| FINAL EXPENSE MPP / SSP / PPP | AM - AM | PROSPERITY LIFE | * AIG * <br> Guaranteed Acceptance | TLIC | MOO | RNA |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Premium Guarantee and Renewability | Level up to Age 100 | Level up to Age $121$ | Level up to Age 100 | Level up to Age 121 | Level up to Age 100 | Level up to Age $121$ |
| Issue Ages <br> (sweet spot of the bat is Ages 50-75) |  | 50-80 | 50-80 | $0-85$ <br> Immediate $18-80$ <br> Graded | $45-85$ <br> Level <br> 45-80 <br> Graded | $50-75$ <br> Standard |
| Coverage Amounts | Ages 50-75 = $\$ 2,500-\$ 35,000$ Immediate Ages $76-85=$ $\$ 2,500-\$ 20,000$ Immediate Ages $50-85=$ $\$ 2,500-\$ 20,000$ Graded Ages $50-85=$ $\$ 2,500-\$ 20,000$ ROP | \$1,500-\$35,000 Level, Graded \& Modified <br> \$5,000 - \$35,000 in WA <br> Level, Graded \& Modified <br> *Aggregate MAX \$35,000 | $\$ 5,000-\$ 25,000$ <br> Guaranteed Issue <br> *Aggregate MAX $\$ 25,000$ | $\begin{gathered} \$ 1,000- \\ \$ 50,000 \\ \text { Immediate } \\ \text { All Ages } \\ \\ \text { Ages } 18-80= \\ \$ 1,000- \\ \$ 25,000 \\ \text { Graded } \end{gathered}$ | $\begin{gathered} \text { Ages 45-85 = } \\ \$ 2,000- \\ \$ 40,000 \\ \text { Immediate } \\ \\ \text { Ages 45-80 = } \\ \$ 2,000- \\ \$ 20,000 \\ \text { Graded } \end{gathered}$ | $\begin{gathered} \$ 7,000- \\ \$ 30,000 \\ \text { SIWL } \\ \\ \$ 7,000- \\ \$ 10,000 \\ \text { GDB } \end{gathered}$ <br> *Aggregate MAX \$30,000 |


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| Billing Options \& Premium Modes | EFT Only --Monthly <br> Direct Bill --Annually, SA, Qrt, Mo | EFT / SS Debit / <br> Credit Cards --- <br> Monthly, Q, SA, A <br> Direct Bill --- <br> Annually, SA, Qrt | EFT / SS Debit / Credit Cards --Monthly | EFT / SS Debit / Credit Cards --Monthly <br> Direct Bill --Annually, SA, Qrt | EFT Only --- <br> Monthly <br> Direct Bill --- <br> Annually, SA, Qrt | EFT Only --- <br> Monthly, Qrt, <br> SA, Annual <br> Direct Bill - <br> Annually, SA, Qrt |
| Underwriting Class/Options | Immediate (level) <br> Graded <br> (Ages 80-85) <br> ROP Paid <br> (Ages 80-85) |  | GUARANTEED <br> ACCEPTANCE <br> (Ages 50-80) ROP Paid + 10\% | Preferred Immediate (level) <br> Standard Immediate (level) | Level (immediate) <br> Graded | Standard <br> (immediate level) |
| Voice Signature (Option) | Yes (easiest) |  | No | No | No | Yes |
| E-App Signature (Option) | Yes (easy) | Yes | Yes (easiest) | Yes | Yes | Yes |
| Telephone Interview (Required) | Varies | No | No | No | No | Yes |


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| Death Benefit Option | Immediate = 100\% <br> Day 1 Year 1 <br> Graded = 30\% <br> Day 1 Year 1 <br> Graded = 70\% <br> Day 1 Year 2 <br> Graded $=100 \%$ Day <br> 1 Year 3 <br> 0-64 ROP = 110\% of Premiums Paid Years One - Three <br> 0-64 ROP = 100\% <br> of Face Amount Years 3+ <br> 0-64 ROP = 100\% of Face Amount if Accidental <br> 65-85 ROP = 110\% of Premiums Paid Years 1-2 <br> 65-85 ROP = 100\% of Face Amount Years 2+ | Level = 100\% Day 1 Year 1 Graded = 30\% Day 1 Year 1 Graded = 70\% Day 1 Year 2 Gaded = 100\% D 1 Year 3 Modified = 110\% ANNUALIZED Premium Year One Modified = 231\% of ANNUALIZED Premium Year Two Modified = 100\% After Year Two | Years 1-2 = 110\% of premiums paid <br> Years 3+ = Full Face <br> *In the event of Accidental Death = Full Face Amount <br> *In the event of suicide $=$ Premiums refunded | Preferred = <br> $100 \%$ <br> Day 1 Year 1 <br> Standard = <br> $100 \%$ <br> Day 1 Year 1 <br> Graded = 30\% <br> Day 1 Year 1 <br> Graded = 70\% <br> Day 1 Year 2 <br> Graded = <br> $100 \%$ <br> Day 1 Year 3 | Level = 100\% <br> Day 1 Year 1 <br> Graded = 30\% <br> Day 1 Year 1 <br> Graded = 70\% <br> Day 1 Year 2 <br> Graded = 100\% <br> Day 1 Year 3 | $\begin{gathered} \text { Standard = } \\ 100 \% \\ \text { Day } 1 \text { Year } 1 \end{gathered}$ |


