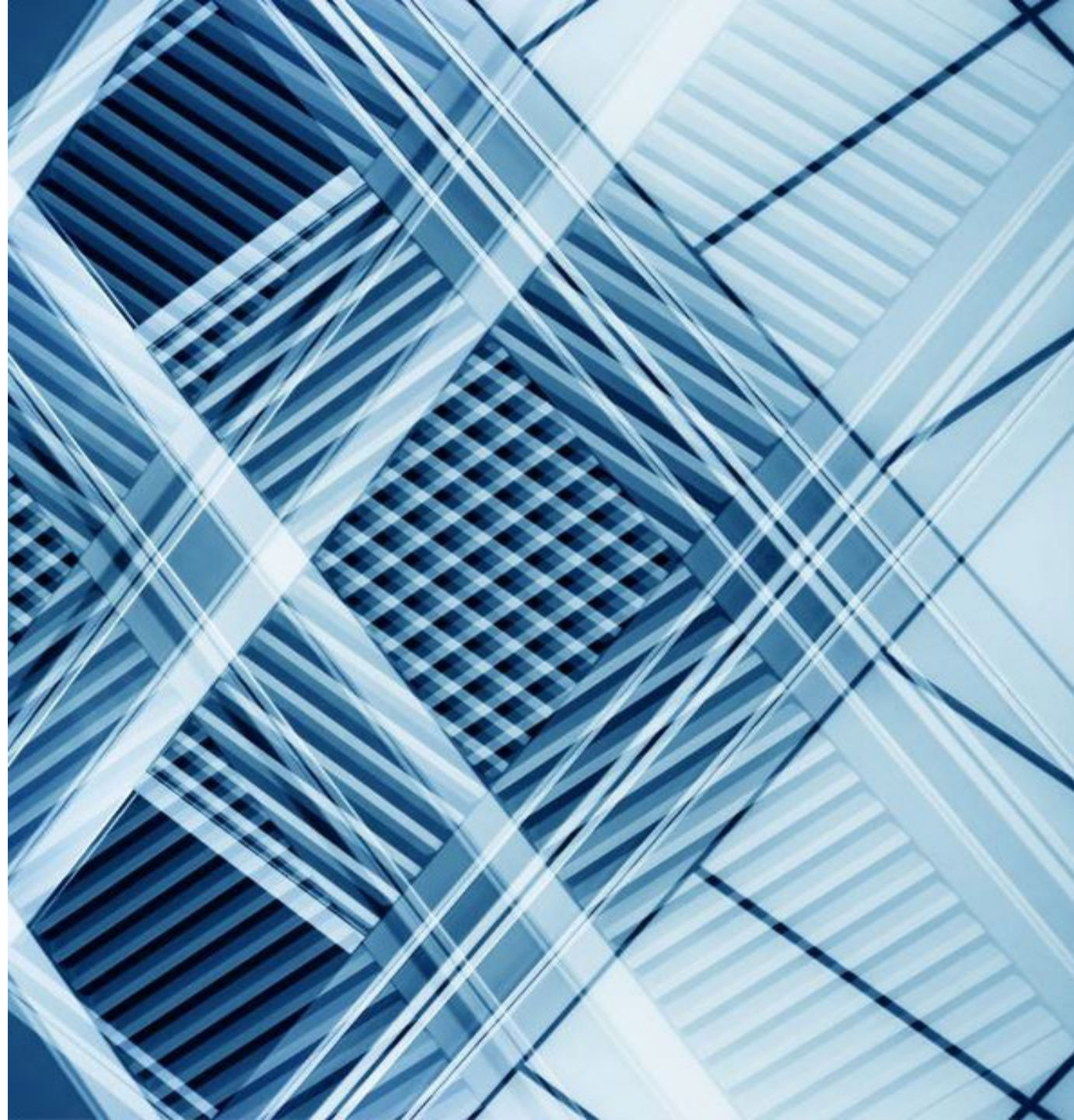


# LifeTime Benefit Term (LBT) VIP Presentation

April 2023



## LBT - Value Prop

LifeTime Benefit Term is the only life insurance product of its kind.

**It's permanent life insurance with a Guaranteed Death Benefit and Living Benefits for Long Term Care.**

### Guarantees Matter - LBT Guarantees Mean:

- Life insurance **premiums will never increase.**
- If guaranteed premium is paid, **there will always be a death benefit.**
- Even if insureds leave their employer or retire, there is no change to premiums or benefits.

### LTC Benefits Matter - With LBT:

- **Death benefits can be** taken early and **tripled** to supplement the cost of LTC.
- That means, a policyholder with a \$100,000 Face Amount can receive up to \$300,000 in LTC benefits and still provide another \$50,000 to their beneficiary.

