

A photograph of a multi-generational family (grandparents, parents, and children) sitting around a long table outdoors at night. They are eating and talking under warm string lights. The table is set with white dishes, glasses, and a large wooden bowl. A woman in the foreground is holding a young child who is looking up and pointing towards the lights.

FLEX WHOLE LIFE **PRODUCER GUIDE**

Everything You Need To Help Clients
Protect Themselves & Their Families

FLEX WHOLE LIFE PRODUCER GUIDE

Welcome to Flex Whole Life Insurance

To help your clients and their families now and in the future, SBLI proudly offers you:

- A suite of six permanent, fixed-premium products that provide living and death benefits until age 121.
- A death benefit that is typically income tax-free, tax-deferred cash value growth, and with proper design, the ability to make withdrawals and loans on a tax-favored basis.
- Competitive guaranteed cash values and the potential to earn dividends. SBLI's consistently strong actual-versus-projected dividend performance has been recognized in independent third-party whole life insurance studies, when compared to many of our competitors.

The primary difference between the six products is the number of years required to achieve guaranteed paid-up status, with payment schedules ranging from all policy years (Continuous Payment Whole Life) to one year (Single Premium Whole Life).



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OVERVIEW

Product Flexibility

This is a key attribute of Flex Whole Life.

- With the exception of Single Premium Whole Life, as many as seven riders¹ can be added to our products.
- This gives you the ability to custom-design a policy to fit virtually any client's situation.
- Whether the goal is to build death benefit protection as affordably as possible, or to get the right amount of death benefit protection and maximize cash surrender value accumulation, we have the products to help your clients succeed.

Why Whole Life?

With many permanent life insurance products to choose from, this is a logical question. Here is the answer.

- Whole life insurance generally provides more policy guarantees than other permanent insurance options with more risk assumed by the insurer. This includes Variable Universal Life, Guaranteed Universal Life and Indexed Universal Life.
- Whole life insurance features guaranteed premiums, guaranteed cash values and guaranteed death benefits. If you have clients that want life insurance with these guarantees, whole life insurance is the best choice.
- The guaranteed benefits of whole life insurance are not dependent on the performance of the stock market. Nor are they tied to any index. We view them as our responsibility to our policy owners, a belief that has inspired us since our founding in 1907.

The Many Uses of Whole Life

Flex Whole Life can address and solve many clients' most pressing concerns.

- Death benefit protection for the insured's entire life.
- Permanent protection with more guarantees than other permanent products may offer.
- Can be used to supplement income during retirement², for estate conservation and for wealth transfer.

Whole life products are also useful for business needs, including:

- Key Person insurance.
- Buy/Sell Agreement funding at the death of a business owner.
- Supplemental retirement income for business owners and their employee.²

Which Flex Whole Life Product is Right for Your Client?

Continuous Payment Whole Life

This requires premium payments in all policy years. It is well-suited for clients who want permanent protection with lower annual premiums than limited pay options provide. Consider adding a level term rider to increase death benefit protection for a specific period — until a mortgage is paid off or until a client's children finish college.

Limited Payment Whole Life

10 Payment, 15 Payment, 20 Payment, and Life Paid Up at Age 65³.

These policies are appropriate for clients who can afford higher premiums and do not want to pay premiums in later policy years. The shorter the premium payment schedule, the quicker the policy builds cash value.

1. These are highlights. Not all provisions are discussed. Please refer to the policy or rider specifications for full provisions.

2. Withdrawals are subject to ordinary income tax and, if taken prior to age 59 ½, a 10% federal penalty.

3. The addition of a rider may cause a policy to become a Modified Endowment Contract (MEC). Limited-pay policies, when more premium is paid up front, can also trigger MEC status. If so, policy distributions will likely be taxable. Single Premium Whole Life is virtually always a MEC. Be sure to check your illustration to determine if you may have a MEC status. Please consult a tax professional for more specific advice concerning any tax impact.

Limited Payment Whole Life CONTINUED

In addition to providing death benefit protection, with shorter premium schedules will potentially accumulate more funds to supplement income or to meet lifetime financial obligations.¹

Consider an SBLI Limited Payment policy solution for business insurance needs — and a level term rider to affordably enhance the death benefit.

Single Premium Whole Life

A single premium whole life is specifically designed as a wealth transfer tool and it is often used in estate planning, mainly to maximize an individual's inheritance to their heirs, typically tax-free.

For example, a healthy 60-year-old female wishing to leave \$150,000 to her heirs could purchase a Single Premium Whole Life policy with a \$150,000 death benefit, which will typically be paid income tax-free to her heirs upon her death. Finally, life insurance proceeds have the advantage of avoiding probate², since the beneficiaries of the policy are paid directly by the company.

¹Withdrawals are subject to ordinary income tax and, if taken prior to age 59 ½, a 10% federal penalty. Policy loans would reduce the net cash value and death benefit.

²Beneficiary details are required to be up to date.

PREMIUM AND VALUES SAMPLES BY PRODUCT

RATES AS OF DECEMBER 15, 2021

MALE, AGE 40, PREFERRED PLUS (NON-SMOKER), \$100,000					
	Continuous Payment	10 Payment	15 Payment	20 Payment	Paid up at age 65
Annual Premium	\$1,407	\$3,668	\$2,674	\$2,186	\$1,899
Total Premiums Paid at age 65	\$35,175	\$36,680	\$40,110	\$43,720	\$47,475
Guaranteed CV at age 65 ¹	\$34,844	\$49,590	\$49,590	\$49,590	\$49,590

FEMALE, AGE 40, PREFERRED PLUS (NON-SMOKER), \$100,000					
	Continuous Payment	10 Payment	15 Payment	20 Payment	Paid up at age 65
Annual Premium	\$1,271	\$3,378	\$2,464	\$2,012	\$1,748
Total Premiums Paid at age 65	\$31,775	\$33,780	\$36,960	\$40,240	\$43,700
Guaranteed CV at age 65 ¹	\$31,776	\$45,472	\$45,472	\$45,472	\$45,472

¹Our computations of minimum cash values under the basic policy are based on interest of 3.75%.

POLICY SPECIFICS

All SBLI Flex Whole Life products are fully underwritten and issued on an age-nearest basis.

Premium Payment Durations and Policy Maturity

SBLI offers the following policies and payment schedules to suit your clients' needs:

Continuous Payment Whole Life: Premiums are payable in all years, to maturity at age 121.

Limited Payment Whole Life Paid Up at Age 65: Premiums are payable to age 65, after which the policy is paid up to policy maturity at age 121.

Limited Payment Whole Life 20: Premiums are payable for 20 years, after which the policy is paid up to policy maturity at age 121.

Limited Payment Whole Life 15: Premiums are payable for 15 years, after which the policy is paid up to policy maturity at age 121.

Limited Payment Whole Life 10: Premiums are payable for 10 years, after which the policy is paid up to policy maturity at age 121.

Single Premium Whole Life: This policy is paid up with one premium and the policy matures at age 121.

