

# HMS<sup>®</sup> *plus*

Universal & Term Life Insurance

## Agent Guide

Policy Series 301/302/303/304/310/314/315



- All non-med and Simplified Issue<sup>1</sup>
- Term with 30, 25, 20, & 15-year level premiums
- Universal Life with Cash Back Option
- Death benefits paid in monthly income payments with HMS Plus Payment Protector
- Accidental Death Benefit product with ROP
- Living Benefit Riders included at no additional cost on several products<sup>2</sup>

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<sup>1</sup>Issuance of policy may depend upon answers to medical questions.

<sup>2</sup>Riders not available in all states.

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# HMS Plus Portfolio

Term life insurance policies generally offer the greatest amount of coverage for the lowest initial cost. If you have clients with specific needs and limited money to spend on insurance, a term life policy from Americo Financial Life and Annuity Insurance Company may be a good fit for you.

## Easy to Sell

- › Well-rounded product portfolio - customize based on clients' needs, affordability, and process
- › Cash Back Option and Living Benefits available together
- › Competitively priced products
- › Simple to explain and easy to understand
- › No mortgage required

## Ease of Doing Business

- › Full electronic process - email and tablet signatures
- › Americo's eApplication makes underwriting easy. It does it for you!
- › Instant decision eApplication
- › Policies typically mailed within one business day
- › Competitive commissions to help build your business paid daily
- › Outstanding support and service

Term life insurance policies are typically used to help provide life insurance coverage during the child-raising years, to help pay for short-term debts, to help pay off a mortgage, or to fund a college education should the unexpected happen.

### **HMS Plus 125 CBO & 100 CBO**

Universal life product with the ability to get your premiums returned at the end.

- ▶ Cash Back Option with Living Benefits available together
- ▶ Premiums returned at the end of the Cash Back Option period if the coverage is not used<sup>1</sup>
- ▶ Complete package of optional benefit riders available to customize coverage

### **HMS Plus 125 & 100**

Level term insurance with face amounts low enough to fit many budgets.

- ▶ Available at higher issue ages
- ▶ Optional riders provide for a variety of needs

### **HMS Plus Payment Protector**

Decreasing term coverage where the death benefit can be paid out in a monthly income.

- ▶ Covers the mortgage payment when you don't need the level death benefit
- ▶ Lump sum or monthly income payment option available at death
- ▶ Death benefit more closely follows the loan balance of a traditional home mortgage

### **HMS Plus w/ADB**

A valuable term life insurance product that provides affordable coverage in case of death due to an accident.

- ▶ Least expensive option
- ▶ Potential to qualify with health conditions
- ▶ Supplement to other coverage

### **HMS Plus ADB w/ROP**

An affordable 30-year term product that offers a Return of Premium benefit and a built-in Accidental Death Benefit Rider.

- ▶ If they outlive the coverage, 100% of premiums are returned
- ▶ Great supplement to existing coverage

### **HMS Plus Continuation**

An affordable simplified issue product that offers your clients a permanent policy, but at the cost of a term product.

- ▶ Clients are covered for life - coverage now and in the future
- ▶ Premiums never increase
- ▶ Death Benefit reduces to 10% of the initial death benefit after initial death benefit period ends.

### **HMS Plus Payment Protector Continuation**

Same product features as HMS Plus Payment Protector, with the addition of a death benefit that is equal to 10% of the initial lump sum death benefit if the Monthly Income Death Benefit is not used.

- ▶ Permanent coverage
- ▶ Premiums never increase

<sup>1</sup>If the Enhanced Surrender Value Benefit (Cash Back Option benefit) is in effect at the end of the Enhanced Surrender Value Period, the surrender value of the policy will equal the total amount of premiums paid for the base policy, not including any premiums paid for riders.

# Cash Back Options

## HMS Plus 125 CBO & 100 CBO

HMS Plus 125 CBO and HMS Plus 100 CBO are universal life policies that offer level term insurance with Cash Back Option guarantees.

- ▶ 30-, 25-, 20-, & 15-year Cash Back Option periods
- ▶ Non-medical through \$400,000<sup>1</sup> (saliva test \$250,001 to \$400,000)
- ▶ Face amounts starting at \$25,000<sup>2</sup>
- ▶ Cash back option that guarantees 100% of base premiums are available at the end of the Cash Back Option period.<sup>3</sup>
- ▶ Living Benefit Riders (Critical Illness, Chronic Illness, Terminal Illness) included at no additional cost<sup>2</sup>
- ▶ Complete package of optional benefit riders<sup>2</sup>

## HMS Plus ADB w/ROP

HMS Plus ADB w/ROP is a term life insurance product with a Return of Premium benefit and a built-in Accidental Death Benefit Rider. Designed to be an affordable alternative to traditional term products, it provides a simple \$1,000 'all cause' death benefit.

