to Age 100	<b>Illustrations</b>	Required for certificate issue
<b>Underwriting Classification</b>	<p><i>Non-Medical</i></p> <p>Juvenile (issue ages 0-15)</p> <p>Non-Tobacco (issue ages 16-70)</p> <p>Tobacco (issue ages 16-70)</p> <p><i>Medical</i></p> <p>Juvenile (issue ages 0-15)</p> <p>Preferred Plus Non-Tobacco (issue ages 16-85)</p> <p>Preferred Non-Tobacco (issue ages 16-85)</p> <p>Non-Tobacco Plus (issue ages 16-85)</p> <p>Non-Tobacco (issue ages 16-85)</p> <p>Tobacco Plus (issue ages 16-85)</p> <p>Tobacco (issue ages 16-85)</p>	<b>Face Amount Bands</b>	<p><i>Non-Medical</i></p> <p>Issue Age 0 - 15: \$25,000 to \$150,000</p> <p>Issue Age 16 - 55: \$25,000 to \$250,000</p> <p>Issue Age 56 - 70: \$25,000 to \$150,000</p> <p><i>Medical, Band I (less than \$500,000)</i></p> <p>Issue Age 0 - 15: \$150,001 - \$499,999</p> <p>Issue Age 16 - 55: \$250,001 - \$499,999</p> <p>Issue Age 56 - 70: \$150,001 - \$499,999</p> <p>Issue Age 71 - 85: \$25,000 - \$499,999</p> <p><i>Medical, Band II (over \$500,000)</i></p> <p>\$500,000 and up for all issue ages</p>
<b>Premium Modes</b>	Annual Semi-Annual Quarterly Monthly (PAC only)	<b>Minimum Modal Premium</b>	\$300/annually \$150/semi-annually \$75/quarterly \$25/monthly
<b>Non-Forfeiture Options</b>	Cash surrender Reduced Paid-Up (RPU) subject to minimum of \$1,000 Automatic Premium Loan (APL)	<b>Dividend Options</b>	Paid-up Additions (PUA) On deposit with interest To reduce premiums Paid in cash
<b>Loans</b>	Can be taken if cash value is available		
<b>Loan Rate</b>	Variable	<b>Insurer</b>	The Independent Order of Foresters

## PRODUCT SPECIFICATIONS

### DESCRIPTION

Foresters Whole Life Insurance (Foresters Whole Life) is a participating whole life product which provides lifetime death benefit protection, guaranteed cash values and lifetime guaranteed premiums. It is designed and priced based on the 2001 Commissioners Standard Ordinary (CSO) mortality tables.

In addition to offering lifetime protection, Foresters Whole Life also offers a variety of features and riders that address a broad range of personal protection needs.

### PREMIUM PERIOD

- Available as a 20 Pay or Paid-up at 100
- First Premium on PAC (FPOP) is available
- Cash on Delivery (COD) is only available on Medically underwritten certificates where the face amount exceeds the limits of the Temporary Insurance Agreement (TIA)

For issue ages 76-85 the 20 Pay option is not available.

### ISSUE AGES

*Non-Medical* 0-70 (age nearest birthday)

*Medical* 0-85 (age nearest birthday)

*When we refer to an age after the issue date, age is defined as the issue age plus the number of completed certificate years.*

### UNDERWRITING CLASSIFICATIONS

*Non-Medical*

- Juvenile (issue ages 0-15)
- Non-Tobacco (issue ages 16-70)
- Tobacco (issue ages 16-70)

*Medical*

- Juvenile (issue ages 0-15)
- Preferred Plus Non-Tobacco (issue ages 16-85)
- Preferred Non-Tobacco (issue ages 16-85)
- Non-Tobacco Plus (issue ages 16-85)
- Non-Tobacco (issue ages 16-85)
- Tobacco Plus (issue ages 16-85)
- Tobacco (issue ages 16-85)

### RATINGS

Substandard extras are available. Temporary and permanent flat extras are available. Rating classes are +50% to +400% and will be determined by Underwriting.

## FACE AMOUNT BANDS

*Non-Medical*

Issue Age 0 - 15: \$25,000 to \$150,000

Issue Age 16 - 55: \$25,000 to \$250,000

Issue Age 56 - 70: \$25,000 to \$150,000

*Medical*

Band I: Less than \$500,000

Issue Age 0 - 15: \$150,001 - \$499,999

Issue Age 16 - 55: \$250,001 - \$499,999

Issue Age 56 - 70: \$150,001 - \$499,999

Issue Age 71 - 85: \$ 25,000 - \$499,999

For Issue Ages 71-85:

- Preferred and Preferred Plus underwriting classes are only available if the face amount is at least \$100,000.

Band II: \$500,000 and up for all issue ages

### ILLUSTRATIONS

Illustrations are necessary to meet certificate delivery requirements.

