PHOENIX
A NASSAU RE COMPANY

PHOENIX SAFE HARBOR TERM℠ LIFE
PHOENIX SAFE HARBOR TERM℠ LIFE EXPRESS

A term life insurance policy with living benefits designed to protect the future of loved ones and plan for the unexpected.

Get the most out of LIFE...

The ultimate goal for most of us is to live a full life and have confidence that our personal and financial goals are possible. While you may not have total control over your health or how long you live, you can take steps today to plan for a secure financial future.

A smart plan starts with having proper protection from the financial impact of an unexpected event such as death or illness. Too often, families are caught off-guard by these events and the emotional and financial toll is alarming.

1 in 2 men and **1 in 3 women** will contract some form of cancer[1].

There are over **800,000 stroke victims** per year.[2]

Every 44 seconds someone in the U.S. has a heart attack[3].

Approximately 70% of people over age 65 will require long-term assistance during their lifetime, and over 40% will need care in a nursing home.[4]

Planning for the unexpected is one of the most important things you can do for your family and your future.

Introducing Phoenix Safe Harbor Term Life — a term life insurance policy specifically designed to help families get the most out of life.

Term insurance is an effective way to protect your family and cover expenses like short-term debts, medical bills, mortgage payments and college tuition in the event of a loss in your income. Phoenix Safe Harbor Term Life offers death benefit protection in periods of 10, 15, 20 or 30 years.

Phoenix Safe Harbor Term Life also includes four living benefit riders, offering additional flexibility and coverage for a number of unexpected events. These riders are available at no additional premium[5] and offer protection for:

- **Critical Illness**
- **Chronic Illness**
- **Terminal Illness**
- **Unemployment**

1. U.S. National Cancer Institute Surveillance Epidemiology and End Results (SEER) Database, based on incidence and mortality data from 2008 through 2010.
2. The Cleveland Clinic, 2013.
3. American Heart Association, Heart disease and stroke statistic–2013 update.
4. The National Clearinghouse for Long-Term Care Information, May 2010.
5. An administrative fee will apply if rider is exercised.

Consider Phoenix Safe Harbor Term Life

POLICY FEATURES

LUMP-SUM DEATH BENEFIT

Upon the insured's death, the policy beneficiary will receive a lump sum death benefit, generally income tax-free.

Optional Enhancement – Accidental Death Benefit Rider

If your death occurs by a covered accident, this benefit pays an additional lump-sum benefit to your beneficiaries. The Accidental Death Benefit Rider must be elected at issue and requires an additional premium.

INCLUDED FEATURES

Unemployment Waiver of Premium

If you become unemployed for a period of at least 4 weeks and are receiving state or federal unemployment benefits, this benefit waives six months of premium.[6]

Advance Up to 95% for Serious Illness

Three accelerated benefit riders will allow you to take a portion of your death benefit early in the event you become seriously ill:[7]

- You have the choice to accelerate up to 95% of your death benefit
- Your current health condition and life expectancy determine the actual amount you can receive, which will be less than your accelerated amount
- You have the ability to accept the offer or maintain your initial death benefit
- If you accept the benefit offer, your future premiums are reduced based on your new lower death benefit[8]

See pages 4-6 for details and examples of how the Critical, Chronic and Terminal Illness Benefits may assist you in a time of need. All examples are hypothetical and depend on the age, gender, underwriting class and life expectancy of the insured as well as the interest rate at the time of claim.

6. A 24 month waiting period applies.

7. The amount advanced at each acceleration will be reduced based on your condition and life expectancy determined at exercise. Death benefit is reduced by the benefit amount you elect to accelerate. An administrative charge and an adjustment for future unpaid policy premiums will also apply. Multiple benefit elections are allowed for chronic and critical illnesses. For Chronic, one election per calendar year. For Critical, 180 days required between elections. Payment of an Accelerated Death Benefit may be subject to federal or state income tax. Consult a tax advisor regarding possible tax consequences prior to requesting an Accelerated Death Benefit.

8. The annual policy fee is not reduced.

Critical Illness Benefit

The **Critical Illness rider** gives you the option to accelerate a portion of your death benefit if you are diagnosed with a heart attack, stroke, cancer, renal failure, major organ transplant or ALS.

HYPOTHETICAL EXAMPLE: **CRITICAL ILLNESS BENEFIT — RANDI, AGE 40**

Purchases Phoenix Safe Harbor Term Life with a $250,000 death benefit.

Randi is diagnosed by her physician with breast cancer at age 48. She has a husband and two children. Prior to getting sick, she worked as a school teacher. Her husband owns a painting business. Randi chooses to exercise her critical illness rider and receive a portion of her death benefit early. She plans to use the money to help the family cover her medical expenses and make up for her husband's lost income while he cares for her.