- ▶ 30-year guaranteed level premium period
- ▶ Accidental Death Benefit Rider
- ▶ Return of Premium
- ▶ \$1,000 'all cause' death benefit
- ▶ Issue ages 20 - 50
- ▶ Accidental Death Benefit Coverage available in \$100,000, \$150,000, or \$200,000
- ▶ No health license required

<sup>1</sup>Issuance of policy may depend upon answers to medical questions.

<sup>2</sup>Not available on HMS Plus w/ADB or HMS Plus ADB w/ROP.

<sup>3</sup>At the end of the Enhanced Surrender Value Period (Cash Back Option Period), the Enhanced Surrender Value (Cash Back Option Value) of the policy will equal the total amount of premiums paid for the base policy, not including any premiums paid for riders.

	HMS Plus 125 CBO	HMS Plus 100 CBO	HMS Plus ADB w/ROP
Type	Flexible Premium Universal Life	Flexible Premium Universal Life	Term
Level & Guaranteed Premium Options	30, 25, 20, and 15 years	30, 25, 20, and 15 years	30 year
Cash Back Option/Return of Premium	Automatically added using the Enhanced Surrender Value Benefit Rider (Series 2201) At the end of the Cash Back Option period, the surrender value of the policy will equal the total amount of the Cash Back Option premiums paid for the base policy, not including any premiums paid for riders.	Automatically added using the Enhanced Surrender Value Benefit Rider (Series 2201) At the end of the Cash Back Option period, the surrender value of the policy equal the total amount of the Cash Back Option premiums paid for the base policy, not including any premiums paid for riders.	At the end of the 30-year level term period, if the benefit is not used, the policy will be expire and 100% of the premiums will be returned.
Accidental Death Benefit Rider (Rider Series 2165/2179)	An Accidental Death Benefit equal to 25% of the base death benefit will be paid if death is a result of an accident.  An additional 25% of the base death benefit will be payable if death is the direct result of an accident while riding as a fare-paying passenger on a common carrier.	Not Available	The Accidental Death Benefit will pay if the insured dies from a bodily injury which is a direct result of an accident (in addition to the \$1,000 Term Insurance Death Benefit).  Accidental Death Benefits: \$100,000; \$150,000 or \$200,000;
Optional Benefit Riders	<ul style="list-style-type: none"> <li>• Additional Insured</li> <li>• Children's Term (up to \$15,000 per child)</li> <li>• Disability Income (also available on Additional Insured Rider)</li> <li>• Income Term Rider (available on 125 CBO only)</li> <li>• Involuntary Unemployment Waiver of Premium</li> <li>• Waiver of Monthly Specified Premium</li> </ul>		None
Issue Ages Age las birthday	Minimum Issue Age: 20 Maximum Issue Ages: 30-Year: 55 Non-nicotine; 50 Nicotine 25-Year: 55 Non-nicotine; 50 Nicotine 20-Year: 60 Non-nicotine; 55 Nicotine 15-Year: 55 Non-nicotine; 50 Nicotine	Minimum Issue Age: 20 Maximum Issue Ages: 30-Year: 55 Non-nicotine; 50 Nicotine 25-Year: 55 Non-nicotine; 50 Nicotine 20-Year: 60 Non-nicotine; 55 Nicotine 15-Year: 60 Non-nicotine; 55 Nicotine	Minimum Issue Age: 20 Maximum Issue Age: 50
Underwriting Classes	Standard Non-nicotine; Standard Nicotine; Initial premiums are Unisex. Non-nicotine rates available if the applicant has not smoked cigarettes, cigars, used nicotine patches, or chewed tobacco or nicotine gum in the last 24 months.		Non-nicotine and Nicotine receive the same rates
Issue Limits	Minimum: \$25,000 Maximum: \$400,000	Minimum: \$25,000 Maximum: \$400,000	\$1,000 ADB: \$100,000, \$150,000, \$200,000
Premium Modes & Modal Factors	Monthly EFT: .095 Annual: 1.00	Monthly EFT: .095 Annual: 1.00	Monthly premiums are equal to the annual premium divided by 12
Policy Fee	\$90, Fully Commissionable	\$90, Fully Commissionable	None

# HMS Plus 125 CBO & 100 CBO

The key benefit of these CBO products is that they return 100% of the base policy's Cash Back Option premiums, less any outstanding loan balance, at the end of the Cash Back Option period if the policy is terminated. In addition, in the two to four years prior to the end of the Cash Back Option period, the Cash Surrender Value is guaranteed to be a percentage of the cumulative premiums paid on the base policy. These percentages are shown below. The surrender request to obtain any Cash Surrender Values must be received within 60 days of the Cash Back Option policy anniversary date. If the policyholder does not surrender at this time, the full Cash Surrender Value may no longer be available.