If the insured is still living at age 121, the cash value will equal the death benefit and the policy proceeds will be paid to the policy owner.³

ISSUE AGES, AMOUNTS, AND RISK CLASSES

ISSUE AGES (AGE NEAREST)	\$25,000 (MINIMUM FACE AMOUNT)	\$1,000,000 (MAXIMUM FACE AMOUNT)
0-14	Uni-Smoker Rates	Uni-Smoker Rates

ISSUE AGES (AGE NEAREST)	\$25,000 (MINIMUM FACE AMOUNT)	\$50,000,000 ⁴ (MAXIMUM FACE AMOUNT)
15-17	Uni-Smoker Rates	Uni-Smoker Rates
18-80	Male/Female Rates	Male/Female Rates
	Non-Nicotine Rates: Standard	Non-Nicotine Rates: Preferred Plus, Preferred, Select, Standard
	Nicotine Rates: Standard	Nicotine Rates: Preferred, Standard

3. Policy loans and acceleration of death benefit would reduce the net cash value.

4. Please see sbliagent.com for details. Single Premium Whole Life has a premium limit maximum of \$1,000,000.

SUBSTANDARD RATINGS

SUBSTANDARD RISKS	
Table A-P (in 25% increments to a maximum of 400%)	Flat extras offered on a temporary or permanent basis

PREMIUM MODES AND FACTORS

MODE	ANNUAL	SEMIANNUAL	QUARTERLY	MONTHLY
Factor	n/a	0.51	0.26	0.087

POLICY FEE

PRODUCT	POLICY FEE
Continuous Pay, 10 Pay, 15 Pay, 20 Pay and Paid Up at 65	\$50
Single Premium Whole Life	\$150

Dividend Options

Cash

The policy owner can take the annual dividend in cash. The death benefit and cash surrender value growth will be limited to the policy guarantees.

Reduce Premium

The dividend will be automatically applied to the premium due. If at any time dividends exceed the premium due, the excess dividend may be paid in cash, left to accumulate at interest, or used to buy additional paid-up insurance.

Accumulate at Interest

Dividends may be left on the policy to accumulate at the interest rate declared by the Company. Each year, a 1099INT will be issued to the policy owner in the amount of the interest earned on dividend deposits.

Paid-Up Additions

Dividends will be used as a net single premium to buy as much paid-up whole life insurance as possible, based on the insured's attained age. These additional units of paid-up whole life insurance have cash value and may also earn dividends.

Other Uses for Dividends

Dividends may also be used to pay off policy loans or loan interest.

How We Calculate Dividends

Dividend calculations are based on an insurance company's estimated versus actual performance with respect to expenses, mortality, and interest rates and investments. If there is a positive difference between estimated and actual performance, a dividend is likely. As you well know, dividends vary year to year and are not guaranteed.

Withdrawals

Dividends, including Paid-Up Additions and Dividends Accumulating at Interest, may be withdrawn from the policy at the policy owner's request.

Loans

Loans may be taken against the policy cash value at the policy owner's request. Loan interest will be assessed at a variable rate, which is determined monthly. After the tenth policy anniversary, loans taken up to the amount of the gain in the policy can be taken on a zero-cost basis.

Modified Endowment Contract (MEC)

According to IRS subsection 7702A, a MEC is a life insurance contract that fails to meet the 7-pay test. A life insurance contract "fails to meet the 7-pay test if the accumulated amount paid under the contract at any time during the first seven contract years exceeds the sum of the net level premiums which would have been paid on or before such time if the contract provided for paid-up future benefits after the payment of seven level annual premiums." The result is that distributions includable in gross income are taxed as ordinary income. A 10 percent penalty may also apply to distributions includable in gross income if the policy owner is younger than age 59½. Please consult a tax professional for more specific advice concerning any tax impact.

Death Benefit

The death benefit is the amount payable in the event of death. The actual amount payable includes the face value, riders, and dividends, decreased by loans or increased by additional insurance benefits. The death benefit paid at death excludes any accelerated death benefit payment already made.

Policy Surrenders

The cash surrender value is equal to the policy cash value plus any rider and dividend cash value, minus any outstanding loan balances.

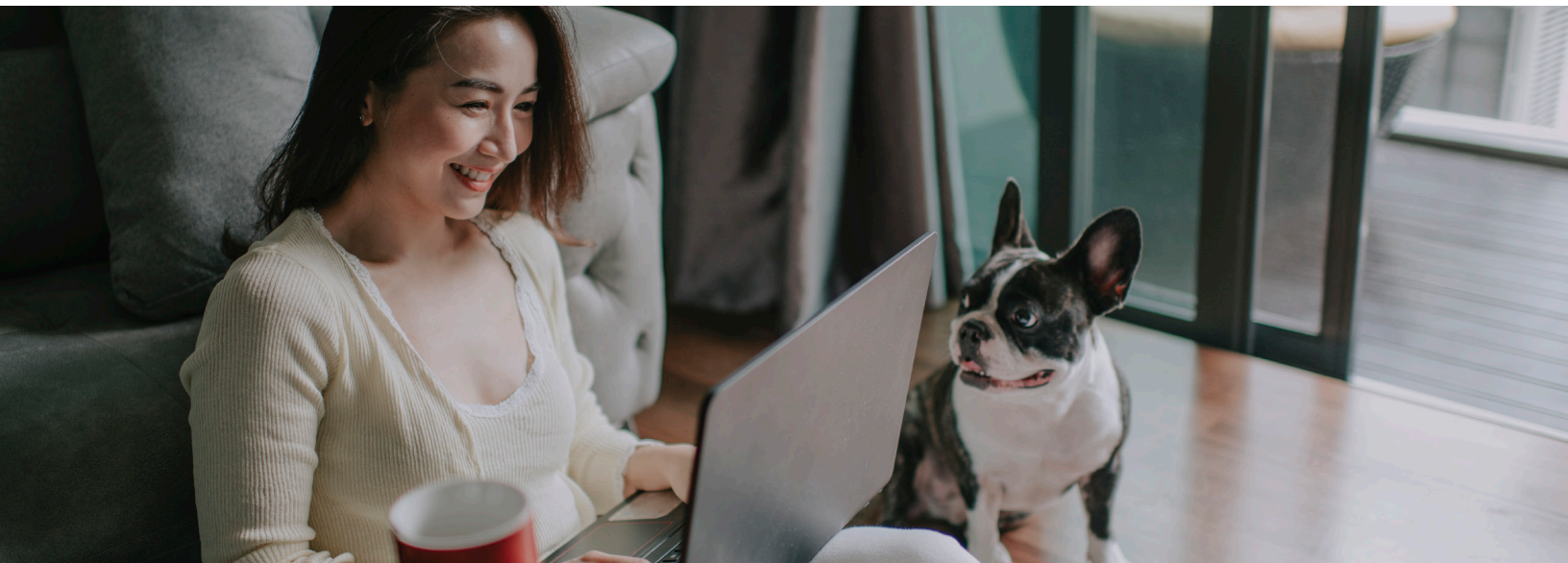
Policy Changes

Face Amount Reductions

The policy owner can request a reduction of the policy face amount at any time as long as the minimum face amount requirements for the policy are met. Please note that if the face amount reduction causes the policy to violate the cash value corridor as described in IRS Section 7702, a partial surrender of cash value may be necessary to remedy the violation.

Risk Class Improvement

The policy owner may request an improvement in the insured's risk classification. An improvement in risk classification will be allowed if satisfactory evidence is provided showing that the insured's health has improved. The policy owner may be required to pay for any evidence needed to establish the insured's improvement in health and any evidence needed must be provided by a Company-approved medical examiner.



Grace Period

A grace period of 31 days (60 days in California) will be allowed for the payment of any premiums, except for the initial premium to put the policy in force or any payment necessary to reinstate the policy. If a premium is not paid by the end of the grace period (by cash, loan, or dividends), the policy will terminate, except for any coverage that may be provided for by statutory non-forfeiture options.

During the grace period, the insurance will remain in effect unless it is surrendered. If the Insured dies during the grace period, the death benefit payable will be reduced by any unpaid premiums. Unless a rider provides otherwise, no riders will be in effect after the policy terminates.

