

QoL Guarantee Plus GUL II Adopts 2017 CSO

Effective December 14, 2018, we will be adopting the 2017 CSO mortality table rates on QoL Guarantee Plus GUL II (QoL GUL II). Pricing will adjust moderately with an average increase/decrease of 1% depending on age, underwriting class and funding patterns. In addition to the new pricing, target premiums are being increased by up to 11%.

More on CSO Tables

Adoption of the 2017 CSO mortality table by all life insurance carriers is required on life policy forms for all new sales starting on or after January 1, 2020. American General Life Insurance Company (AGL) plans to have all life insurance products transitioned to 2017 CSO well in advance of this date.

Differentiated Features

- **QoL SelectChoice II ABRs** – Access to the policy death benefit for qualifying chronic, critical, or terminal illnesses or conditions. A **guaranteed minimum benefit and \$2M lifetime maximum benefit**. QoL SelectChoice II ABRs are not approved in California. Instead, the existing QoL ABRs will remain in place with a lifetime maximum benefit up to \$2M.
- **Innovative Partial Withdrawal Capability** – If needs change, policy holders can reduce the death benefit while maintaining the original coverage guarantee period.
- Guaranteed return of premium with **two built-in ROP opportunities** (via the Enhanced Surrender Value Rider) should your clients' needs change or they no longer need coverage.
 - End of year 20 = 50% of total premium paid, up to 40% of face amount
 - End of year 25 = 100% of total premium paid, up to 40% of face amount
- **Accelerated Access Solution[®]** – Provides chronic illness coverage to your client's base policy up to \$3M. Three benefit payout options available - funds can be used for any purpose. Note: California allows two benefit payout options. [Learn more](#)
- **CustomerChoice[®] Lifestyle Income Solution** – Guaranteed withdrawal benefits that enables clients to convert the death benefit into a stream of supplemental income that can be used for any purpose. These payments are typically tax-free up to the amount of cumulative policy premiums.

Transition Rules – Page 2

Transition Rules - New rates effective December 14, 2018

- QoL Guarantee Plus GUL II applications received on or after December 17, 2018 will receive the new rates.
- Reissue requests will not be honored.
- See page 2 for details.

State Availability:

- All states EXCEPT NY

Sales & Marketing Materials

- aig.com/QoL
- Printed materials are available for order through Forms Depot on [eStation](#)

Training

- Review QoL GUL II training resources in our [QoL Training Playbook](#)

Illustrations

- Starting **4:00 PM CST December 14, 2018** only the new rates for the QoL GUL II will be available in WinFlex. To receive an illustration for the old QoL GUL II please contact the Sales Desk.

Nationwide Reprice Transition Rules

New rates effective April 14, 2018

Paper applications:

- QoL Guarantee Plus GUL II (QoL GUL II) applications received on or after December 17, 2018 will receive the new rates unless the old QoL GUL II product is requested.
- Applications received after February 1, 2019 will only receive the new QoL GUL II rates and the old QoL GUL II product will no longer be able to be requested.
- Starting 4:00 PM CST December 14, 2018 only the new rates for the QoL GUL II will be available in WinFlex. To receive an illustration for the old QoL GUL II please contact the Sales Desk.
- New applications submitted to replace existing inforce coverage with the new rates will not be honored within 90 days of the existing coverage going inforce.
- Reissue requests will not be honored.

Pending apps - applications pending can submit a new illustration and get the new rates.

QoL Guarantee Plus GUL II Applications Received via iGO Full e-Application

- New Cases: If the Agent selects the QoL GUL II product on or after December 14, 2018 9:00 PM CST he/she will receive the new QoL GUL II rates. WinFlex Illustrations will also provide the new QoL GUL II rates.
- Locked Case: When the agent enters iGO Full e-Application for a Locked Case, he/she will be permitted to complete the eSignature and eSubmit process. Cases locked before December 14, 2018 9:00 PM CST must be submitted no later than 15 business days from December 15, 2018 which is December 30, 2018 to retain the old QoL GUL II rates.
- Cases Started, In Process, or Unlocked Cases on or after December 15, 2018 will receive the new QoL GUL II rates. WinFlex and iGO Full e-Application will recalculate to the new rates.

Mobile Quote

- On or after December 17, 2018 only the new rates will be available.

An Accelerated Death Benefit Rider (ABR) is not a replacement for Long Term Care Insurance (LTCI). It is a life insurance benefit that gives you the option to accelerate some of the death benefit in the event the insured meets the criteria for a qualifying event described in the policy. The rider does not provide long-term care insurance subject to California insurance law, is not a California Partnership for Long-Term Care program policy. The policy is not a Medicare supplement.

ABRs and LTCI provide different types of benefits. An ABR allows the insured to access a portion of the life insurance policy's death benefit while living. ABR payments are unrestricted and may be used for any purpose. LTCI provides reimbursement for necessary care received due to the inability to perform activities of daily living or cognitive impairment. LTCI coverage may include reimbursement for the cost of a nursing home, assisted living, home health care, homemaker services, adult day care, hospice services or respite care for the primary caretaker and the benefits may be conditioned on certain requirements or meeting an elimination period or limited by type of service, the number of days or a maximum dollar limit. Some ABRs and all LTCI are conditioned upon the insured not being able to perform two or more of the activities of daily living or being cognitively impaired.

This ABR pays proceeds that are intended to qualify for favorable tax treatment under section 101(g) of the Federal Internal Revenue Code. The federal, state, or local tax consequences resulting from payment of an ABR will depend on the specific facts and circumstances, and consequently advice and guidance should be obtained from a personal tax advisor prior to the receipt of any payments. ABR payments may affect eligibility for, or amounts of, Medicaid or other benefits provided by federal, state, or local government. Death benefits and policy values, such as cash values, premium payments and cost of insurance charges if applicable, will be reduced if an ABR payment is made. ABR payments may be limited by the contract or by outstanding policy loans.

Policies issued by: American General Life Insurance Company (AGL), Houston, TX. Policy Form Numbers 15442, 15442-5, ICC15-15442, 15442-10A; Rider Form Numbers ICC15-15602, 15602, ICC15-15603, 15603, ICC15-15604, 15604, ICC15-15600, 15600, 15972, 15972-5, ICC18-18012, 18012, 18012-5, 82012-CA, 82410, 88390, ICC14-14002, 14002, 14002-5, 15990, 13600-5, AGLA 04CHIR-CA (0514), AGLA 04CRIR, and AGLA 04TIR. Issuing company AGL is responsible for financial obligations of insurance products and is a member of American International Group, Inc. (AIG). AGL does not solicit business in the state of New York. Products may not be available in all states and product features may vary by state. Guarantees are backed by the claims-paying ability of American General Life Insurance Company. © AIG 2018. All rights reserved.

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