Cash Back Option Percentages																				
No-Lapse Guarantee	End of Policy Year																			
	0-12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31+
15-Year	0%	20%	60%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
20-Year	0%	0%	0%	0%	0%	0%	25%	50%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
25-Year	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	20%	40%	65%	100%	0%	0%	0%	0%	0%	0%
30-Year	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	20%	30%	50%	70%	100%	0%

## Example:

- ▶ Male, age 30, Non-Nicotine, \$150,000 HMS Plus 125 CBO with a 30-Year Cash Back Option period
- ▶ The annual premium is \$815
- ▶ After 30 years, the cumulative premium paid is \$24,437.

of their 26th policy anniversary, they are guaranteed to receive no less than 20% (see chart above for Cash Back Option Percentages) of the base premiums paid, less any outstanding loans. In this case, they would receive \$4,236. (Based on your client's underwriting class, the Cash Back Option period, and the face amount, the actual Cash Back Option Surrender value may be greater than 20% of the cumulative base premiums.)

End of Year	Cumulative Premiums Paid	Guaranteed Accumulation Value	Cash Back Option Surrender Value
1	\$815	\$58	\$0
5	\$4,073	\$293	\$0
10	\$8,146	\$624	\$0
15	\$12,218	\$1,004	\$0
20	\$16,291	\$1,439	\$0
25	\$20,354	\$1,945	\$0
26	\$21,179	\$2,275	\$4,236
27	\$21,993	\$2,580	\$6,598
28	\$22,808	\$2,859	\$11,404
29	\$23,622	\$3,109	\$16,536
30	\$24,437	\$3,322	\$24,437

- ▶ The Cash Back Option Surrender Value at the end of the 30-year period is \$24,437.
- ▶ If your client terminated coverage at the end of the 30th year, they are guaranteed to get 100% of their base premium returned (less any outstanding loans). This surrender must be requested within 60 days of the 30th anniversary date.
- ▶ Additionally, if your client terminates within 60 days

## Optional Benefit Riders

- ▶ Disability Income
- ▶ Additional Insured
- ▶ Waiver of Monthly Specified Premium
- ▶ Involuntary Unemployment Waiver of Premium
- ▶ Children's Term (up to \$15,000 per child)
- ▶ Income Term Rider

See Optional Benefit Rider section on page 23 for complete details.



# HMS Plus ADB w/ROP

## The Statistics:

Nearly 214,000 Americans die from injury each year - 1 person every 3 minutes.<sup>1</sup>

No one likes to think about it, but the likelihood of someone dying before paying off a 30-year mortgage is:<sup>2</sup>

At age 30:	1 out of 12
At age 35:	1 out of 8
At age 40:	1 out of 6
At age 45:	1 out of 4
At age 50:	1 out of 2

<sup>1</sup>[https://www.cdc.gov/injury/wisqars/overview/key\\_data.html](https://www.cdc.gov/injury/wisqars/overview/key_data.html)

<sup>2</sup>Source: 2017 Commissioners Standard Ordinary Table of Mortality (based on male, age last birthday)

In the first half of life, more Americans die from injuries than any other cause. This makes injury the leading cause of death among persons 1-44.<sup>1</sup>

HMS Plus ADB w/ROP is an alternative to traditional term products that help with 'all causes' of death. With a \$1,000 'all cause' death benefit and a Return of Premium benefit if the policy is not used, it is a great product for clients who may not want to pay for a traditional term product, but want the protection in case of death from an accident.

## How Does it Work?

A 35-year-old man could purchase a \$200,000 HMS Plus ADB w/ ROP for only \$66 a month.

Upon death from an accident, the death benefit payable is \$1,000 PLUS \$200,000.

At the end of the 30-year term period, if the benefit is not used, he would receive all of his premiums back in the amount of \$23,760.

# Decreasing Term

## HMS Plus Payment Protector

Traditional life insurance products provide a lump sum death benefit to beneficiaries. HMS Plus Payment Protector offers a different way to help protect your clients and their assets.

