

GTL's Heritage Plan-Graded Benefit Whole Life Insurance

RATE SHEET & UNDERWRITING GUIDE

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ID, IL, IN, IA, KS, KY, LA, ME, MA, MD, MI,
MN, MS, MO, NE, NV, NH, NJ, NM, NC, ND,
OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT,
VA, WA, WV, WI, WY

FOR AGENT USE ONLY

GTL'S HERITAGE PLAN-GRADED BENEFIT WHOLE LIFE INSURANCE-RATES PER \$1,000

GTL'S HERITAGE PLAN-GRADED BENEFIT WHOLE LIFE RATES					
ISSUE AGE	40-65		ISSUE AGE	66-90	
	M	F		M	F
40	\$55.00	\$40.00	66	\$104.00	\$77.00
41	\$56.00	\$40.00	67	\$108.00	\$80.00
42	\$57.00	\$40.00	68	\$112.00	\$83.00
43	\$58.00	\$40.00	69	\$116.00	\$86.00
44	\$59.00	\$40.00	70	\$120.00	\$90.00
45	\$60.00	\$40.00	71	\$132.00	\$98.00
46	\$60.00	\$40.00	72	\$142.00	\$107.00
47	\$60.00	\$40.00	73	\$152.00	\$115.00
48	\$60.00	\$40.00	74	\$162.00	\$124.00
49	\$60.00	\$40.00	75	\$172.00	\$132.00
50	\$61.00	\$41.00	76	\$200.00	\$150.00
51	\$62.00	\$42.00	77	\$225.00	\$170.00
52	\$63.00	\$44.00	78	\$250.00	\$190.00
53	\$64.00	\$46.00	79	\$275.00	\$200.00
54	\$65.00	\$49.00	80	\$290.00	\$210.00
55	\$67.00	\$51.00	81	\$300.00	\$220.00
56	\$70.00	\$53.00	82	\$320.00	\$230.00
57	\$72.00	\$55.00	83	\$340.00	\$240.00
58	\$73.00	\$56.00	84	\$360.00	\$250.00
59	\$75.00	\$58.00	85	\$375.00	\$260.00
60	\$78.00	\$60.00	86	\$400.00	\$280.00
61	\$81.00	\$63.00	87	\$420.00	\$300.00
62	\$86.00	\$66.00	88	\$440.00	\$330.00
63	\$90.00	\$70.00	89	\$450.00	\$360.00
64	\$95.00	\$72.00	90	\$460.00	\$400.00
65	\$100.00	\$73.00			

MODAL FACTORS	
Monthly	0.08333
Quarterly	0.25000
Semi Annual	0.50000
Annual	1.00000

ANNUAL POLICY FEE
\$48.00

Graded Death Benefit

Issue Ages: 40-90 years

Death Benefit Amounts: Age 40-85 – \$2,500 to \$20,000
Age 86-90 – \$2,500 to \$10,000

- Death Benefit in year 1 is Premiums Paid plus 5%
- Death Benefit in year 2 is 50% of the face amount
- Death Benefit in year 3 is 100% of the face amount

We will pay the full face amount on accidental death in year 1 and year 2 under the Temporary Accidental Death Benefit.

GTL's Heritage Plan

Plan Information

Issue Ages: 40 – 90

Benefit amounts: 40-85 — \$2,500 - \$20,000
86-90 — \$2,500 - \$10,000

Graded Benefit due to death from an illness

Year 1 (1-12 months) Return of Premium plus 5% interest

Year 2 (13-24 months) 50% of chosen Death Benefit

Year 3 (25th month) 100% of chosen Death Benefit

Underwriting

Accept/Reject Underwriting (There are six (6) Yes/No Questions and Any that are answered "YES" would disqualify an applicant.)