### TARGET MARKET

- Middle-income market
- Seeking guarantees and lifetime life insurance protection
- Looking to build long-term cash value
- Have dependents

### PREMIUM MODES

- Annual
- Semi-Annual
- Quarterly
- Monthly (PAC)

### MODAL FACTORS

- Annual: 1.00
- Semi-Annual: 0.51
- Quarterly: 0.26
- Monthly: 0.0875

### MINIMUM PREMIUM

- Annual: \$300
- Semi-Annual: \$150
- Quarterly: \$75
- PAC: \$25

(No minimums apply to term conversions below minimum face amount)

### CERTIFICATE FEE

- Annual: \$72
- Semi-Annual: \$36.72
- Quarterly: \$18.72
- Monthly (PAC): \$6.30

(Certificate fee is fully commissionable)

## NON-FORFEITURE OPTIONS

- Cash Surrender
- Reduced Paid-Up (RPU) subject to minimum of \$1,000
- Automatic Premium Loan (APL)

If a non-forfeiture option is not chosen the default is Reduced Paid-Up (RPU), unless the cash surrender amount would purchase less than \$1,000 of face amount. In that case, Foresters may surrender the certificate and payout the cash surrender value.

If the owner elects Automatic Premium Loan (APL) we will switch the payment mode to monthly (if the certificate is on another mode) while on APL.

## CONVERSIONS

Foresters non-medical term certificates can convert to all non-medical versions of Foresters Whole Life.

Conversions to Foresters Whole Life are not required to meet the minimum face amount, however:

- if the old term coverage is less than \$25,000, it must be converted in its entirety, and;
- if the new Foresters Whole Life coverage will be below the minimum face amount, the premium option must be Pay to 100.

## CASH VALUE AND DIVIDENDS

### CASH VALUES

Cash values are guaranteed and vary based only on gender and tobacco status.

### DIVIDENDS

Dividends are not guaranteed and vary by gender, band, smoker, preferred/standard, and premium-pay period.

Available dividend options are:

- Paid-Up Additions (PUA)
- On deposit with interest
- To reduce premiums
- Paid in cash

The default dividend option is Paid-Up Additions (PUA).

## SURRENDERS AND LOANS

### SURRENDERS

The certificate may be partially or fully surrendered for its cash surrender value at any time.

#### *Full Surrender*

A certificate can be fully surrendered for its guaranteed cash value, plus the value of any Paid-up Additions (PUA) or accumulated dividends on deposit, less any outstanding debt.

#### *Partial Surrender*

A certificate can be partially surrendered by surrendering Paid-Up Additions.

### LOANS

Loan(s) may be obtained from Foresters using the certificate as collateral. The certificate must be in effect and have a positive cash surrender value at the time of the loan.

Interest is charged daily at the current Foresters US variable loan rate. The amount of the loan requested may be adjusted if the cash surrender value at that time is insufficient.

Loan repayment – All or part of a certificate loan may be repaid at any time prior to the death\* of the insured or the surrender of the certificate. Repayments will reduce the loan amount.

*\*The death proceeds payable are reduced by the outstanding amount of the loan (and accrued interest). Also, if the certificate lapses while there is a loan, the loan will be treated as a distribution from the certificate, and there may be tax consequences as a result. In addition, if the loan balance exceeds the cash value, the certificate will terminate. In this case, notification will be sent to the certificate owner.*

### REINSTATEMENT

Foresters may approve the reinstatement of a lapsed certificate within three years of its lapse subject to:

- Evidence of insurability accepted by Foresters
- Payment of all unpaid premiums and any other existing debt, plus applicable interest

Interest on the unpaid premiums will not exceed 6.0%. Interest on a loan will not exceed Foresters variable loan rate in effect during reinstatement period.

## RIDERS

### CHILDREN'S TERM RIDER

Available on	Children of life insured
Issue ages	16-55 (for Life insured)
Description	Provides level term life insurance for each child, listed on the application, who is 15 days or older, has not reached their 18 <sup>th</sup> birthday at issue of the rider and is not excluded by Foresters. A child is not covered past their 25 <sup>th</sup> birthday.
Issue amount	Any amount between and including \$10,000 - \$25,000.
Convertibility	To a permanent plan without evidence of insurability. For child up to age 21, that child can convert up to 1X benefit. Between ages 21 and 25, up to 5X benefit (max \$100,000/insured child on all Foresters child rider conversions for that child).
Expiry date	The certificate anniversary on which the insured is age 65.

*Note: Coverage will be extended to each person who becomes an insured child while this rider is in effect. That child must be at least 15 days old and has not reached their 18th birthday.*

### ACCIDENTAL DEATH RIDER

Available on	Life insured
Issue ages	16-60
Description	Provides additional coverage in the event of an accidental death, caused by an accidental bodily injury, and death occurs within 180 days of the injury.
Issue amount	\$25,000 minimum, up to 100% of the face amount to a maximum of \$300,000 (all carriers).
Expiry date	The certificate anniversary on which the insured is age 70.