- ▶ \$400,000 Maximum face amount (no saliva)
- ▶ Death benefit paid in monthly income payments
- ▶ Simplified issue - no medical exams
- ▶ 5 term periods available
- ▶ Personalize coverage with optional riders for Accidental Death and Disability
- ▶ Protection for mortgage, taxes, and insurance payments
- ▶ Lump sum payment alternative

## How Does Payment Protector Work?

The Insured purchases a Payment Protector policy and chooses a Monthly Income Death Benefit Period.

If the Insured dies during the Monthly Income Death Benefit Period, the beneficiary has two options:

- ▶ Receive a monthly income payment in the amount established when the policy was issued until the end of the Monthly Income Death Benefit Period (guaranteed to be no less than 24 months). At the end of the Monthly Income Death Benefit Period, monthly income payments stop.
- ▶ Choose a lump sum benefit (amount calculated based on date of death).

## HMS Plus Payment Protector

Type	Decreasing Term
Premium Options	30, 25, 20, 15 years and To Age 70
Cash Back Option	Not Available
Accidental Death Benefit Rider	An Accidental Death Benefit will pay if the insured dies as a result of an accident within 180 days of the injury. A common carrier death benefit will pay if the insured dies as a result of an accident, while riding as a passenger in a common carrier. The amount of the common carrier benefit equals the amount of the accidental death benefit. Death Benefit: \$10,000 or \$25,000. Rider is optional and available for an additional cost.
Death Benefit	<p>Upon death of the Insured, a level monthly benefit will be paid until the end of the Monthly Income Death Benefit Period, but will be no less than 24 months in duration.</p> <p>The beneficiary has the right to elect a lump sum payment instead of monthly benefit payments. Payment amount calculated based on date of birth. Once monthly benefit payments begin, a lump sum benefit is no longer available.</p>
Issue Ages Age last birthday	<p>Minimum Issue Age: 20</p> <p>Maximum Issue Ages:</p> <p>15-Year: 75</p> <p>20-Year: 70</p> <p>25-Year: 65</p> <p>30-Year: 60</p> <p>To Age 70: 50</p>
Optional Benefit Riders	<ul style="list-style-type: none"> <li>• Disability Income (also available on Additional Insured)</li> <li>• Involuntary Unemployment Waiver of Premium</li> <li>• Waiver of Premium</li> </ul>
Underwriting Classes	Standard Non-nicotine; Standard Nicotine; Initial premiums are Unisex. Non-nicotine rates available if the applicant has not smoked cigarettes, cigars, used nicotine patches, or chewed tobacco or nicotine gum in the last 24 months.
Issue Limits	<p>Minimum: \$25,000</p> <p>Maximum: \$400,000</p> <p>Non-medical through \$400,000</p>
Premium Modes & Modal Factors	<p>Monthly EFT: .095</p> <p>Annual: 1.00</p>
Policy Fee	\$90, Fully Commissionable

### Reinstatement:

If the policy terminates under the terms of the grace period provision, we will reinstate the policy if the request is received within three years (five years in some states) from the date of the first unpaid premium and the client provides acceptable evidence of insurability.

### Minimum/Maximum Benefits:

Minimum and maximum monthly incomes are based on age of the Insured and Monthly Income Death Benefit Period.

The minimum monthly income is the amount that would generate an initial lump sum death benefit of \$25,000.

The maximum monthly income is the amount that would generate an initial lump sum death benefit of \$400,000.

Monthly Income Death Benefit Period	Monthly Income Limits	
	Minimum	Maximum
15-Year	\$179	\$2,859
20-Year	\$145	\$2,319
25-Year	\$126	\$2,002
30-Year	\$113	\$1,796
To Age 70	Varies by issue age, see chart on page 11.	

## Optional Benefit Riders

- ▶ Accidental Death
- ▶ Disability Income
- ▶ Waiver of Premium
- ▶ Involuntary Unemployment Waiver of Premium

See Optional Benefit Rider section on page 23 for complete details.

Age	To Age 70 Monthly Income Limits	
	Minimum	Maximum
50	\$145	\$1,412
49	\$141	\$1,423
48	\$136	\$1,434
47	\$133	\$1,446
46	\$129	\$1,458
45	\$126	\$1,472
44	\$123	\$1,485
43	\$120	\$1,500
42	\$117	\$1,515
41	\$115	\$1,532
40	\$113	\$1,549
39	\$111	\$1,567
38	\$109	\$1,587
37	\$107	\$1,607
36	\$105	\$1,629
35	\$104	\$1,653
34	\$102	\$1,678
33	\$101	\$1,704
32	\$100	\$1,733
31	\$98	\$1,763
30	\$97	\$1,796
29	\$96	\$1,831
28	\$95	\$1,869
27	\$94	\$1,910
26	\$93	\$1,954
25	\$93	\$2,002
24	\$92	\$2,054
23	\$91	\$2,112
22	\$90	\$2,174
21	\$89	\$2,243
20	\$89	\$2,319

# Sales Solutions

## **Mortgage, Interest, & Principal Scenario**

A 40-year-old male, with a 30-year, \$100,000 mortgage, is looking for coverage to help protect his family. He'd like to cover his mortgage payments for the next 30 years, at a premium of under \$45 a month.