Automatic Premium Loan (APL)

If a premium has not been paid by the end of the grace period and the automatic premium loan option is in effect, the premium due will be paid by policy loan. If there is not enough loan value to pay the premium amount due but there is sufficient loan value to pay a lesser amount due under another premium mode, that amount will be paid by policy loan. If there is not enough loan value to pay for the basic policy and riders, the policy and riders will terminate.

Non-Forfeiture Options

Reduced Paid-Up Insurance (RPU)

If a premium is not paid by the end of the grace period by cash, dividends, or loan, RPU will apply if selected as the non-forfeiture option. RPU insurance is permanent coverage with no further premiums due. The amount of paid-up insurance is determined by using the policy cash surrender value on the due date of the premium in default as a net single premium to purchase coverage at the insured's then-attained age. This insurance has guaranteed cash value and may also earn dividends.

Extended Term Insurance

If extended term insurance is the chosen non-forfeiture option and a premium isn't paid by the end of the grace period by cash, dividends, or loan, the cash surrender value will be used to keep the policy in effect as extended term insurance. The insurance under this option is for a level amount and for a limited period of time. The amount of insurance will equal the policy's face amount plus any paid-up additions, less any policy debt as of the due date of the premium in default and any accelerated death benefits already paid. Extended term insurance does not earn dividends. Coverage will last until the cash surrender value is exhausted, at which time there will be no more coverage and the policy will expire.

Reinstatement

If a policy lapses in accordance with the grace period provision, it may be reinstated during the reinstatement period, provided the insured is still alive. The reinstatement period is five years from the date the policy lapses. A written application showing acceptable evidence of insurability must be submitted to the Company within the reinstatement period. All overdue premiums (with interest at six percent starting from original due date) plus the next modal premium will be required to reinstate the policy.

The policy and any riders thereon cannot be reinstated after the insured has died or if the policy owner has requested to cancel the policy in writing. Upon completion of all the above requirements, the policy will be reinstated with the same expiry date as is shown in the Policy Specifications. If the lapsed policy had been in force during the insured's lifetime for at least two years from its effective date, the reinstated policy will not be contestable except for any statements made in the reinstatement application.

RIDERS & PRODUCT COMPATIBILITY

RIDER	CONTINUOUS PAYMENT	10 PAYMENT	15 PAYMENT	20 PAYMENT	PAID UP AT AGE 65	SINGLE PAYMENT
Single PUAR	X	X	X	X	X	
Level Term	X	X	X	X	X	
Accelerated Death Benefit	X	X	X	X	X	X
Accidental Death Benefit	X	X	X	X	X	
Children's Term	X	X	X	X	X	
Waiver of Premium	X	X	X	X	X	
Guaranteed Purchase Option	X	X	X	X	X	

Single-Pay Paid-Up Additions Rider

This single-payment rider is funded at the time of the base policy issue via 1035 exchange from another permanent life insurance policy, or from a cash dump-in. It functions the same as the Paid-Up Additions dividend option. Use this rider to enhance the policy's cash surrender values and death benefit.

Minimum Face: \$5,000

Maximum Face: \$500,000 (total face amount must not exceed base policy limits).

Face Decreases: Decreases are allowed but cannot allow the rider face amount to fall below the minimum allowed.

Issue Ages: Maximum issue age is 70.

Availability: Not available on Single Premium Whole Life or term conversions.

Waiver of Premium: Single-Pay Paid-Up Additions rider premium cannot be waived or paid by Waiver of Premium.

Level Term Insurance Rider

This rider provides inexpensive additional death benefit protection to your client's base policy for 10, 15, 20, 25, or 30 years to cover temporary needs. The rider is convertible to a permanent SBLI insurance policy. It is ideal for bringing down the overall cost of protection.

Availability: The Level Term Insurance Rider is available at the time of base policy issue on all SBLI Flex Whole Life policies except Single Premium Whole Life. The level term premium period may not exceed the premium payment period of the base policy.

Level Term Insurance Rider continued

Issue Ages: Minimum issue age is 18.

Maximum Issue Ages:

- 10-Year Level Term Rider: age 70 for nicotine users, 74 for non-nicotine
- 15-Year Level Term Rider: age 60 for nicotine users, 65 for non-nicotine
- 20-Year Level Term Rider: age 55 for nicotine users, 60 for non-nicotine
- 25-Year Level Term Rider: age 50 for nicotine users, 55 for non-nicotine
- 30-Year Level Term Rider: age 45 for nicotine users, 50 for non-nicotine

Face Amounts: The minimum level term rider face amount is \$25,000, and the maximum level term rider face amount is up to two times the base policy face amount.

Term Cost: The level term rider rates are the same rates per thousand as our individual level term insurance policy rates with the same level term period.

Rider Fee: None

Convertibility: Convertible to a permanent insurance policy at the earlier of the end of the level term period, or age 70. Riders issued before the age of 65 will have at least five years to convert. If the base policy has waiver, the converted policy may also have waiver, as long as eligibility requirements are still met.

Waiver of Premium: Premiums for Level Term Insurance Rider will be waived if the base policy premiums have been waived by the Waiver of Premium Rider.

Accelerated Death Benefit Rider

This rider is provided on all newly issued SBLI Flex Whole Life policies with no premium charge. The Accelerated Death Benefit Rider allows the client to accelerate a portion of his or her death benefit if he or she is terminally ill. The funds provided by the rider may be used to help pay for medical expenses, end of life care, or anything the policy owner deems appropriate.

Benefit Trigger: In order to exercise the accelerated death benefit, the base policy insured must have a terminal illness that will result in death within 12 months, as verified by a physician's statement.

Benefit Amount: The maximum amount of death benefit that can be accelerated is 50% of the base policy death benefit, including Paid-Up Additions death benefit provided by dividends, but excluding death benefit provided by any riders. The accelerated death benefit cannot exceed \$250,000. The accelerated benefit amount will be payable to the policy owner.

Lien Method: The accelerated death benefit amount will be treated as an interest-bearing lien against the base policy death benefit. The Lien Interest Rate will be the lesser of the Policy loan interest rate and the adjustable loan interest rate allowable by law. We will set this adjustable loan rate once each Policy Year at the beginning of the Policy Year, and it will not change until the next Policy anniversary.

Death Benefit after Acceleration: The death benefit will be reduced by the amount of the accelerated benefit plus accrued interest and any other outstanding policy loans. If the accelerated death benefit lien and any other policy loans exceed the face amount of the policy, the policy will terminate and no death benefit will be paid.

Access to Cash Surrender Values after Acceleration: Access to the policy cash surrender value through loans and withdrawals will be limited to the excess of the cash surrender value over the accelerated death benefit lien plus any other outstanding policy loans and accrued interest.

Termination: The rider terminates upon death benefit acceleration or upon base policy termination. The rider may be reinstated if the base policy has been reinstated.

Charges: There is no premium charge for the rider. However, a fee not to exceed \$150 may be assessed upon death benefit acceleration.

Waiver of Premium: N/A

Accidental Death Benefit Rider

Add this rider to cover the primary insured in case of accidental death.

Definition of Accident: The insured's death must be from accidental bodily injury and death must occur within 180 days of the accidental bodily injury that caused death, as determined by a physician.

Issue Ages: The issue ages for Accidental Death Benefit are 0-65, or the maximum issue age of the base policy if it is lower.

