



# Term Laddering

Life insurance the smart way



## Build-Your-Term

Build YOUR life insurance on YOUR terms. With QoL Flex Term Life Insurance, you choose the exact amount and period of coverage you need. Not only does QoL Flex Term let you customize your loved ones' coverage, it can help you save money on premiums with a technique called 'laddering.'

## What is Laddering?

Laddering means you buy multiple smaller policies that custom tailor your needs rather than one large policy. Please consult a financial professional to determine if the laddering technique is appropriate for your situation.

## How it works

- Step 1:** Identify your needs
- Step 2:** Determine how long you need coverage
- Step 3:** Determine the amount for those needs
- Step 4:** Buy multiple smaller term policies that match your needs exactly instead of a larger policy

By laddering your policies, you purchase the right amount of coverage in the most cost-effective way.

## Banding Discounts

QoL Advantage offers banding discounts as well the ability to waive the policy fee on the associated term policies. Banding is a volume discount and applies to purchasing multiple term policies or a UL policy with associated term policies. The total face amount between all policies is considered in the banding and the higher the total face amount, the lower the per unit of insurance is. There are three bands:

- Band 2: \$250,000-\$499,999
- Band 3: \$500,000-\$999,999
- Band 4: \$1,000,000 and up

## Policy Fee

The annual policy fee for QoL Flex term is \$75. If QoL Flex Term is purchased with an additional QoL product(s), the policy fee for the associated term policy(ies) will be waived.

The following represents the scenario where the policy fee is waived:

- If the insured is the same as the qualifying insured, written at the same time and is billed (ABC) to the same person, then the policy fee is \$0.

**Ask your financial professional, how much you could save by laddering your life insurance policy with QoL Flex Term.**

Policies issued by American General Life Insurance Company (AGL), Houston, TX. Policy #ICC21-19310 Rev0321, ICC21-19311 Rev0321, 19310-10A Rev0321, 19311-10A Rev0321; Rider #s ICC14-14012, 14012, ICC14-14001, 14001, ICC15-15602, 15602, ICC15-15603, 15603, ICC15-15604, 15604, AGLA 04CHIR-CA(0514), AGLA 04CRIR, AGLA04TIR, ICC16-16420, 16420. Issuing company AGL is responsible for financial obligations of insurance products and is a member of American International Group, Inc. (AIG). Guarantees are backed by the claims-paying ability of the issuing insurance company. 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. Please refer to your policy.

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