He first gets a quote for a traditional 125 term policy:

### **125 Term Policy, 30-year, \$100,000 Face Amount**

Monthly premium: \$56.62

The premium is higher than he wants to pay. An alternative, more affordable solution could be Payment Protector.

### **Income Term, 30-year Monthly Income Death Benefit Period**

Monthly premium: \$43.53

Monthly income payments to beneficiary upon death: \$449

The Payment Protector policy is less expensive, and it would provide a monthly income of \$449 to the beneficiary that could help cover monthly mortgage principal and interest payments. The beneficiary also has the option to take a lump sum death benefit upon the Insured's death.

## **Income Replacement Scenario**

Payment Protector is also available with an Income to Age 70 option. It does not matter when the policy is issued or when death occurs, income will be provided upon the Insured's death. Payments will continue until the Insured would have been 70.

For example, a male, age 30, wants to provide monthly income replacement of \$1,000 for his spouse should he die before they reach retirement.

### **Monthly Income Death Benefit Period – To Age 70**

\$79.71 Monthly premium

\$1,000 Monthly income death benefit if death occurs before age 70

\$258,137 Initial Decreasing Lump Sum Death Benefit

The policy will expire at age 70.

With Payment Protector, the need for income replacement until retirement has been met with \$1,000 monthly income payments until the end of the Monthly Income Death Benefit Period.

125 Term (Policy Series 301). All examples shown are hypothetical and intended only for illustrative, educational purposes. Figures used in the hypotheticals are not guaranteed or indications of actual coverage amounts.

# Level Term Insurance

## HMS Plus 125 & 100

Term insurance can help protect your clients' family and their mortgage from the financial hardships that can come with the death, disability, or critical illness of the primary breadwinner. HMS Plus 125 and 100 are affordable simplified issue term products that make it easy for your clients to find peace of mind that their families are protected.

- ▶ Living Benefit Riders (Critical Illness, Chronic Illness, Terminal Illness) included at no additional cost<sup>1</sup>
- ▶ Simplified issue - quick turnaround on clean applications
- ▶ Non-medical through \$400,000<sup>2</sup> (saliva test \$250,001 to \$400,000)
- ▶ Face amounts starting at \$25,000
- ▶ Accept/Reject; issued standard through Table 6
- ▶ No mortgage required
- ▶ No NAIC Illustrations
- ▶ Accidental Death Benefit Rider with Common Carrier Provision automatically included with HMS Plus 125
- ▶ Complete package of optional benefit riders – see chart and page 21 for complete details

<sup>1</sup>Riders not available in all states.

<sup>2</sup>Issuance of policy may depend upon answers to medical questions.

	HMS Plus 125	HMS Plus 100
Type	Term	Term
Premium Options	30-, 25-, 20-, and 15-year guaranteed level premiums; 30-, 25-, 20-, and 15-year level premiums with 5-year guarantees	30-, 25-, 20-, and 15-year guaranteed level premiums 30-, 25-, 20-, and 15-year level premiums with 5-year guarantees
Cash Back Option	Not Available	Not Available
Accidental Death Benefit Rider	An Accidental Death Benefit equal to 25% of the base death benefit will be paid if death occurs as a result of an accident.  An additional 25% of the base death benefit will be payable if death is the direct result of an accident while riding as a fare-paying passenger on a common carrier.	Not Available
Issue Ages Age last birthday	Minimum Issue Age: 20 Maximum Issue Ages: 30 & 5 Year Guarantee: 60 25 & 5 Year Guarantee: 65 20 & 5 Year Guarantee: 70 15 & 5 Year Guarantee: 75	Minimum Issue Age: 20 Maximum Issue Ages: 30 & 5 Year Guarantee: 60 25 & 5 Year Guarantee: 65 20 & 5 Year Guarantee: 70 15 & 5 Year Guarantee: 75
Optional Benefit Riders	<ul style="list-style-type: none"> <li>• Additional Insured</li> <li>• Children's Term (up to \$15,000 per child)</li> <li>• Disability Income (also available on Additional Insured)</li> <li>• Income Term Rider</li> <li>• Involuntary Unemployment Waiver of Premium</li> <li>• Waiver of Premium</li> </ul>	<ul style="list-style-type: none"> <li>• Additional Insured</li> <li>• Children's Term (up to \$15,000 per child)</li> <li>• Disability Income (also available on Additional Insured)</li> <li>• Involuntary Unemployment Waiver of Premium</li> <li>• Waiver of Premium</li> </ul>
Underwriting Classes	Standard Non-nicotine; Standard Nicotine; Initial premiums are Unisex. Non-nicotine rates available if the applicant has not smoked cigarettes, cigars, used nicotine patches, or chewed tobacco or nicotine gum in the last 24 months.	Standard Non-nicotine; Standard Nicotine; Initial premiums are Unisex. Non-nicotine rates available if the applicant has not smoked cigarettes, cigars, used nicotine patches, or chewed tobacco or nicotine gum in the last 24 months.
Issue Limits	Minimum: \$25,000 Maximum: \$400,000	Minimum: \$25,000 Maximum: \$400,000
Premium Modes & Modal Factors	Monthly EFT: .095 Annual: 1.00	Monthly EFT: .095 Annual: 1.00
Policy Fee	\$90, Fully Commissionable	\$90, Fully Commissionable