Premiums: Rates per thousand will vary by issue age and gender

Coverage: The minimum coverage amount under this rider is \$25,000. The maximum coverage amount is the lesser of up to 2 times the base face amount and for issue ages 0-17, \$100,000, and for issue ages 18-65, \$250,000.

Ratings: The maximum table rating on the base policy to allow this rider is Table 4, and the maximum flat extra to allow it is \$5.00 per thousand. These are also the maximum allowable ratings for the rider itself, although the rider may have a different rating than the base policy. The rider is not allowed on base policies that have both a flat extra and a table rating.

Exclusions: This rider will not be paid if the insured dies from suicide or self-inflicted injury; while participating in a felony or illegal activity, riot, or terrorist activity; from declared or undeclared war, or by an "act of war"; or from engaging in various high-risk activities stated within the product contract. Additionally, this rider will not be paid if death is caused or contributed to by intoxication; or if death occurs before the insured's first birthday.

Rider Fee: None

Waiver of Premium: If Waiver of Premium is on the base policy, it will apply to the Accidental Death Benefit Rider.

Children's Level Term Rider

Add this rider to insure the lives of the children of the base policy insured. It is convertible to permanent insurance and can thus guarantee future insurance coverage for the covered children, as well as provide valuable death benefit protection for them today.

Eligibility: Coverage is available for the natural, legally adopted or stepchildren of the base policy insured who are less than 23 years old, unmarried, and who are financially dependent on the base policy insured. The rider will not be issued unless there is at least one insurable child at the time the base policy is issued.

Coverage and Premiums: The rider provides each eligible child of the base policy insured with up to \$25,000 of death benefit protection. The rate per thousand for the rider is \$6.00, thus for \$150 per year, all eligible children are covered, each for \$25,000. Premiums for the child rider cannot be rated.

Conversion: When each covered child turns 25, each child can convert to a permanent policy with a face amount up to five times the rider's value. Otherwise, a covered child can convert to one times the rider face amount at any time.

Policy Changes: Children can be added or deleted from an existing child rider with proper notice, however, a child eligible at the time the rider was issued but who was not listed on the rider application may not be added to an existing rider.

Paid-Up Status: Upon the death of the base policy insured, the Children's Level Term Rider will become paid-up term insurance.

Expiry: The Child Rider will expire on the policy anniversary nearest 65th birthday of the base policy insured.

Termination: The coverage for each child covered under the rider will terminate when the child reaches age 25, if the base policy terminates for any reason, or if the base policy becomes paid up, expires, matures, on the date the youngest insured child attains age 25, or if the base policy's non-forfeiture options become effective.

Children's Level Term Rider continued

Suicide Provision: If a covered child commits suicide during the first two years of coverage, one half of the rider premium will be refunded.

Waiver of Premium: Premiums for Children's Level Term Rider will be waived if the base policy premiums have been waived by the Waiver of Premium Rider. There is no additional charge for waiver of premiums for the child rider.

Waiver of Premium Rider

Add Waiver of Premium to ensure that policy premiums will continue to be paid while the insured is totally disabled. We always recommend presenting Waiver of Premium to your clients with your insurance proposals. It is especially critical to present Waiver of Premium to whole life insurance prospects since premiums for whole life typically represent a much larger financial obligation than term insurance.

Coverage: The Waiver of Premium rider will waive premiums for the base policy and any eligible riders if the base policy insured becomes totally disabled for at least six months during his or her lifetime. Premiums will be waived beginning the month after total disability occurred, and will continue to be waived until the end of the month after the insured is no longer disabled, or until the anniversary nearest to the insured's 65th birthday.

Age 65: If premiums were waived for the full five years immediately prior to the anniversary nearest the insured's 65th birthday, all subsequent premiums will be automatically waived without further evidence of the continuing total disability of the insured.

Total Disability: Under this rider, the Insured's disability is considered "total" if it results from bodily injury or disease of any kind. To qualify for benefits under this rider, disability must begin after the issue date of the rider, and the disability must prevent the insured from working for pay or profit. Full-time students who receive no pay would be considered totally disabled if their disability prevented them from working as a student.

Permanent and Total Disability: Even if the insured is not prevented from working, he or she will be considered

totally disabled in the following instances: permanent and total loss of sight in both eyes; permanent and total loss of the use of both hands or both feet; or permanent and total loss of the use of one hand and one foot.

Definition of Working: For the first 24 months of total disability, working means doing what was the regular work of the insured immediately before the disability started. After 24 months, working means doing any work for pay or profit.

Eligibility and Issue Ages: The rider must be purchased at policy issue. To purchase the rider, the insured must be between the ages of 15-55 years old. The rider terminates at age 65. It can only apply to eligible coverages up to a total face amount of \$3,000,000 (includes all eligible SBLI policies and riders). An existing rider can apply to term conversions (with evidence of insurability) only if, at the time of conversion, the insured is not disabled, is age 55 or less, and the rider is active on the term policy being converted.

Premiums: Premiums will be charged as a percentage of the face amount to be waived, including base and rider face amount.

Rated Premiums: This rider is not available if the base policy premiums are rated above Table 4 and/or if it has a flat extra premium above \$5.00.

Policy Changes after Issue: Except for deletion, no changes are allowed to this rider after issue.

Termination: This rider will terminate if the rider's premium is not paid by the end of the grace period; if the base policy becomes paid-up or terminates for any reason; or on the anniversary nearest the base policy insured's 65th birthday (with certain exceptions). The policy owner may also terminate this rider by written request.

Guaranteed Purchase Option Rider

This rider will give the base policy insured as many as six options to purchase eligible individual permanent life insurance policies without evidence of insurability at the same risk class as the base policy. Use this rider to make sure that the providers in a household are able to add the coverage they need to meet their increasing financial responsibilities

Availability: The Guaranteed Purchase Option Rider is available on all SBLI Flex Whole Life policies except Single Premium Whole Life. For limited pay policies, the last option date must be prior to the end of the premium paying period.

Rider Issue Age: 0-50

Minimum Face Amount per Election: \$25,000

Maximum Face Amount per Election:
\$100,000 or the base policy face amount if less than \$100,000.

Limitations: The rider cannot be added to rated policies.

Alternate Option Dates: These dates can be substituted for the dates on the chart above. However, the last option must be exercised before the final option date for that age on the chart.

- Marriage
- Birth of a child
- Adoption of a child under 21
- Purchase of a home

Election Rules: Options must be exercised within 60 days before or 30 days after the policy anniversary, or within 90 days after an Alternate Option Date. Only one option can be exercised per policy year. Options that are not exercised within the timeframes above will expire and cannot be exercised later.

GUARANTEED PURCHASE OPTION DATES

AGES	ELECTION OPTIONS						MAX ELECTIONS
	1	2	3	4	5	6	
0-24	25	28	31	34	37	40	6*
25	28	31	34	37	40	43	6
26	29	32	35	38	41	44	6
27	30	33	36	39	42	45	6
28	31	34	37	40	43		5
29	32	35	38	41	45		5
30	33	36	39	42	45		5
31	34	37	40	43	46		5
32	35	38	41	44	47		5
33	36	39	42	45	48		5
34	37	40	43	46	49		5
35	38	41	44	47	50		5
36	39	42	45	48	51		5
37	40	43	46	49	52		5
38	41	44	47	50	53		5
39	42	45	48	51	54		5
40	43	46	49	52	55		5
41	44	47	50	53	56		5
42	45	48	51	54	57		5
43	46	49	52	55	58		5
44	47	50	53	56			4
45	48	51	54	57			4
46	49	52	55	58			4
47	50	53	56				3
48	51	54	57				3
49	52	55	58				3
50	53	56					2

*Please note the GPO rider is only available on policies that are premium-paying to attained age 25 or later. For example, limited pay policies would need to have a minimum age of 15 years old for a 10-pay; 10 years old for a 15-pay; and 5 years old for a 20-pay policy. Please contact 888.224.7254 (option 1) for additional information.