### WAIVER OF PREMIUM RIDER

Available on	Life insured
Issue ages	16-55
Description	<p>Insures against total disability from one's own occupation for 24 months and total disability from any occupation after that. If total disability begins prior to the certificate anniversary on which the insured is age 60 and the insured is continuously totally disabled after the rider expiry date, the premium will continue to be waived until the earlier of:</p> <p>a) the date when the insured is no longer totally disabled or,  b) the day the certificate is no longer in effect</p> <p>If total disability begins on or after the certificate anniversary on which the insured is age 60 and the insured is continuously disabled after that anniversary, the premium will continue to be waived until the earlier of:</p> <p>a) the date when the insured is no longer totally disabled, or  b) the certificate anniversary on which the insured is age 65, or  c) the day the certificate is no longer in effect.</p>
Waiting period	Six months
Rider expiry date	The certificate anniversary on which the insured is age 65.

### DISABILITY INCOME RIDER (ACCIDENT ONLY)

Available on	Life insured
Issue ages	16-60
Description	Provides a monthly benefit for up to two years for total disability from one's own occupation, and for a second independent injury, up to two additional years for total disability from any occupation if the insured becomes totally disabled due to injury within 180 days of that injury.
Waiting period	90 days
Min monthly benefit	\$300
Max monthly benefit	Lesser of (at time of application): a) \$2,000 for Non-medical, \$3,000 for Medical b) 1.5% of the face amount, or c) 60% of the insured's monthly pay.
Increases and decreases	The benefit amount can be decreased after issue, however, increases are not permitted after issue.
Death claims	If the insured dies as the result of an injury while this rider is in effect, Foresters will return 100% of the DIR premiums paid minus the sum of DIR benefits paid  <i>Note: If the sum of DIR payouts is equal to or greater than the sum of premiums paid then there will be no return of DIR premiums upon death.</i>
Number of claims	Up to 2 independent claims, not to exceed 24 months per independent claim.
Claim period	24 months, not required to be consecutive for a given claim.
Definition of total disability	Total disability is defined in the rider, and for the: <b>1st Injury</b> - Insured's inability to work at <b>own occupation</b> <b>2nd Injury</b> - Insured's inability to work at <b>any occupation</b>
Expiry date	The certificate anniversary on which the insured is age 65.

### COMMON CARRIER ACCIDENTAL DEATH RIDER

Available on	Life insured
Issue ages	0-85
Description	This rider, automatically included on all eligible certificates (cost is included in basic certificate premium), provides a death benefit of up to two times the face amount to a maximum of \$300,000, if the insured dies within 180 days of an accidental bodily injury that occurred on a common carrier as a fare-paying passenger.
Benefit amount	2 times the face amount to a maximum of \$300,000.
Expiry date	The certificate anniversary on which the insured is age 100.

### FAMILY HEALTH BENEFIT RIDER

Available on	Life insured
Issue ages	0-85
Description	This rider, automatically included on all eligible certificates (cost is included in basic certificate premium), provides benefits for qualified health situations for the insured and their immediate family of up to \$650 per person per incident with a lifetime family maximum of \$5,000, who have had to be transferred to a hospital in the Continental United States, Alaska or Hawaii by ambulance, visit the emergency room or stay in hospital as a result of the following: <ul style="list-style-type: none"> <li>• Earthquake</li> <li>• Hurricane</li> <li>• Tornado</li> <li>• Tsunami</li> <li>• Typhoon</li> <li>• Struck by lightning</li> <li>• Volcanic eruption</li> </ul>
Qualified event and amount	<ul style="list-style-type: none"> <li>• Ambulance Transportation: \$50</li> <li>• Hospital Emergency Room Examination: \$100</li> <li>• Hospital Stay: \$100/day (up to 5 days)</li> </ul>
Max benefit amount	\$650 per person, per incident with a lifetime family maximum of \$5,000.
Expiry date	The certificate anniversary on which the insured is age 100.

## GUARANTEED INSURABILITY RIDER

Available on	Life insured
Issue ages	0-37
Description	Provides an opportunity to purchase additional coverage on the Life Insured up to the benefit amount without further evidence of insurability by making an application and paying the first premium within 90 days before an option date. Option dates are the Certificate Anniversary on which the Life Insured's age is 25, 28, 31, 34, 37 and 40 after which the rider expires. An option date may be moved forward to 90 days after the Life Insured's marriage or the birth or the adoption of a child. The marriage, birth or adoption must occur after the issue date of this rider and before the Life Insured's 40th birthday. The premium for the new certificate will be at our rates in use on the option date for the then age of the insured and the same risk classification as in the certificate.
Max benefit amount	\$50,000 per option or the base face amount at issue if it is less than \$50,000.
Expiry date	The certificate anniversary on which the insured is age 40.

## SOFTWARE HELP

You can access/download Foresters Whole Life software by logging onto Foresters producer website.

Please check the state availability map for currently approved states.