# Accidental Death

## HMS Plus w/ADB

HMS Plus w/ADB is a term life insurance product with a built-in Accidental Death Benefit Rider. Designed to be an affordable alternative to traditional term products, it provides a simple \$1,000 'all cause' death benefit.

- ▶ Accidental Death Benefit Coverage with Common Carrier benefit, available in \$100,000, \$150,000, \$200,000
- ▶ 30-year guaranteed level premium period for issue ages 20 - 50
- ▶ 20-year guaranteed level premium period for issue ages 51 - 60
- ▶ \$1,000 'all cause' death benefit
- ▶ Potential to qualify with health conditions
- ▶ Maximum issue age: 60

## How Does it Work?

A 45-year-old man could purchase a \$100,000 HMS Plus w/ADB for only \$25 a month.

Upon death from an accident, the death benefit payable is \$1,000 PLUS \$100,000.

Upon death from an accident in a common carrier, the death benefit payable is \$1,000 PLUS \$200,000.



## HMS Plus w/ADB

## Accidental Death Benefit Rider

### Rider Series 2165

This rider is added automatically and at no additional cost to HMS Plus 125, 125 CBO, and HMS Plus w/ ADB. Please see Product Specifications for death benefit amounts. This Rider terminates at the end of the level premium period/no-lapse guarantee period. This benefit provides for the payment of an additional benefit in the event of the Insured's death, as a result of an accidental injury within 180 days of the injury. An additional amount will be paid in the event of the Insured's death, as a result of an accidental injury while riding as a fare-paying passenger on a common carrier.

An accidental injury is defined as an accidental bodily injury sustained by the Insured, which is a direct result of an accident, independent of disease, bodily or mental illness, infirmity, or any other cause.

A common carrier is a public passenger conveyance operated by a duly licensed common carrier for regular passenger service by land, water, or air with a definite schedule of arrivals and departures.

Type	Term
Premium Options	30-Year for issue ages 20 - 50 20-Year for issue ages 51 - 60
Cash Back Option	Not Available
Accidental Death Benefit Rider	The Accidental Death Benefit will pay if the insured dies as a direct result of an accident (in addition to the \$1,000 Term Insurance Death Benefit). A common carrier benefit will pay if the insured dies as a direct result of an accident, while riding as a passenger in a common carrier (in addition to the term insurance death benefit of \$1,000 and the ADB). The amount of the common carrier benefit equals the ADB Coverage.
Death Benefit	\$1,000 'all cause' death benefit if death is not the result of an accident.
Issue Ages Age last birthday	Minimum Issue Age: 20 Maximum Issue Age: 60
Optional Benefit Riders	None available
Underwriting Classes	Rates are the same for Non-Nicotine and Nicotine
Issue Limits	\$1,000 ADB: \$100,000; \$150,000; \$200,000
Premium Modes & Modal Factors	Monthly EFT: .095 Annual: 1.00
Policy Fee	None

### Annual Renewal after Guarantee Period

After the initial level premium period, the premium may increase each year but will never be more than the guaranteed ART rates.

# Permanent Protection

## HMS Plus Continuation

HMS Plus Continuation is an affordable simplified issue product that offers your clients a permanent policy, but at the cost of a term product. Your client selects the initial Level Death Benefit Period (15, 20, 25, or 30). At the end of that period, the death benefit will decrease to an amount equal to 10% of the initial level death benefit, and will remain level for the life of the policy.