Guaranteed Purchase Option Rider continued

Riders Available on New Policy: Waiver of Premium and Accidental Death Benefit. Riders available on the new policy must also have been included on the base policy.*

Premiums: There is a charge for the rider, and rates will vary by gender, class and issue age. Premiums will be waived if the base policy premiums have been waived by the Waiver of Premium Rider.

Waiver of Premium on Policies Purchased via this Rider: If the base policy insured is not disabled, and there is Waiver of Premium on the original policy, the new policy can have the Waiver of Premium Rider. If the insured is disabled, premiums on the new policy will be waived only if the new policy is a whole life policy with premiums payable to at least age 99. If another policy is chosen, then Waiver of Premium will not be allowed on the new policy and premiums will not be waived.

Term Conversions

SBLI term policies may be converted to any SBLI Flex Whole Life policy, or any other permanent policy we make available for conversion.

An SBLI term policy owner may convert all or part of the policy face amount to a new permanent life insurance policy on the life of the same insured at his or her attained age at conversion. No evidence of insurability is required.

For level term insurance, conversion is generally allowed up to the end of its level term period or to age 70 of the insured, whichever is earlier. Conversion privileges may vary by policy series.

Coverage not converted from the original policy can remain in force, as long as the coverage remaining is not below the original policy's minimum face amount requirement. Premiums will be adjusted accordingly. The new policy will be in the same risk classification as the original policy or, if not available, we will place it in the risk classification available that is most comparable.

If the original policy has the Waiver of Premium Rider, and the insured is not disabled and otherwise qualifies for the rider, the new policy may be issued with it.

The incontestability and suicide provisions of the new policy will continue from the date of the original policy.

** Subject to availability, other riders on the base policy may be added to the new policy.*



UNDERWRITING

At SBLI, our goal is to promptly issue the highest allowable amount of insurance at the best rate possible. You can help us with good field underwriting. The sooner we have information on medical history, financial justification, and purpose of coverage, the better we can serve you and your clients. A good cover letter is always welcomed by our underwriting team. We will also provide you many questionnaires which will facilitate successful field underwriting. The questionnaires can be found on our agent portal, www.sbliagent.com.

Financial Underwriting

- Use of a good cover letter in lieu of financial statements.
- Key Person Insurance: SBLI will issue coverage up to 10 times income on the lives of key employees.
- Buy/Sell Insurance: Total coverage is based on the market value of the company. An easy rule of thumb to establish value is 10 times the company's net earnings.
- Creditor Insurance is used to cover existing loans. It is recommended that the loan is secured with a Collateral Assignment.

Underwriting "Sweet Spots"

- Sleep Apnea
- Type II Diabetes
- Asthma
- Competitive unisex build chart

Impairments Considered for Preferred Plus

- Hypertension controlled
- Cholesterol controlled
- Mild Asthma and Anxiety controlled
- Hypothyroidism



ILLUSTRATING SBLI FLEX WHOLE LIFE

New Illustration for New Client

Step 1

1. Select “Get an Illustration”

The screenshot displays the SBLI website interface. At the top, there is a header with the SBLI logo, a 'Policy Number Search' field, and links for 'Feedback', 'Site Map', 'Contact Us', and 'Admin'. Below the header is a navigation bar with tabs for 'PRODUCTS', 'FORMS', 'GUIDELINES', 'ILLUSTRATIONS', 'SALES SUPPORT', and 'MY BUSINESS'. The 'ILLUSTRATIONS' tab is selected and highlighted. On the left side, there is a sidebar menu with categories: 'MY BUSINESS', 'MY INFO', 'ILLUSTRATIONS', 'UNDERWRITING', 'PRODUCTS', 'STATE LICENSING', and 'USEFUL LINKS'. The 'ILLUSTRATIONS' category is highlighted, and a green arrow points to the 'Get an Illustration' link. The main content area on the right shows 'WHAT'S NEW' with links to 'SBLI Print & Digital Advertising Guidelines', 'Sales Market Conduct Manual', and a 'Notice' about expense allocation. Below this, there are sections for 'ANNUITY RATES' and 'SITE GUIDE'.

SBLI

Policy Number Search: | [Feedback](#) | [Site Map](#) | [Contact Us](#) | [Admin](#)

Welcome, [LOGOUT](#)

PRODUCTS **FORMS** **GUIDELINES** **ILLUSTRATIONS** **SALES SUPPORT** **MY BUSINESS**

MY BUSINESS
[Global View >>](#)

MY INFO
[Update Profile >>](#)
[Change Password >>](#)

ILLUSTRATIONS
[Get an Illustration >>](#)

UNDERWRITING
[Download Underwriting Guide >>](#)

PRODUCTS
[Level Term >>](#)
[Yearly Renewable Term >>](#)
[Flex Continuous Payment Whole Life >>](#)
[Flex Limited Payment Whole Life >>](#)
[Flex Single Premium Whole Life >>](#)
[State Availability >>](#)

STATE LICENSING
[NAIC Multi-State Licensing >>](#)

USEFUL LINKS
[SBLI Ratings and Endorsements >>](#)
[SBLI At A Glance >>](#)
[More About SBLI >>](#)

WHAT'S NEW

SBLI Print & Digital Advertising Guidelines
Advertising any material used with potential customers to promote interest in SBLI, must follow SBLI's advertising pre-approval process. Please review our [Advertising Guidelines](#) here.

Sales Market Conduct Manual
An updated version of our Sales Market Conduct Manual is now available. The Manual is a convenient way to find your compliance obligations in one location. [Click here](#) to view the Manual, or you can always find it in the Compliance drop down under the Guidelines tab.

Notice:
The expense allocation method used by SBLI in its illustrations is fully allocated.

[View All News Items >>](#)

ANNUITY RATES

IMPORTANT ANNUITY UPDATE
All SBLI annuities were suspended for new sales effective March 16, 2020.
We appreciate your business and look forward to re-instituting access to our annuity products when market conditions permit.
Rates for discontinued annuity products Lifesaver III and IRA Deferred effective 5/1/2017:
New Money Rate: 3.10%
Renewal Rate: 3.00%

SITE GUIDE
Please reference our site guide for more information on the features of SBLIAgent.com.
[Download Guide >>](#)

Step 2

1. Select “Create Client”

The screenshot shows the SBLI Home page. The top header includes the SBLI logo and user information: Welcome WILLIAM SPEARS, Agent ID 000WSPEAD, Channel Home Office, System Version 4.0.000, Platform: Server v1.162.35.82657. The left sidebar contains a 'Home' button and a 'Client Management' section with options: 'Create Client', 'Import/Update Client', 'Illustration Management' (with 'Create Illustration' and 'Quick Quote'), 'Financial Management' (with 'Calculators'), and 'System Management' (with 'Agent Information', 'Archive', 'StoneRiver Information', 'Message Center', 'Help', and 'Logout'). The main content area has tabs for 'Home', 'Clients', and 'Illustrations'. The 'Home' tab is active, showing a 'Recently Accessed' table with columns: Type, Client Name, Product, Case Name, and Last Accessed Date. The table lists several entries, including 'Person' and 'Illustration' types. Below the table is a 'Message Center' section showing '0 item'.