Total premiums paid: $6,798
Total benefits received: $110,624

1. Initial Face Amount = $250,000, monthly premium $70.08.
2. At age 48, Randi has paid a total of $6,798 in policy premiums.
3. She accelerates 95% of her death benefit or $237,500. Her actual benefit amount will be based on the severity of her illness and its impact on her future life expectancy.
4. Given her condition, Randi receives a benefit of $110,624. Randi can use this benefit for any purpose.
5. Her remaining death benefit is now $12,500. Her future premium will be reduced based on her new lower death benefit[8].

Without this living benefit from her Phoenix Safe Harbor Term Life policy, Randi's family would have to dip into their retirement savings to cover the unexpected medical costs.

Chronic Illness Benefit

The **Chronic Illness rider** gives you the option to accelerate a portion of your death benefit early if you are certified by a Physician as being unable to perform at least two ADLs or activities of daily living (bathing, continence, dressing, eating, toileting, transferring) or if you require substantial supervision due to severe cognitive impairment.

HYPOTHETICAL EXAMPLE: **CHRONIC ILLNESS BENEFIT — JOE, AGE 60**

Purchases Phoenix Safe Harbor Term Life with a 20-year duration and a $200,000 death benefit.

After 6 years, Joe is 66 years old and is suffering from complications related to COPD (Chronic Obstructive Pulmonary Disease) that have left him unable to perform 2 ADLs. His wife works full-time and is not able to provide the daily care assistance that he requires. Joe decides to exercise his chronic illness rider to help pay for his care assistance.

Two years later, Joe's condition has not improved and he decides to exercise his rider a second time to help pay for his extensive medical costs.

Joe passes away one year later. His beneficiaries will receive his remaining death benefit which will help them pay for his final expenses.

***Total premiums paid: $22,243**
Total benefits received: $157,372

**At time of second rider election*

1. Initial Face Amount = $200,000, initial monthly premium $233.36.
2. At age 66, Joe has paid a total of $19,368 in policy premiums.
3. First Election: Joe accelerates 50% of his death benefit or $100,000. His actual benefit amount will be based on the severity of his illness and its impact on his future life expectancy. In Joe's case, he receives a lump-sum benefit of $82,844 which can be used however Joe wishes.

   His remaining death benefit is now $100,000, and his monthly premium is reduced to $119.78.[9]
4. At age 68, he has paid a total of $22,243 in policy premiums.
5. Second Election: Joe accelerates $90,000 of his remaining death benefit (the remaining amount available to accelerate). He receives a lump-sum of $74,528 based on his current life expectancy.
6. Joe dies at age 69. His remaining death benefit of $10,000 is paid to his beneficiaries.

Without this living benefit from his Phoenix Safe Harbor Term Life policy, Joe's family would have a hard time coming up with the money to cover his extensive medical costs.

9. The annual policy fee is not reduced.

Terminal Illness Benefit

The **Terminal Illness rider** gives you the option to accelerate a portion of your death benefit if you are diagnosed as terminally ill with a life expectancy of one year or less.

HYPOTHETICAL EXAMPLE: **TERMINAL ILLNESS BENEFIT — HOWARD, AGE 50**

Purchases Phoenix Safe Harbor Term Life with a 20-year duration and a $150,000 death benefit.

Howard is 65 years old and terminally ill. His doctor recently informed him that he has less than 12 months to live. Howard decides to exercise his terminal illness rider and plans to use the money to take his children and grandchildren on a family vacation while he is still able to do so. He passes away 9 months later.

1. Base Policy Death Benefit = $150,000
2. Howard accelerates 95% of his death benefit or $142,500. He receives a benefit of $136,164 which he can use for any type of expense.
3. His remaining death benefit of $7,500 is paid to his beneficiaries upon his death. His premium is reduced proportionally.[9]

Without this living benefit from his Phoenix Safe Harbor Term Life policy, Howard may not have had the money to take this special trip and enjoy his remaining time with his family.

Unexpected life events and serious illness can happen to you at any time.

Contact your financial professional to find out more about how Phoenix Safe Harbor Term Life can help you in your time of need.

Phoenix helps people secure their retirement dreams and protect loved ones with annuities and life insurance. Founded in 1851, Phoenix has a long, proud history of keeping its promises.

PHOENIX
A NASSAU RE COMPANY

Insurance Products: ► NOT FDIC or NCUAA Insured ► NO Bank or Credit Union Guarantee

Product features, riders and availability may vary by state. Consult with your financial professional to determine state variations and restrictions or other conditions that may apply.

Phoenix does not provide individual tax advice. Please consult your personal tax advisor for assistance.

Guarantees are based on the claims-paying ability of the issuing company, PHL Variable Insurance Company.

Phoenix Safe Harbor Term Life (ICC14PPTL) is issued by PHL Variable Insurance Company (PHLVIC). PHLVIC is not authorized to conduct business in Maine and New York.

Member of The Phoenix Companies, Inc.

L5088BR ©2017 The Phoenix Companies, Inc.

BPD39511

7-17