- ▶ HMS Plus 125 product with the addition of life insurance continuing at 10% of initial face amount after initial Level Death Benefit ends
- ▶ Premiums are guaranteed to remain level for as long as the policy is in force
- ▶ The policy changes with clients as they age. The need for higher coverage in the younger years, and less in later years
- ▶ Instant decision eApplication available
- ▶ Non-medical through \$400,000 (saliva test \$250,001 to \$400,000)
- ▶ Face amounts starting at \$25,000
- ▶ No mortgage required
- ▶ Living Benefits (Critical Illness, Chronic Illness, Terminal Illness) included at no additional cost for the life of the policy

## HMS Plus Continuation

Type	Decreasing Whole Life
Cash Back Option	Not Available
Death Benefit	<p>Minimum initial death benefit: \$25,000 Maximum initial death benefit: \$400,000</p> <p>The death benefit is level for 15, 20, 25, or 30 years and then is reduced to 10% of the initial face amount.</p>
Accidental Death Benefit Rider	<p>An Accidental Death Benefit equal to 25% of the base death benefit will be paid if death occurs as a result of an accident.</p> <p>An additional 25% of the base death benefit will be payable if death is the direct result of an accident while riding as a fare-paying passenger on a common carrier.</p>
Issue Ages Age last birthday	<p>15 Year Period: 20 - 65 20 Year Period: 20 - 60 25 Year Period: 20 - 55 30 Year Period: 20 - 55</p>
Optional Benefit Riders	<ul style="list-style-type: none"> <li>• Additional Insured</li> <li>• Children's Term (up to \$15,000 per child)</li> <li>• Disability Income (also available on Additional Insured)</li> <li>• Income Term Rider</li> <li>• Involuntary Unemployment Waiver of Premium</li> <li>• Waiver of Premium</li> </ul>
Underwriting Classes	Standard Non-nicotine; Standard Nicotine; Initial premiums are Unisex. Non-nicotine rates available if the applicant has not smoked cigarettes, cigars, used nicotine patches, or chewed tobacco or nicotine gum in the last 24 months.
Issue Limits	<p>Minimum: \$25,000 Maximum: \$400,000</p>
Premium Modes & Modal Factors	<p>Monthly EFT: .095 Annual: 1.00</p>
Policy Fee	\$90, Fully Commissionable

### Benefits & Riders Expiration

- ▶ Living Benefits available for the life of the policy.
- ▶ The Accidental Death Benefit rider expires at the end of the Level Death Benefit Period.
- ▶ Additional Insured Rider – the rider expires at the earlier of the rider expiry age or policy termination.
- ▶ Children's Term Rider – coverage for each Insured Child expires individually at Insured Child's age 25. Rider coverage, in total, expires on the policy anniversary when the Insured is age 65.
- ▶ Disability Income Rider – expires at age 65 of the Insured person.
- ▶ Involuntary Unemployment Waiver of Premium Rider – expires the later of attained age 60 or the end of the rider benefit period.
- ▶ Monthly Income Death Benefit Rider – expires at the end of the Monthly Income Death Benefit Period.
- ▶ Waiver of Premium Rider – If totally disabled, the rider terminates at attained age 60, but not less than 2 years following onset of total disability. In not totally disabled, the rider terminates at attained age 60.

## How Does it Work?

A 35-year-old healthy male with a 30-year, \$100,000 mortgage wants insurance to help protect the mortgage should anything happen to him. He is hesitant to purchase term insurance; if he outlives his coverage, he'd no longer be insured at age 65.

For a few dollars more than a traditional term policy, he could purchase an HMS Plus Continuation policy and be covered for life. He can help cover the mortgage now, and at the end of the initial Level Death Benefit Period, he'll have \$10,000 of life insurance coverage. HMS Plus Continuation provides coverage now and his future needs.

<b>HMS Plus Continuation</b>	<p>\$100,000 Death Benefit for 30 years &amp; \$10,000 Death Benefit from age 65+</p> <p style="font-size: 1.5em; font-weight: bold;">\$42.28</p>
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## HMS Plus Payment Protector Continuation

HMS Plus Payment Protector Continuation is a unique decreasing death benefit product designed to provide a death benefit paid in monthly income payments until the end of the Monthly Income Death Benefit Period. At the end of the period, the death benefit will equal 10% of the initial lump sum death benefit and will remain level for the life of the policy. Premiums are guaranteed to remain level for as long as the policy is in force.