Type	Client Name	Product	Case Name	Last Accessed Date
Person	,			01/13/2023
Illustration	Test, Test	Level Term T15	Test Test	12/21/2022
Illustration	Test, Test	Flex Limited Payment Whole Life	Test Test	12/21/2022
Person	,			12/16/2022
Illustration	Test, Test	Flex Limited Payment Whole Life	Test Test	12/16/2022
Illustration	Test, Test	InStep Continuous Payment Whole Life	Test Test	12/09/2022

1 - 6 of 20 items

Message Center

Messages	Date	Attachment
0 item		

SAPIENS
Partnering for Success

This is the landing page after clicking “Create Client” as indicated on the prior slide

Step 3

- Enter client’s information
- Select “Action”
- Select “New Illustration”

The screenshot shows the SBLI 'New Client' form. The top header includes the SBLI logo and user information: Welcome WILLIAM SPEARS, Agent ID 000WSPEAD, Channel Home Office, System Version 4.0.000, Platform: Server v1.162.35.82657. The left sidebar contains a 'Home' button and a 'New Client' button. The main content area has a 'Client' tab and a 'Client Management' section with options: 'Information', 'Relationships', 'Financial', and 'Activities'. The 'Information' section is active, showing a form with fields for: First Name, Middle Name, Last Name, Suffix, Classification, Date of Birth, Age, Gender, Notes, Country, and State. Below this is a 'Personal Information' section with fields for: Primary Address Line 1, Primary Address Line 2, Primary Address Line 3, City, Zip Code, Home Phone, Work Phone, Cell Phone, Preferred Time, Preferred Method of Contact, and Email. An 'Action' dropdown menu is visible on the right, with options: 'New Illustration' and 'Delete Client'.

First Name * Middle Name Last Name * Suffix Classification

Date of Birth * Age Gender * Notes

Country * State *

United States of America

* Indicates Required Field

Personal Information

Primary Address Line 1 Primary Address Line 2 Primary Address Line 3

City Zip Code

Home Phone Work Phone Cell Phone

Preferred Time Preferred Method of Contact Email

Action

New Illustration

Delete Client

This is the window that populates after clicking “New Illustration” as indicated on the prior slide

Step 4

- A. Choose “Illustration Type”
- B. Select “Plan Type” – Please note that the Universal Life is only available for term conversion
- C. Select “Product”
- D. Select “Next”

The screenshot displays the SBLI (SINCE 1907) software interface. At the top, a header bar includes the SBLI logo and a welcome message for WILLIAM SPEARS, Agent ID 000WSPEAD, Channel Home Office, System Version 4.0.000, Platform: Server v1.165.35.82657. Below the header, a navigation bar shows 'Home' and 'Test Test'. A sidebar on the left lists 'Illustration Management' and 'Policy Details'. The main area shows a table with columns 'Name', 'Gender', and 'Insurance Age', containing the entry 'Test Test', 'Male', and '35'. A 'Create Illustration' dialog box is open, featuring fields for 'First Name' (Test), 'Last Name' (Test), 'Signed State' (Florida), 'Case Name' (Test Test), 'Illustration Type' (New Business Illustration), 'Plan Type' (Whole Life Insurance), 'Product' (Flex Continuous Payment Whole Life), and 'Template' (Default Template). The dialog box has 'Next' and 'Cancel' buttons at the bottom right. The background interface also includes a 'Notes' section, a 'Print to Age' field (121), and a 'Pay Period' dropdown (10 Pay). The SAPIENS logo is visible in the bottom right corner.

This is the landing page after clicking “Next” as indicated on the prior slide

Step 5

- A. Select the appropriate risk class, face amount and payment mode. There are options to backdate the proposal or choose an issue date. The dividend option automatically defaults to Paid-Up Additions, but you can choose another option here.
- B. Select “Action”
- C. Select “Preview Illustration”

Note: Selecting the conversion option will populate additional fields. For term to whole life conversions - term policies issued prior to 8/1/2012 default to participating (dividend) product(s); conversions for term policies issued on or after 8/1/2012 default to non-participating (no dividend) product(s))

Welcome WILLIAM SPEARS
 Agent ID 000WSPEAD
 Channel Home Office
 System Version 4.0.000
 Platform: Server v1.165.35.82657

Home
 Test Test

Client
 Test Test
 Test Test

Illustration Management
 Policy Details
 Riders
 Cash Flow
 Values
 Report Selection

Name	Gender	Insurance Age	Action	
Test Test	Male	35		

Product *
 Flex Continuous Payment Whole Life

Signed State
 Florida

Case Name
 Test Test

Notes

Class *
 Standard Non-Nicotine
 Substandard

☐ Revised Illustration

Back Date
 ☐

Print to Age
 121

Face *
 Input Face

Amount *
 \$500,000

Mode *
 Annual

☐ Pay Premiums from Policy

Dividend Option
 Paid Up Additions

☐ Reduced Paid Up

☐ Conversion
 ☐ Print Cover Letter

New Illustration for Existing Client

1. Select tab titled “Clients”
2. Enter client's name and state
3. Click “Search”

SBLI
— SINCE 1907 —

Home

Client Management

- Create Client
- Import/Update Client

Illustration Management

- Create Illustration
- Quick Quote

Financial Management

- Calculators

System Management

- Agent Information
- Archive
- StoneRiver Information
- Message Center
- Help

Logout

Welcome WILLIAM SPEARS
Agent ID 000WSPEA0
Channel Home Office
System Version 4.0.000
Platform: Server v1.162.35.82657

Home

Clients

Illustrations

Search Clients

Last Name

First Name

Residence State

(any state)

Search

Advanced Search | Clear Search

Client List

Maintenance

Create

View

Edit

Delete

Name	Date of Birth	Age	Residence State	Classification	Modified Date
Test, Test	01/20/1988	34	Florida	Client	01/13/2023
,					01/13/2023
,					12/16/2022
Test, Test	01/01/1975	48	Florida	Prospect	12/09/2022
Test, Test	01/01/1975	48	Florida	Prospect	12/09/2022
,	01/01/1975	48			12/09/2022
,					12/05/2022
test, Will	04/04/1970	52	Arizona		11/29/2022
Spears, Test	01/01/1970	53	Florida	Client	11/23/2022
,					11/21/2022

1 - 10 of 11 items

No row selected.

SAPIENS
Partnering for Success

1. Select the row with client's name from the search results
2. Confirm client match (address, DOB, etc.)
3. With correct client row selected, click "Create"
4. Click "Illustration"
5. Complete steps provided on slides 4 & 5 of the new illustration process found on pages 18 and 19 of this guide

Welcome WILLIAM SPEARS
Agent ID 000WSPEA0
Channel Home Office
System Version 4.10.100
Platform: Server v1.162.35.82657

Home

Client Management

Create Client
Import/Update Client

Illustration Management

Create Illustration
Quick Quote

Financial Management

Calculators

System Management

Agent Information
Archive
StoneRiver Information
Message Center
Help
Logout

Home
Clients
Illustrations

Search Clients

Last Name
First Name
Residence State

Advanced Search
Clear Search

Client List
Maintenance

Create
View
Edit
Delete

Name	Date of Birth	Age	Residence	Client	ification	Modified Date
Test, Test	01/20/1988	34	Florida	Illustration		01/13/2023
,						01/13/2023
,						12/16/2022
Test, Test	01/01/1975	48	Florida	Prospect		12/09/2022
Test, Test	01/01/1975	48	Florida	Prospect		12/09/2022
,	01/01/1975	48				12/09/2022
,						12/05/2022
test, Will	04/04/1970	52	Arizona			11/29/2022
Spears, Test	01/01/1970	53	Florida	Client		11/23/2022
,						11/21/2022

