

## PRODUCT HIGHLIGHTS

# VUL Defender®

### Why Variable Universal Life (VUL) Defender?

VUL Defender was designed to provide one of the most competitive lifetime guaranteed death benefits in the market today. Several features allow for flexibility in designing a product to meet your clients' needs:

- No Lapse Guarantee Agreement<sup>1</sup>
- Over 70 variable subaccounts, including six Managed Volatility Portfolios
- Three fixed indexed accounts for upside potential and downside protection, including an uncapped option<sup>2</sup>

These features and more give your clients the ability to obtain their desired guarantee, within their budget.

<b>Policy type</b>	Flexible-premium variable universal life with a focus on protection
<b>Initial minimum premium</b>	Amount required to issue the policy (illustration system will show this amount as 'minimum initial payment'), which represents three months of policy charges
<b>Issue ages</b>	0-75 based on age at nearest birthday
<b>Minimum face</b>	\$100,000 for all ages
<b>Death benefit options</b>	Level and Increasing
<b>Allocation options</b>	<ul style="list-style-type: none"> <li>• Variable subaccounts including Managed Volatility Portfolios</li> <li>• Fixed indexed accounts</li> <li>• Guaranteed Interest Account</li> </ul>
<b>Fixed indexed account options</b>	<ul style="list-style-type: none"> <li>• S&amp;P 500® with 100% participation</li> <li>• S&amp;P 500® with 140% participation</li> <li>• S&amp;P 500® Low Volatility, uncapped, 50% participation</li> </ul>
<b>Issue classes</b>	Preferred Select, Preferred, Preferred Tobacco, Non-tobacco plus, Standard Non-Tobacco, Standard Tobacco, Special Risk, Special Risk Tobacco
<b>Surrender charge</b>	Applies to the first 15 years after issue or face change
<b>Minimum premium payments</b>	\$50 for annually, semi-annual and quarterly; \$25 for monthly and EFT
<b>Minimum guaranteed interest rate</b>	Money allocated to the Guaranteed Interest Account and the indexed accounts will be credited at 2% per year, calculated upon death or termination of contract (less surrender charges and withdrawals).
<b>Loans<sup>3</sup></b>	<p><b>Fixed loans:</b></p> <ul style="list-style-type: none"> <li>• Charge rate: 5%</li> <li>• Crediting rate: 4% in years 1-10, 4.9 in years 11+</li> </ul> <p><b>Variable loans (only available on money within fixed indexed account options):</b></p> <ul style="list-style-type: none"> <li>• Charge rate: Varies based on Moody's Corporate Bond Yield Average (3% minimum)</li> <li>• Crediting rate: Directly tied to performance of client's fixed indexed account allocations</li> </ul>
<b>Compensation</b>	Based on a two-year rolling target approach; external 1035 exchanges apply toward target premium
<b>Agreements</b>	Accelerated Death Benefit for Chronic Illness Agreement, Accelerated Death Benefit for Terminal Illness Agreement, Guaranteed Insurability Option, Inflation Agreement, Level Term Insurance Agreement, No Lapse Guarantee Agreement, Overloan Protection Agreement, Premium Deposit Account Agreement, Waiver of Premium Agreement

1. The no lapse guarantee is subject to the terms and conditions contained in the policy and may not be in effect even if premium payments are made. Please review the policy carefully.

2. Uncapped indexed account participation rates are subject to change and may be less than 100%. This could have the impact of the indexed account credit being less than the change in the reference index.

3. Only one loan interest rate type available at one time. May switch between loans once per year.

Additional agreements may be available. Agreements may be subject to additional costs and restrictions. Agreements may not be available in all states, may exist under a different name in various states and may not be available in combination with other agreements.

Variable Universal Life Defender is designed first and foremost to provide life insurance protection. While the interest-crediting options are attractive for cash accumulation, the product should always be promoted to first meet the death benefit needs of families and businesses with cash accumulation as a secondary benefit.

Policy loans and withdrawals may create an adverse tax result in the event of a lapse or policy surrender, and will reduce both the surrender value and death benefit. Withdrawals may be subject to taxation within the first fifteen years of the contract. Clients should consult their tax advisor when considering taking a policy loan or withdrawal.

Guarantees are based on the claims-paying ability of the issuing insurance company.

All indexed accounts available with Variable Universal Life Defender employ a point-to-point interest crediting method with one-year index segments – except where noted – established monthly. Interest credits for any index segment may range from 0% up to the maximum for that segment. This policy guarantees that the total interest credited over the life of the Policy will not be less than a 2.00% effective annual interest rate.

The underlying indices only recognize the changes in stock prices and do not include any dividend returns. The policy and the Indexed Accounts do not actually participate in the stock market or the S&P 500® Index S&P 500 Low Volatility Index. One cannot invest directly in an Index.

Although Managed Volatility Portfolios seek to minimize the impact of market downturns, their hedging strategies may limit some upside potential. As with any variable investment, investing in Managed Volatility Portfolios involves investment risk, including the loss of principal. Neither diversification nor asset allocation guarantee against loss, they are methods used to manage risk. Because these funds deploy an asset allocation strategy, investment risks may vary. One should consult the prospectus for details.

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