

PRODUCT PROFILE

Essential Life Whole Life Insurance



Essential WL Product Profile

offers your clients the simplicity of pre-determined premiums and lifetime financial protection. Providing guaranteed death benefits, level payments, and cash values, your clients can enjoy the peace of mind knowing their family is covered, no matter what happens to the economy or interest rates.

Plus, as a member of Royal Neighbors of America, the owner of the certificate can enjoy valuable member benefits such as dental, vision and prescription discounts, retail benefits, free and discounted legal services, and more.* Visit www.royalneighbors.org for more information about our current member benefits.

* Member benefits are provided at the discretion of Royal Neighbors of America and are not available in all states. They are not part of any insurance or annuity contract and are not guaranteed.

** See page 2 for Loan details.

FINANCIAL NEEDS MET BY THE PRODUCT:

- Protection for Life
- Financial Foundation
- Cash Accumulation
- College/Retirement/Emergency Savings

TARGET MARKET

- Clients ages 25–60 who are looking for guaranteed insurance coverage with level premiums and guaranteed cash value to protect their family's financial well-being either in the event of an untimely death or as a long-term financial tool

PRODUCT FEATURES	BENEFITS FOR YOUR CLIENTS
Guaranteed death benefit	Lifetime protection
Guaranteed level payments	Predictable and convenient; premium rates will never increase regardless of changes to your client's health
Guaranteed cash value	Cash value will grow at a guaranteed rate and is available in the form of a loan**
3 payment options	Flexibility to choose how quickly the certificate is paid up
Riders available	Client can choose from riders to customize her/his level of coverage



ROYAL NEIGHBORS OF AMERICA®

For agent use only – not to be used for consumer solicitation purposes. Form series 1314. Not available in all states. Contractual provisions and limitations may vary by state.



PERMANENT LIFE – Form series 1314 (not available in all states)

- Provides level death benefits payable upon the death of the insured
- Level premiums for the duration of the insured’s life or to:
 - Year 20 on the 20-Pay Life plan
 - Age 65 on the Life Paid-up at 65 plan
 - Age 121 on the Level Pay plan
- Provides guaranteed death benefits and guaranteed cash and loan values; certificate matures at age 121

ISSUE AGES (age last birthday)

- 20-Pay Life plan: 18–80
- Life Paid-up at 65 plan: 18–60
- Level Pay plan: 18–85

FACE AMOUNTS

- Essential Life \$25,000 minimum

PREMIUMS

Premiums can be paid by monthly Pre-Authorized Collection (PAC) or on a quarterly, semi-annual, or annual mode

MODAL FACTOR

Mode	Factor
Annual	1.00
Semi-Annual	0.52
Quarterly	0.265
PAC Monthly	0.087

PREMIUM BANDS

FACE AMOUNT

Band 1	(Available for youth product only)
Band 2	\$25,000–\$49,999
Band 3	\$50,000–\$99,000
Band 4	\$100,000–\$249,999
Band 5	\$250,000+

CERTIFICATE FEES

\$50 annually for all bands (fully commissionable)

LOANS

- Certificateowners may borrow against the cash value of the certificate
- Loans will bear an interest rate of 6.5% per annum with interest payable at the end of each certificate year (6% in Montana)

NON-MED LIMITS

- Ages 18–50: Face amounts \$25,000 to \$249,999
- Ages 51–65: Face amounts \$25,000 to \$49,999

UNDERWRITING CLASSES - Ages 18–85, \$25,000

minimum face amount unless noted otherwise

- Standard Non-Tobacco/Tobacco - Ages 18–85, \$25,000 minimum
- Preferred Non-Tobacco/Tobacco - Ages 18–85, \$250,000 minimum
- Super Preferred Non-Tobacco - Ages 18–50, \$250,000 minimum

Substandard rating classes available through table 10.

For more information and Underwriting Guidelines, refer to the Field Underwriting Guide – Form 2980-B

NONFORFEITURE OPTIONS

- Cash surrender – a check for the cash value of the certificate, plus the cash value of any dividends on deposit and paid-up additional insurance minus any loan/lien indebtedness will be paid, provided the proper form is completed and submitted to the Home Office
- Reduced Paid-up Insurance – a reduced amount of death benefit that the cash value of the certificate, minus any loan/lien, will purchase for the lifetime of the insured
- Extended Term Insurance – insurance in the face amount of the whole life certificate, plus dividends and paid-up additional insurances, minus any loan/lien, for a term as long as the net cash value as a single premium will purchase at the insured’s attained age

DIVIDENDS

Royal Neighbors does not expect that any dividends will be declared on Essential Life certificates.