1 - 10 of 11 items

Name
Gender
Date of Birth, Age
Tax Bracket
Address
Notes

Test Test
Male
01/20/1988, 34
25.00%
FL, United States of America

Home Phone
Work Phone
Cell Phone
Email
Secondary Address

Last Modified Date
01/13/2023

Running Illustrations with Policy Rider

Choose Riders in the menu of options on the left side of the page to add a rider to a policy. Complete the relevant prompts associated with each rider selection

SBLI
— SINCE 1907 —

Welcome WILLIAM SPEARS
Agent ID 000WSPEAO
Channel Home Office
System Version 4.0.000
Platform: Server v1.162.35.82657

Home

Test Test

Client

Test Test

Test Test

Illustration Management

Policy Details

Riders

Cash Flow

Values

Report Selection

Name	Gender	Insurance Age		
Test Test	Male	35		
<input type="checkbox"/> Waiver of Premium			Issue Age	To Age
		Rating	To Age	
		Flat Extra	To Age	
<input checked="" type="checkbox"/> Accelerated Death Benefit Rider		Amount	Issue Age	To Age
<input type="checkbox"/> Accidental Death Benefit Rider		Rating	To Age	
		Flat Extra	To Age	
<input type="checkbox"/> Guaranteed Insurability Rider		Amount	Issue Age	To Age
<input type="checkbox"/> Childrens Insurance Rider		Units	Issue Age	To Age
<input type="checkbox"/> Term Rider		Amount	Issue Age	To Age
		Period		
<input type="checkbox"/> PUA Rider				

Action

Preview Illustration

New Illustration

Copy Illustration

Save As Template

Continuous Pay Whole Life with a 50/50 Term Blend

You can choose up to a 2:1 term to permanent blend. For a 50/50 blend we have matched the base face amount of \$500,000. For a person 50 years or younger, you can choose a term rider up to 30 years in duration. Select your term rider of choice and click the “Preview Illustration” button in the action menu to generate the illustration pages:

SBLI[®]

— SINCE 1907 —

Welcome WILLIAM SPEARS
 Agent ID 000WSPEAD
 Channel Home Office
 System Version 4.0.000
 Platform: Server v1.165.35.82657

Home

Test Test

Client

Test Test

Test Test

Illustration Management
[Policy Details](#)
[Riders](#)
[Cash Flow](#)
[Values](#)
[Report Selection](#)

Name	Gender	Insurance Age		
Test Test	Male	35	Action	
<div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> Waiver of Premium </div> <div> Issue Age <input type="text"/> </div> <div> To Age <input type="text"/> </div> </div>				
<div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> Accelerated Death Benefit Rider </div> <div> Rating <input type="text"/> </div> <div> To Age <input type="text"/> </div> </div>				
<div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> Accidental Death Benefit Rider </div> <div> Flat Extra <input type="text"/> </div> <div> To Age <input type="text"/> </div> </div>				
<div style="display: flex; justify-content: space-between;"> <div> <input checked="" type="checkbox"/> Accelerated Death Benefit Rider </div> <div> Amount <input type="text"/> </div> <div> Issue Age <input type="text"/> </div> <div> To Age <input type="text"/> </div> </div>				
<div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> Accidental Death Benefit Rider </div> <div> Rating <input type="text"/> </div> <div> To Age <input type="text"/> </div> </div>				
<div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> Guaranteed Insurability Rider </div> <div> Flat Extra <input type="text"/> </div> <div> To Age <input type="text"/> </div> </div>				
<div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> Guaranteed Insurability Rider </div> <div> Amount <input type="text"/> </div> <div> Issue Age <input type="text"/> </div> <div> To Age <input type="text"/> </div> </div>				
<div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> Childrens Insurance Rider </div> <div> Units <input type="text"/> </div> <div> Issue Age <input type="text"/> </div> <div> To Age <input type="text"/> </div> </div>				
<div style="display: flex; justify-content: space-between;"> <div> <input checked="" type="checkbox"/> Term Rider </div> <div> Amount \$500,000 </div> <div> Issue Age 35 </div> <div> To Age 65 </div> </div>				
<div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> PUA Rider </div> <div> Period 30 -Year </div> <div> <input type="text"/> </div> </div>				



Partnering for Success



The Savings Bank Mutual Life Insurance Company of Massachusetts
One Linscott Rd
Woburn, Massachusetts 01801

LIFE INSURANCE ILLUSTRATION
Flex Continuous Payment Whole Life - A Whole Life Insurance Plan
 Policy Form Series: 21-P-PWL

<p>Issue Age: 35 Gender: Male Premium Mode: Annual</p>	<p>State: Massachusetts Underwriting Class: Standard Non-Nicotine</p>
--	--

<u>Initial Guaranteed Benefit</u>		<u>First Year Annual Premium</u>
<i>Initial Base Policy Face amount :</i>	\$500,000	\$6,300.00
<i>Level Term Insurance Rider:</i>	\$500,000	\$840.44
<i>Accelerated Death Benefit Rider:</i>	N/A	\$0.00
		<u>\$7,140.44</u>
		Total First-Year Annual Premium

Policy Year	Guaranteed Values				Non-Guaranteed Values			
	Age at end of Year	Current Annual Contract Premium	Total Net Death Benefit	Total Net Cash Surrender Value	Projected Dividends	Net Premium Outlay	Total Net Death Benefit	Total Net Cash Surrender Value
1	36	7,140	1,000,000	0	0	7,140	1,000,000	0
2	37	7,140	1,000,000	0	185	7,140	1,000,898	185
3	38	7,140	1,000,000	2,315	177	7,140	1,001,728	2,683
4	39	7,140	1,000,000	6,710	194	7,140	1,002,609	7,283
5	40	7,140	1,000,000	11,240	226	7,140	1,003,603	12,058
6	41	7,140	1,000,000	17,870	248	7,140	1,004,660	18,962
7	42	7,140	1,000,000	24,600	290	7,140	1,005,861	26,011

Illustrating Cash Flow

Click “Cash Flow” in the left navigation and you will see this screen:

SBLI
— SINCE 1907 —

Welcome WILLIAM SPEARS
Agent ID 000WSPEAO
Channel Home Office
System Version 4.0.000
Platform: Server v1.162.35.82657

Home

Test Test

Client

Test Test

Illustration Management
Policy Details
Riders
Cash Flow
Values
Report Selection

Name	Gender	Insurance Age
Test Test	Male	35

Withdrawals

Withdrawals

☐ Switch to Loans at Cost Basis

Withdrawals	Amount	From Age	For Years	To Age	
-------------	--------	----------	-----------	--------	--

Loans

Loans

☒ Add Interest to Loan Balance

Loans	Amount	From Age	For Years	To Age	
-------	--------	----------	-----------	--------	--

Loan Repayments

Loan Repayments

Loan Repayments	Amount	From Age	For Years	To Age	
-----------------	--------	----------	-----------	--------	--

Action

Preview Illustration


New Illustration

Copy Illustration

Save As Template

SAPIENS
Partnering for Success

In this example, we want maximum cash flow from ages 66-85 and we want to withdraw dividends first-then loan against the cash value. To accomplish this, choose the inputs below:



Welcome WILLIAM SPEARS
Agent ID 000WSPEAD
Channel Home Office
System Version 4.0.000
Platform: Server v1.168.35.82657

