

## QoL Value+ Protector II Product Changes – Effective May 15, 2021

We are repricing QoL Value+ Protector II, effective May 15, 2021, due to the impacts of low interest rate and spread, especially on younger ages. In addition, the Cash Value Accumulation Test (CVAT) interest rate is updated to meet the new IRC 7702 requirements.

As a result of the change:

- Premiums will increase slightly by 1-3%
- Primary guarantees for younger insureds (45 and under) will drop below age 90, while older ages can still be guaranteed to and around 90
- No or minimal change to cash value and target premium
- No changes to cap, par and max illustrated rates

## QoL Value+ Protector II – Fast approvals with expanded Non-Med underwriting

- Quick access to coverage through **non-medical underwriting** for hassle-free buying experience. No labs, no exams are required for qualifying clients:
  - Ages 0-50
  - Face amounts \$50,00-\$1,000,000
  - UW classes Standard to Preferred Plus Non-Tobacco, Standard to Preferred Tobacco
- As a reminder, QoL VPP II has **competitive premium, strong guarantees, cash value**, and choices with unique **volatility control** indices like the ML Strategic Balanced Index<sup>®</sup> (MLSB) and the PIMCO Global Optima Index<sup>®</sup>
- Includes **built-in living benefits\*** where a portion of the policy death benefit can be accelerated to cover costs associated with qualifying chronic, critical or terminal illness or conditions

## State Availability

All states, except NY

## Important Dates

### May 14, 2021:

- Applications must be received on or before this date to receive the old rates
- Starting 4PM CDT, only new rates will be available in Winflex

### May 15, 2021:

- Applications received on or after this date will receive the new rates

[See next page for details of the transition rules.](#)

## Resources

[Bulletin 21-017:](#)

IRC Section 7702 Year-end Updates

\*A guaranteed minimum benefit and \$2M lifetime maximum benefit

### Transition Rules

#### iGO Full e-Application

- New Case QoL Value+ Protector II: If the Agent selects QoL Value+ Protector II product on or after **May 15, 2021 12:00 AM CDT** he/she will receive the new QoL Value+ Protector II rates. Winflex Illustrations will also provide the new QoL Value+ Protector II rates.
- Locked Case (QoL Value+ Protector II): 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 **May 15, 2021 12:00 AM CDT** must be submitted within 15 business days after the case was locked to retain the old QoL Value+ Protector II rates.
- Cases Started, In Process, or Unlocked Cases on or after **May 15, 2021** will receive the new QoL Value+ Protector II rates. Winflex and iGO Full e-Application will recalculate to the new rates.

#### Paper Applications

- New QoL Value+ Protector II rates are effective **May 15, 2021**.
- Applications received on or after **May 15, 2021** will receive the **new rates**.
- Starting **4:00 PM CDT on May 14, 2021** only the **new rates** will be available in Winflex.
- To receive the **old rates** applications must be received on or before **May 14, 2021**.
- Reissue requests **will not** be honored.

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. This ABR pays proceeds that are intended to qualify for favorable tax treatment under section 101(g) of the 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.

For more information about ABR's please visit [QualityofLifeInsurance.com](http://QualityofLifeInsurance.com).

