

December 14, 2018

18-159

7 More Reasons to Sell QoL Value+ Protector!

Based upon distributor feedback and in order to improve our competitive position, our death-benefit-focused Index Universal Life (IUL) insurance product **QoL Value+ Protector**, is now available with significant updates.

In addition to aligning to the 2017 CSO*, we have made the following enhancements (itemizations for the below available on page 2)

- 1 Extended Death Benefit Guarantee...
- 2 Increased Target Premiums...
- 3 Higher Cap and Max Illustrated Rates...
- 4 Improved Competitiveness...
- 5 Expanded Cash Value Potential...
- 6 NEW Global Index Interest Crediting Option...
- 7 NEW Dollar Cost Averaging (DCA) Rider...

Note: As a part of these product optimizations, we have discontinued the Lifestyle Income Solution rider (LIS) for QoL Value+ Protector.**

Valuable Combination...

Remember, QoL Value+ Protector offers flexible affordable permanent coverage, and is a perfect bridge to IUL for GUL clients — thanks to benefits like:

- Tax-deferred growth
- Client-controlled premiums and allocations
- Strong guarantees
- Low-cost competitive pricing

It combines valuable guarantees, PLUS cash accumulation and access to cash – all for a lower cost than GUL!

* (CSO) Commissioners' Standard Ordinary Mortality Tables

**Low utilization triggered LIS discontinuation on QoL Value+ Protector. However, LIS remains available with QoL Guarantee Plus GUL II due to more consistent utilization.

Questions

Contact your AIG Life Sales Representative, or call:
+1 800.358.5753

Transition Rules

See chart on bottom of bulletin on page 2.

Availability

The updated QoL Value+ Protector is available in all states except New York.

Training and Marketing

> Updated
Producer
Guide

> Pre-
recorded
Training

> Power Up
With IUL

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Product Update Details

- 1) Extended Death Benefit Guarantee:** Extended level-pay guarantee durations from age 85 to **age 90** for issue ages 50+, with a slight decrease in ages 45 and under
- 2) Increased Target Premiums:** Increased target premiums for PPNT/PNT classes by generally 5-10% for ages 50-65, with minor reductions for other ages/classes
- 3) Higher Cap and Max Illustrated Rates:**

Index Account	Participation Rate	Cap Rate	Illustrated Rate	AVE*	Total Illustrated Rate
S&P 500 Cap Index	100%	9.5% (↑ from 9%)	5.85% (↑ from 5.6%)	0.75%	6.60% (↑ from 6.35%)
S&P 500 Participation Index	55%	---	5.85% (↑ from 5.6%)	0.75%	6.60% (↑ from 6.35%)
ML Strategic Balanced Index®	90% (↓ from 100%)	---	6.32% (↑ from 6.09%)	0.80%	7.12% (↑ from 6.89%)
PIMCO Global Optima Index®	65%	---	6.22%	0.80%	7.02%
Fixed Interest Account	---	---	3.25%	0.75%	4.00%

*Account Value Enhancement (beginning in policy years 6+)

- 4) Improved Competitiveness:** Shifted target market to ages 40-75, non-tobacco classes
- 5) Expanded Cash Value Potential:** Increase cash value by 10-20% in key areas for ages 50-70, plus more cash value increases for ages 45 and under: 20-30%
- 6) New Global Index Interest Crediting Option:** Additional volatility control index, the PIMCO Global Optima Index™, offers growth potential and global market exposure
- 7) New Dollar Cost Averaging (DCA) rider:** Potentially smooths out the impacts of market fluctuations by transferring premium from the dollar cost averaging account to the chosen index interest account options over a number of months

Transition Rules

Paper Applications	<ul style="list-style-type: none"> Any apps received December 17, 2018 and after, will automatically receive new QoL Value+ Protector rates and features unless the old product is specifically requested. After February 1, 2019 the old rates and features will no longer be available. Reissue requests to new plan will not be honored. 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.
iGo e-Application	<ul style="list-style-type: none"> New Case: Starting 9:00 PM CST December 14, 2018, through February 1, 2019 there will be two versions of the QoL Value+ Protector available for selection: <ul style="list-style-type: none"> QoL Value+ Protector (2017) – Old version of the product. QoL Value+ Protector – New version of the product. After February 1, 2019 the QoL Value+ Protector (2017) cannot be selected in iGo. Locked Case (old version of QoL Value+ Protector): <ul style="list-style-type: none"> 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 on or before February 1, 2019 must be submitted no later than 15 business days from February 1, 2019 which is February 15, 2019 to get the old product. NOTE This is current business process Agent Unlock (old version of QoL Value+ Protector (2017)): If the agent unlocks a case that includes the old QoL Value+ Protector (2017) product (locked prior to February 1, 2019) the agent will receive a message, and will be forced to select the new QoL Value+ Protector product to continue the case.
WinFlex	<ul style="list-style-type: none"> Starting 4:00 PM CST December 14, 2018, through February 1, 2019 there will be two versions of the QoL Value+ Protector product available for selection: <ul style="list-style-type: none"> QoL Value+ Protector 2017 – Old version of the product. QoL Value+ Protector – New version of the product After February 1, 2019 the old QoL Value+ Protector will NOT display in WinFlex.