Home

Test Test

Client

Test Test

Illustration Management

Policy Details
Riders
Cash Flow
Values
Report Selection

Name
Test Test
Gender
Male
Insurance Age
48
Action

Withdrawals

Withdrawals

Switch to Loans at Cost Basis

Withdrawals	Amount	From Age	For Years	To Age	
Maximum		65	20	85	+

Loans

Loans


Add Interest to Loan Balance

Loans	Amount	From Age	For Years	To Age	
-------	--------	----------	-----------	--------	--

Loan Repayments

Loan Repayments

Loan Repayments	Amount	From Age	For Years	To Age	
-----------------	--------	----------	-----------	--------	--



Click on the “Preview Illustrations in the Actions drop down menu” button in the upper navigation to generate the proposal output. Because we selected “Cash Flow,” a supplemental report will be generated along with the basic illustration. Here is a sample of the cash flow supplemental report:

Tabular Detail Includes Any Additional Rider Values								
		Non-Guaranteed Values						
Policy Year	Age at end of Year	Projected Dividends	Net Premium Outlay	Surrender PUA Values	Policy Loan	Policy Loan Balance	Total Net Death Benefit	Total Net Cash Surrender Value
21	56	1,514	0	0	0	0	549,987	207,516
22	57	1,565	0	0	0	0	554,009	215,604
23	58	1,611	0	0	0	0	558,021	223,978
24	59	1,658	0	0	0	0	562,026	232,645
25	60	1,710	0	0	0	0	566,032	241,622
26	61	1,740	0	0	0	0	569,986	250,868
27	62	1,805	0	0	0	0	573,964	260,402
28	63	1,866	0	0	0	0	577,954	270,205
29	64	1,938	0	0	0	0	581,978	280,275
30	65	2,017	0	0	0	0	586,044	290,619
31	66	2,008	0	12,231	0	0	566,017	288,923
32	67	2,003	0	12,231	0	0	546,545	287,073
33	68	2,005	0	12,231	0	0	527,620	285,068
34	69	2,009	0	12,231	0	0	509,223	282,919
35	70	2,080	0	5,267	6,964	7,242	496,400	280,393
36	71	2,175	0	2,137	10,093	18,030	485,676	277,555
37	72	2,285	0	2,234	9,997	29,149	474,642	274,471
38	73	2,390	0	2,345	9,885	40,597	463,266	271,088
39	74	2,510	0	2,452	9,779	52,394	451,562	267,376
40	75	2,655	0	2,573	9,658	64,536	439,546	263,334

Illustrating Changing Dividend Options

To change dividend options on an illustration, select your client and product type. From the Policy Illustrations screen, click the icon next to the “Dividend” drop-down window.

The screenshot shows the SBLI Policy Illustrations screen. The top navigation bar includes 'Home' and 'Test Test'. The left sidebar shows 'Illustration Management' with options like 'Policy Details', 'Riders', 'Cash Flow', 'Values', and 'Report Selection'. The main form displays client information (Name: Test Test, Gender: Male, Insurance Age: 35) and policy details (Product: Flex Limited Payment Whole Life, Signed State: Florida, Case Name: Test Test). The 'Dividend Option' dropdown menu is open, showing options: 'Paid Up Additions', 'Accumulate at Interest', 'Paid In Cash', and 'Reduce Premiums'. The 'Paid Up Additions' option is selected.

You will then see this screen. In this example, we have chosen “Paid-Up Additions” to age 66, then “Reduce Premiums” for the duration of the policy. This strategy might be used for someone who wants to reduce his or her premium outlay during retirement.

The screenshot shows the SBLI Policy Illustrations screen with the 'Dividends' table open. The table has columns: 'Dividend Option', 'Percentage', 'Sec Dividend Option', 'From Age', 'For Years', and 'To Age'. The 'Dividend Option' dropdown is set to 'Paid Up Additions' and 'Reduce Premiums'. The 'From Age' is 35, 'For Years' is 31, and 'To Age' is 66. The 'Sec Dividend Option' is 'Balance to Paid Up Adds'.

Dividend Option	Percentage	Sec Dividend Option	From Age	For Years	To Age
Paid Up Additions			35	31	66
Reduce Premiums		Balance to Paid Up Adds	66	55	121

Here is sample output reflecting the dividend option change:

Prepared for:

Producer Guide

Issue Age: 35

Underwriting Class:

Preferred Plus Non-Nicotine

Dividend options selected:

Purchase paid-up whole life additional insurance in years 1-31; Reduce Premium with excess to purchase paid-up additions in years 32+

Initial Guaranteed Death Benefit:

\$500,000 (Includes any base rider coverage)

First Year Contract Premium:

\$5,785.00 *Annually*

\$2,950.35 *Semi-Annually*

\$1,504.10 *Quarterly*

\$503.30 *Monthly**

Guaranteed Assumptions:

These policy values and benefits are guaranteed provided the contract premiums are paid in full each year:

Policy death benefit

Policy cash value

Policy premiums

Non-Guaranteed Assumptions:

The non-guaranteed benefits and values shown are not guaranteed. The assumptions on which they are based are subject to change by the Company. Actual results may be more or less favorable than those shown.

Current Assumptions:

Policy values and benefits are based on the Company's current dividend scale which is not guaranteed.

* Electronic Funds Transfer only

Tabular Detail

Includes Any Additional Rider Values

Policy Year	Guaranteed Values				Non-Guaranteed Values			
	Age at end of Year	Current Annual Contract Premium	Total Net Death Benefit	Total Net Cash Surrender Value	Projected Dividends	Net Premium Outlay	Total Net Death Benefit	Total Net Cash Surrender Value
31	66	5,785	500,000	196,950	2,217	5,785	580,365	237,972
32	67	5,785	500,000	206,135	2,325	5,785	582,691	250,672
33	68	5,785	500,000	215,475	2,433	3,460	582,798	261,328
34	69	5,785	500,000	224,965	2,545	3,352	582,911	272,160
35	70	5,785	500,000	234,600	2,676	3,240	583,041	283,173

Thank you for learning more about Flex Whole Life

We look forward to helping you match the needs of your clients and their families with our robust and time-tested solutions. We are ready to share our strength, stability and heritage with you – and protect your clients as we have safeguarded American families for over 100 years.

Product Suite

- Continuous Payment Life
- 10-Payment Life
- 15-Payment Life
- 20-Payment Life
- Life Paid-up at Age 65
- Single Premium Life

Riders¹

- Accelerated Death Benefit
- Accidental Death Benefit
- Children's Level Term
- Guaranteed Level Premium Term
- Guaranteed Purchase Option
- Single-Pay Paid-Up Additions
- Waiver of Premium

1. All of the riders except the Accelerated Death Benefit Rider charge an additional premium.



SBLI At-A-Glance

- **FOUNDED:** 1907 in Massachusetts
- **HEADQUARTERS:** Located 20 minutes from Boston, and serving the nation from Woburn, MA
- **AMERICAN FAMILIES PROTECTED SINCE OUR INCEPTION:** 1,000,000+
- **PRODUCTS:** Term Life, Whole Life, Universal Life (on term policy conversion only)
- **PRODUCT AVAILABILITY:** All states except MT & NY

Helping you every step of the way

We encourage you to learn more about our suite of solutions, partner with us and discover many actionable resources at www.sllibrokerage.com/whole-life/.

Pursuant to IRS Circular 230, SBLI is providing you with the following notification: The information contained in this document is not intended to (and cannot) be used by anyone to avoid IRS penalties. This document supports the promotion and marketing of insurance products. Your client should seek advice based on their particular circumstances from an independent tax advisor. SBLI is not authorized to give tax advice.

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