# LifeTime Benefit Term

## Life Insurance Premiums Are Guaranteed to Never Increase

- Life insurance premiums never change, and if premiums are paid, LBT will never lapse and will last until age 121.
- In contrast, **Universal Life:**
  - Often requires an increase in premium in later years to keep coverage in force
  - Is not guaranteed to last throughout retirement without a significant increase in premium
  - Premiums may increase tenfold to keep coverage in force

## Death Benefits Are Guaranteed

- Regardless of interest rates, the Full Death Benefit is 100% guaranteed through age 70 or 25 years, if greater
- **Based on 3%, the Full Death benefit lasts through age 99 for non-tobacco users and through age 95 for tobacco users.**
- After age 70, the death benefit will always be at least 50% of the initial death benefit and will likely be more given that interest rates fluctuate over time

## LTC & Chronic Illness Benefits

- Best Long Term Care Package in the market featuring **75 months of LTC Benefits**
- Death Benefits can be taken early and Doubled or even Tripled to supplement the cost of LTC.
- Even after receiving 75 months of LTC Benefits, beneficiary can receive up to \$50,000.

## Fully Portable, Permanent Coverage

## Paid-Up Death Benefits

- Become vested after 10 years and increase every month premium is paid
- **Permanent and will never lapse**
- Ideal for retirement – no premium is due, and insured has reduced life insurance need
- **Paid-up Benefits can be accelerated for LTC**