1. Within the last twenty four (24) months, have you been receiving kidney dialysis, require daily oxygen use (excluding CPAP), have an implanted defibrillator or received or been advised by a medical professional to get an organ transplant?
2. Have you ever been diagnosed with or treated by a medical professional for Alzheimer's disease or dementia or are currently being treated for memory loss?
3. Within the last twenty four months, have you been diagnosed as having, or been prescribed medication by a medical professional or been treated by a medical professional for cancer (excluding Stage A Prostate Cancer, Carcinoma in Situ, Squamous Cell or Basal Cell Carcinoma)?
4. Have you ever had or been recommended to have an amputation due to complications from diabetes?
5. Are you currently bedridden, confined to a hospital, nursing home, mental care facility, long term care facility, hospice or have you been diagnosed with an end-stage or terminal illness, or been told by a medical professional that you have less than 12 months to live?
6. Have you been diagnosed by a medical professional as having the Human Immunodeficiency Virus (HIV), ARC or AIDS?

Underwriting Requirements: None

Height Weight Guidelines: None

Replacement of another agents in-force Heritage Plan is not permitted. We will not issue more than two (2) policies to a single insured, and the total of the two (2) policies cannot exceed the maximum benefit allowed based on age. (Annual policy fees apply.)

POA / Guardianship: Will not be accepted.

Policy Benefit Changes: Increase in coverage – we will allow increase up to max face amount (\$20K ages 40-85; \$10K ages 86-90). You will be required to complete a new application which will be subject to underwriting approval and a second policy will be issued.

Reinstatement Process: A policy can be considered for reinstatement if it lapses. Please refer to the reinstatement provision in the policy for the guidelines as they may vary by state.

The applicant must have a valid social security number and be a U.S. citizen. If the applicant holds a "green card" (permanent resident of US) they also qualify for coverage.

If the application is over 31 days old when received by the Company, a new currently dated application will be required.

The billing day cannot be more than 15 days before or after the effective date.

Signature Rules: Full signature of the Proposed Insured and Owner (if applicable) and date is required. Also the Voice Verification must be completed.

Billing Information

When selecting Social Security Drafting for GTL's Heritage Plan Whole Life Product, if the approval date is after the selected draft option, **please select an effective date for the policy to be the 1st of the following month in order to have the draft occur on the next expected Social Security payment date.**

Note: in the case an application is not Instantly Issued the effective date would be the underwriting approval date.

Example 1

The client wants a July 1st effective date and a 2nd Wednesday billing day is requested.

- The first policy draft will occur on Wednesday, July 10th.

Example 2

If the policy is effective July 15th and a 2nd Wednesday billing day is requested (which has passed).

- The first policy draft will take place on the 15th then subsequent drafts will be on the 2nd Wednesday of each month.
- If an effective date is not requested, the approval date will be the effective date.

Commissions / Business Quality

Persistency/Placement and Debit Balance Guidelines for Heritage Plan Final Expense:

- Agent level:
 - If persistency falls below 70% (3, 6, 9, or 13 mo. persistency) and/or Placement rate fall below 70%, will receive an automatic warning. An Agent will have 60 days to increase their metrics to levels of at least 70% persistency ratio and 70% placement rate. If metrics are not achieved the agent will be automatically terminated in the offering of the Heritage Plan Final Expense product.
- Agencies/ MGA/ FMO:
 - If persistency falls below a 70% and/or an 80% Placement Rate, will receive an automatic warning. In the event that a warning is given, you will have 90 days to improve their metrics to levels of at least 70% persistency ratio and an 80% placement rate. If metrics are not achieved the agent will be automatically terminated in the offering of the Heritage Plan Final Expense product.
- Debit Balance Procedure:
 - If writing agent has a debit balance greater than \$150 for 30 days or more, a warning will be sent out. If there is not a reduction in the debit balance within 15 days, it is an automatic termination and immediate debt roll-up to the next available upline. For an upline If the debit balance is not cleared within 10 days, it is an automatic termination and an immediate debt roll-up to the next available upline. Each immediate upline has ten days to clear the debit balance before it rolls-up to the next available upline.

Chargebacks for Heritage Plan Final Expense:

If the insured dies in the 1st policy year Guarantee Trust Life will charge back all earned and unearned commissions.