CUSTOMIZE YOUR COVERAGE WITH VALUABLE RIDERS

RIDERS AVAILABLE

Disability Waiver of Premium Rider – Form series 2081

- Available only at issue
- Waives premiums in the event of total disability of the insured
- Disability must occur prior to the insured's 60th birthday
- Royal Neighbors will waive premiums until the insured is no longer disabled
- Waiver is subject to a 6-month waiting period
- First 24 months total disability – unable to perform duties of regular occupation; after 24 months total disability – unable to perform any occupation reasonably suited based on education, training, or experience

Accidental Death Rider – Form series 2082

- Provides a benefit prior to the first anniversary date after the insured's 65th birthday
- Minimum additional death benefit is \$25,000
- Maximum additional death benefit is the lesser of 10 times the base face amount or \$300,000

Guaranteed Insurability Rider – Form series 1492

- Available only at issue
- Guarantees the insured the right to purchase \$25,000 of additional life insurance at specified future option dates without evidence of insurability
- Ages where additional purchases are allowed: 18, 25, 28, 31, 34, 37, 40, 45, 50, 55, 60
- Life events where additional purchases are allowed: marriage, birth/adoption of a child, purchase of a primary residence (purchase of insurance for life event cancels next scheduled purchase option date)
- Lifetime maximum for additional purchases is \$100,000
- Expires at earlier of attained age 65 or after \$100,000 of additional insurance has been purchased
- Not available if substandard class issued

ESSENTIAL RIDERS	Available at Issue ONLY	Issue Ages 18–45	Issue Ages 46–55
Disability Waiver of Premium	•	•	•
Accidental Death		•	•
Guaranteed Insurability	•	•	
Accelerated Death Benefit for Critical, Chronic, and Terminal Illness	•	•	•
FPDA	•	•	•
Child		•	•

Flexible Premium Deferred Annuity Rider – Form series 1492

- Available only at issue
- Offers a convenient way to save for retirement on a tax-deferred basis
- Allows individuals the flexibility to vary the amount and frequency of payments to their deferred annuity
- Minimum premium \$50 per month with Pre-Authorized Collection (PAC); maximum premium is \$25,000 per year
- Separate surrender charges apply

Accelerated Death Benefit Rider – Form Series 1591

- Available only at issue; must be elected at the time of application
- No additional charge for riders
- Rider may not be available in all states or may have certain restrictions. Check the Product Approval Chart on our agent website at agent.royalneighbors.org for state availability
- The Accelerated Death Benefit Rider is comprised of 3 optional riders to be selected on the application: Critical Illness Rider, Chronic Illness Rider, and Terminal Illness Rider
 - Critical Illness Rider: Minimum benefit is \$2,500, maximum is 25% of death benefit up to \$100k
 - Chronic Illness Rider: Maximum amount of acceleration is 80% of death benefit up to \$400k
 - Terminal: Maximum amount of acceleration is 90% of death benefit up to \$450k.
- Benefits will be reduced by an administrative fee, actuarial discount, and certificate loans

Child Rider – Form series 112090

- \$5,000 death benefit for each child of the insured under the certificate. If the insured dies while the child rider is in force, the insurance on each child will continue as long as the child meets the definition of an insured child. No further premiums for the rider will be due.
- Available to issue at any time after the purchase of the certificate and before the maximum issue age.
- An insured child is any child, stepchild, or legally adopted child of the insured who is at least 15 days of age, and who is not yet 18 years old. In addition, an insured child includes any child who is enrolled in an accredited educational institution and has not reached 25 years of age.
- If rider is added after the issue date of the certificate, an insured child also includes stepchildren and any child born to insured or legally adopted by insured before the child's 18th birthday, and the child is at least 15 days of age.

For agent use only – not to be used for consumer solicitation purposes. Riders not available in all states. Contractual provisions and limitations may vary by state. Certain restrictions may apply.



BECAUSE LIFE GOES 'ROUND



INSURING LIVES • SUPPORTING WOMEN • SERVING COMMUNITIES™

Visit www.royalneighbors.org to learn more.
230 16th Street, Rock Island, IL 61201-8645
(800) 627-4762

© 2013 Royal Neighbors of America

Form 2997-A1; Rev. 10-2015