# LBT with Long Term Care and Chronic Illness

## EXAMPLE OF LTC BENEFITS IN ACTION - INITIAL DEATH BENEFIT OF \$100,000

### LTC & Chronic Illness Acceleration

4% of death benefit  
per month for 25 months

**\$100,000** in total payments  
*\$4,000 @ month, 1<sup>st</sup> through 25<sup>th</sup>*

### LTC & Chronic Illness Extension

4% of death benefit  
Per month for 25 or 50 months

**\$200,000** in total payments  
*\$4,000 @ month, 26<sup>th</sup> through 75<sup>th</sup>*

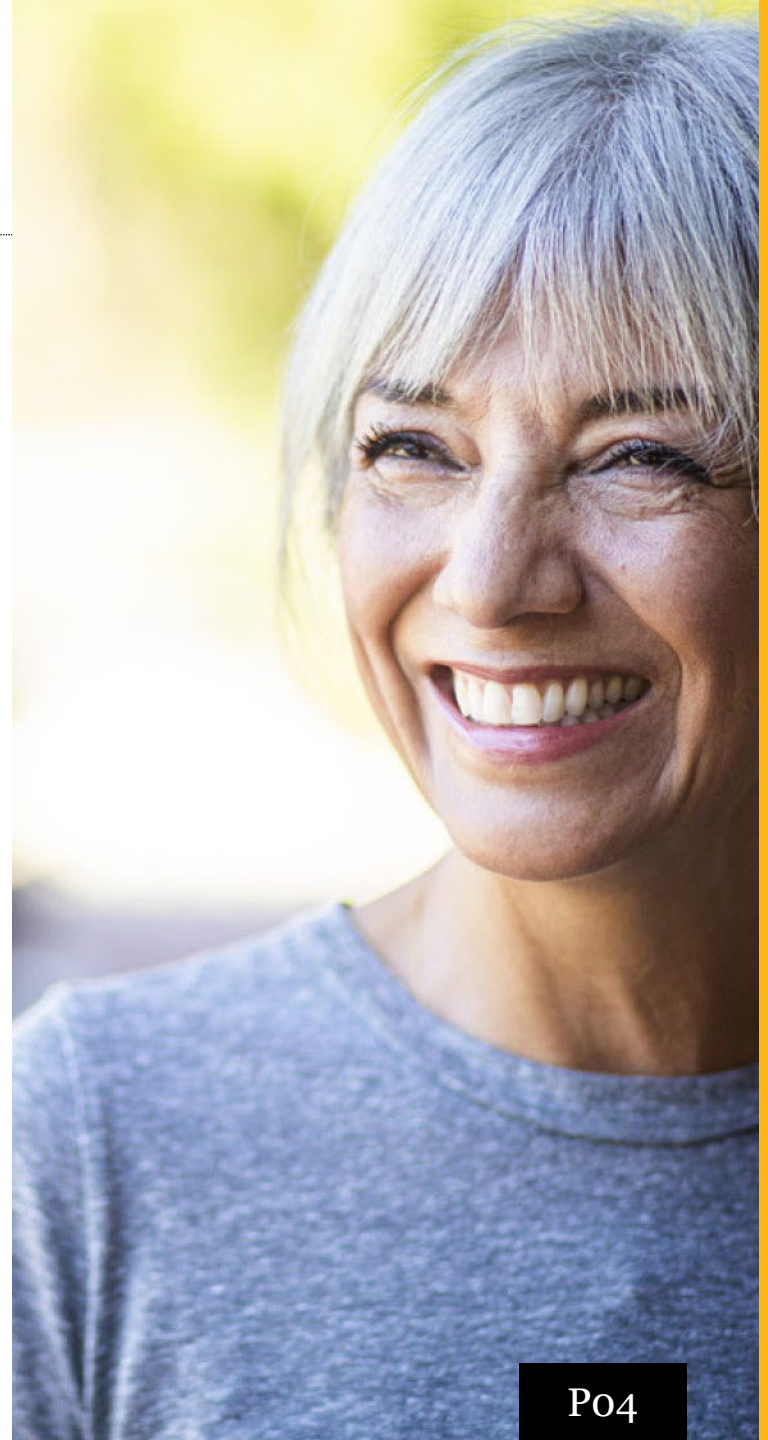
### Restoration

Restores a death benefit for the beneficiary

**\$50,000** for beneficiary

### Total Benefits Paid

**\$350,000**



# LifeTime Benefit Term

*(Illustration of death benefit at 3.0% interest rate)*

**DEATH BENEFIT (\$100,000 FACE AMOUNT – M50 NON-TOBACCO STATUS)**

Issue Age	Benefit at Age 70	Full Death Benefit through Age	Benefit at Age 85	Benefit at Age 90	Benefit at Age 95	Benefit Ages 100-121
25	\$100,000	99	\$100,000	\$100,000	\$100,000	\$80,362
35	\$100,000	99	\$100,000	\$100,000	\$100,000	\$80,304
45	\$100,000	99	\$100,000	\$100,000	\$100,000	\$80,137
55	\$100,000	99	\$100,000	\$100,000	\$100,000	\$79,998
65	\$100,000	99	\$100,000	\$100,000	\$100,000	\$80,077

- Based on the **3.0%** interest rate, the full death benefit will be available **through age 99**
- Premiums are payable through age 100. Coverage continues with no premiums due at ages 101 through 121

# LifeTime Benefit Term Insurance

## *Example differences between LBT, Whole Life and Universal Life*

	CHUBB LIFETIME BENEFIT TERM	WORKSITE WHOLE LIFE	WORKSITE UNIVERSAL LIFE
<b>Policy Type</b>	<b>Group "Permanent" Term Life</b> <b>Coverage to age 121</b>	Group Non-Participating Whole Life Endows at Age 120	Group Universal Life
<b>Death Benefit Guarantee?</b>	✔ <b>Yes</b> <b>Base death benefit guaranteed to age 121</b>	✔ <b>Yes</b> Death benefit guaranteed to age 120	✘ <b>No</b> Policy will lapse if cash value is depleted
<b>Premium Rate Guarantee?</b>	✔ <b>Yes</b> <b>Life insurance premiums are guaranteed to age 100, at which point policy is fully paid up</b>	✔ <b>Yes</b> Premium rates are guaranteed to age 120 and cost significantly more than LBT or UL.	✘ <b>No</b> Premiums may have to increase up to 10 fold to keep policy in force at older ages
<b>Automatic Issue?</b>	✔ <b>Yes</b> <b>If premiums stop after 10 years, a reduced paid-up policy w/LTC benefits is automatically issued</b>	✘ <b>No</b> Insured can request a reduced paid-up policy; or cash value subject to surrender charges; or the policy will lapse	✘ <b>No</b> Insured can request cash value subject to surrender charges; or the policy will lapse
<b>Automatic Benefit Reduction</b>	✘ <b>No</b>	✘ <b>No</b>	⊖ <b>Varies</b> Some products have an automatic benefit reduction to increase product affordability

# Chubb LifeTime Benefit Term (LBT) – In Summary

*Designed to last a lifetime*

## It's Guaranteed

### **Term to Age 121**

Combines the Advantage of Term and Permanent Insurance

### **Guaranteed Life Insurance Premiums**

Premiums are Level for Life and at current rates, the full benefit lasts through 99

### **Guaranteed Death Benefit**

As long as guaranteed premiums are paid there will always be a death benefit

### **Guaranteed Portability**

No Change to Premium or Benefits

### **Guaranteed Continuation Coverage**

Coverage Continues Even if Master Policy Terminates

### **LTC Package**

Benefits for Home Health Care, Assisted Living and Nursing Care