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| Living Benefits (included free) | Te minal IIIness Accelerated Benefit Rider <br> Up to 100\% of Death Benefit with 12 month life expenctancy or less <br> (24 months in some states) <br> Accelerated Benefits Rider <br> - Confined Care <br> - If after 30 days from this policy being issued, the client becomes permanently confined to a <br> Nursing Home, you can receive a monthly benefit equal to $5.0 \%$ of the face amount of the policy. <br> No additional up. front costs. | Accelerated Beath Benefit <br> - Up to 50\% of Death Benefit in the event of Terminal Illness <br> * On Level, Graded and Modified plans | Terminal IIIness Acceleration Benefit <br> - Up to 50\% of <br> Death Benefit within 24 month life expenctancy or less <br> - No additional costs. <br> Chronic Illness Acceleration Benefit <br> - Returns 100\% of premiums paid, up to $25 \%$ of Face Amount <br> - No waiting Period <br> - One-time lump sum payment when insured becomes chronically ill (unable to perform 2 of 6 ADLs) <br> - No additional upfront costs. | Terminal Illness <br> Accelerated Death Benefit Rider <br> - Up to $100 \%$ of Death Benefit with 12 month life expenctancy or less (minus interest, loans, admin fees, premiums due) <br> Accelerated Death Benefit Rider with Nursing Home Benefit (NHB) <br> - Pays the Face Amount upon diagnosis of a qualifying event or confinement in a qualified nursing home facility. | Accelerated Death Benefit for Terminal Illness or Nursing Home Confinement Rider * This <br> rider allows a onetime election to receive the Accelerated Benefit if the insured provides evidence that his/her life expectancy is 12 months or less or if the insured has been confined to a nursing home for 90 consecutive days or more; and. is expected to remain confined to a nursing home for the duration of the insured's life. | Accelerated Living Benefit <br> - Up to $75 \%$ of Death Benefit if diagnosed with a terminal condition by a physician, and has life expenctancy of 12 months or less <br> 75\% of Death Benefit if confined to a nursing home for 90 days, and a physician expects it to be permanent. <br> *A minimum amount of \$5,000 may be taken as a onetime single payment. |


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| Optional Riders | Accidental Death <br> Benefit Rider | Accidental Death Benefit Rider |  | Accidental Death Benefit Rider | Accidental Death Benefit Rider |  |
|  | Grandchild Rider <br> Children's Insurance Agreement Rider <br> Nursing Home Waiver of Premium Rider |  |  | Children's and Grandchildren's Benefit Rider |  |  |
| Loans on Cash Value | Yes | Yes | Yes | Yes | Yes | Yes |

SEE NEXT PAGE FOR SAMPLE PREMIUM

| FINAL EXPENSE MPP / SSP / PPP | AM - AM | PROSPERITY LIFE | * AIG * <br> Guaranteed Acceptance | TLIC | MOO | RNA |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Full 1st Year Commissions | No <br> *Comp reduced based on Age and Product | Yes | Yes | No <br> **Comp reduced based on Age and Product | No <br> *Comp reduced based on Age and Product | No <br> *Comp reduced based on Age and Product |
| 2-10 Year Residual Commissions | Yes | Yes |  | Yes | No <br> *Residuals begin at ASD Level | Yes |
| 60-90 Day Charbacks | Full Advance | *Only Unpaid Premium Months | Full Advance | Full Advance | Full Advance | Full Advance |
| SAMPLE PREMIUM \$12,500 Base w/ ADB 70 / Female / NT HBP, Diabetes after 50, Cholesterol, nothing within five years (Pref/Standard) | \$83.86 * <br> (Nursing Home Living Benefit included automatically Free!) | \$80.77 | *\$96.10 <br> for only \$12,000 GUARANTEED ACCEPTANCE | \$71.07 / \$92.06 | \$71.43 | $\$ 71.73$ <br> Natural Death Benefit Only |
| 1st Year Comp / Adv SAF Base Advisor 50\% Commission *45\% AIG GIWL <br> Residuals (Years 2-5) <br> Residuals (Years 6-10) | $\$ 503.16$ / $\$ 377.37$ $\$ 0.83$ / monthly $\$ 0.83$ / monthly | $\begin{gathered} \$ 484.62 \text { / } \\ \$ 363.47 \\ \\ \$ 2.63 \text { / monthly } \\ \$ 0.20 \text { / monthly } \end{gathered}$ | $\begin{gathered} \$ 518.94 \text { / } \\ \$ 259.47 \end{gathered}$ | Varies on Premium Above <br> Reduced <br> Reduced | $\begin{gathered} \$ 428.58 / \\ \$ 321.44 \end{gathered}$ | $\begin{gathered} \$ 428.58 / \\ \$ 321.44 \end{gathered}$ <br> \$2.15 / monthly \$0.72 I monthly |

