

Protection IUL improved positioning Effective September 29, 2023

On September 29, 2023 an **average premium reduction of 4%** will be taken across the board on QoL Value+ Protector III with continued emphasis towards performing well in all scenarios (max%: 6% and 5%) and across payment structures (level and short pay). Also **improved guaranteed premium solve to age 90!**

68% of IUL cases through Agile Underwriting are lab-free¹

- Agile Underwriting+: ages 18-59, \$2M or less death benefit.² 78% of IUL applications fall within these age and face limits.
- Maintaining a 50% reduction in APS orders since launch,³ with continued focus to decrease orders further
- If client doesn't qualify, we provide you the reason and schedule labs, without a new app or product change required

Commitment to diversification options⁴

- New S&P 500 High Bonus account performs best at 5% or more conservative rates
- Merrill Lynch Strategic Balance (MLSB) and S&P 500 High Cap accounts will continue to perform best at max rate
- Franklin Quality Dividend Index (FQD) is no longer available
- All index account rates remain unchanged with the addition of the new S&P 500 High Bonus index account

Index Interest Account Type	Cap Rate	Participation Rate	Maximum Illustrated Rate	AVE Policy Yrs.6+	Total Illustrated Rate
MLSB	NA	90%	5.72%	0.65%	6.37%
PIMCO	NA	70%	5.78%	0.50%	6.28%
S&P 500 High Bonus	8.00%	100%	5.24%	0.95%	6.19%
S&P 500 High Cap	10.00%	100%	6.27%	0.10%	6.37%
Declared Interest	NA	NA	4.50%	0.40%	4.90%

1 Through-put rates for all IUL products as of August 1, 2023. Foreign Nationals and Opt-outs are not included.

2 **IUL applications: If total AGL inforce and applied-for coverage (including internal replacement) exceeds \$2M, exam and labs are required.** If total AGL inforce and applied-for coverage is less than \$2M, AU+ is available up to a total inforce and applied-for amount of \$2M.

3 Launch of automated underwriting systems.

4 Diversification does not ensure a profit or protect against market loss.

Resources

- [NEW QoL Value+ Protector III Competitive Advantages](#)
- **NEW** Sales concept: [Live, Die, or Walk Away](#)
- **NEW** required IUL Supplemental Applications – see page 2

Important date

Starting the evening of September 29, 2023, only the new QoL Value+ Protector III product will be available for new sales.

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Transition rules

Paper Application

- Starting at **8:00 PM CST on September 29, 2023**, only the new QoL Value+ Protector III product will be available in WinFlex. The old QoL Value+ Protector III product will be discontinued.
- Application packets received in the Home Office October 2, 2023, through October 29, 2023, will automatically be given the new QoL Value+ Protector III product unless the old QoL Value+ Protector III product is specifically requested
- Applications received in the Home Office October 30, 2023, and later will automatically receive the new QoL Value+ Protector III product and the old QoL Value+ Protector III product will no longer be available
- Inforce reissue requests to the new product will NOT be honored
- New applications submitted to replace existing inforce coverage with the new product will not be honored within 90 days of the existing coverage going inforce

iGO Full e-Application

- Starting at **8:00 PM CST on September 29, 2023**, only the new QoL Value+ Protector III product will be available in WinFlex. The old QoL Value+ Protector III product will be discontinued.
- Application packets received in the Home Office September 30, 2023, through October 29, 2023, will automatically be given the new QoL Value+ Protector III product unless the old QoL Value+ Protector III product is specifically requested
- Applications received in the Home Office October 30, 2023, and later will automatically receive the new QoL Value+ Protector III product and the old QoL Value+ Protector III product will no longer be available
- Inforce reissue requests to the new product will NOT be honored
- New applications submitted to replace existing inforce coverage with the new product will not be honored within 90 days of the existing coverage going inforce

New IUL Supplemental Applications

- New supplemental applications are required for QoL Value+ Protector III new sales
 - ICC19-108093 Rev0923
 - AGLC108093 Rev0923
 - AGLC108093-FL-2019 Rev0923
- QoL Value+ Protector III and QoL Max Accumulator+ III share the same supplemental applications
 - Because there is no fund change for QoL Max Accumulator+ III, both old and new IUL supplemental applications will be accepted up through October 29, 2023. Starting October 30, 2023, QoL Max Accumulator+ III will require the new IUL supplemental applications.

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