- ▶ HMS Plus Payment Protector with the addition of life insurance continuing at 10% of initial face amount after initial Monthly Income Death Benefit ends
- ▶ Premiums are guaranteed to remain level for as long as the policy is in force
- ▶ Instant decision eApplication available
- ▶ \$400,000 Maximum face amount (no saliva)
- ▶ Death benefit paid in monthly income payments
- ▶ Simplified issue - no medical exams
- ▶ 5 term periods available
- ▶ No mortgage required

## How Does it Work?

A 45-year-old healthy male with a \$100,000 mortgage has a \$449 monthly mortgage payment. In the event of his death, he wants his family to be able to continue making this mortgage payment. He is hesitant to purchase term insurance; if he outlives his coverage, he'd no longer be insured at age 75.

To meet this need, he can purchase a Payment Protector Continuation policy with a 30-year Monthly Income Death Benefit Period and be covered for life.

If he dies during the Monthly Income Death Benefit Period, his beneficiary has two options:

- Receive a monthly income payment of \$449 until the end of the Income Death Benefit Period.
- Choose a lump sum death benefit based on the date of death.

*If he lives beyond the Monthly Income Death Benefit Period, the policy will continue with a death benefit equal to 10% of the Initial Lump Sum Death Benefit.*

For a few dollars more, he could purchase a Payment Protector Continuation policy and be covered for life. He could cover the monthly mortgage now, and at the end of the Monthly Income Death Benefit Period, he'll have \$10,000 of life insurance coverage.

**Payment Protector  
Continuation**

\$449.04 monthly income / lump sum death benefit;  
\$10,000 Death Benefit from age 75+

**\$65.90**

## HMS Plus Payment Protector Continuation

Type	Whole Life Insurance
Premium Options	30, 25, 20, 15 years and To Age 70
Cash Back Option	Not Available
Accidental Death Benefit Rider	<p>An Accidental Death Benefit will pay if the insured dies as a result of an accident within 180 days of the injury. A common carrier death benefit will pay if the insured dies as a result of an accident, while riding as a passenger in a common carrier. The amount of the common carrier benefit equals the amount of the accidental death benefit. Death Benefit: \$10,000 or \$25,000. Rider is optional and available for an additional cost.</p>
Death Benefit	<p>Upon death of the Insured, a level monthly benefit will be paid until the end of the Monthly Income Death Benefit Period, but will be no less than 24 months in duration.</p> <p>The beneficiary has the right to elect a lump sum payment instead of monthly benefit payments. Payment amount calculated based on date of birth. Once monthly benefit payments begin, a lump sum benefit is no longer available.</p> <p>If the Insured dies after the Monthly Income Death Benefit Period has ended, the death benefit will be payable as a lump sum payment equal to 10% of the initial lump sum death benefit.</p>
Issue Ages Age last birthday	<p>15-Year: 20 - 60 20-Year: 20 - 55 25-Year: 20 - 50 30-Year: 20 - 45 To Age 70: 20 - 50</p>
Optional Benefit Riders	<ul style="list-style-type: none"> <li>• Disability Income (also available on Additional Insured)</li> <li>• Involuntary Unemployment Waiver of Premium</li> <li>• Waiver of Premium</li> </ul>
Underwriting Classes	Standard Non-nicotine; Standard Nicotine; Initial premiums are Unisex. Non-nicotine rates available if the applicant has not smoked cigarettes, cigars, used nicotine patches, or chewed tobacco or nicotine gum in the last 24 months.
Issue Limits	<p>Minimum: \$25,000 Maximum: \$400,000 Non-medical through \$400,000</p>
Premium Modes & Modal Factors	<p>Monthly EFT: .095 Annual: 1.00</p>
Policy Fee	\$90, Fully Commissionable

### Minimum/Maximum Benefits:

Minimum and maximum monthly incomes are based on age of the Insured and Monthly Income Death Benefit Period.

The minimum monthly income is the amount that would generate an initial lump sum death benefit of \$25,000.

The maximum monthly income is the amount that would generate an initial lump sum death benefit of \$400,000.

Monthly Income Death Benefit Period	Monthly Income Limits	
	Minimum	Maximum
15-Year	\$179	\$2,859
20-Year	\$145	\$2,319
25-Year	\$126	\$2,002
30-Year	\$113	\$1,796
35-Year	\$104	\$1,653
40-Year	\$97	\$1,549
45-Year	\$93	\$1,472
50-Year	\$89	\$1,412

### Benefits & Riders Expiration

- ▶ Accidental Death Benefit Rider expires at the end of the decreasing benefit period of the base policy.
- ▶ Disability Income Rider expires at age 65 of the insured person.
- ▶ Involuntary Unemployment Waiver of Premium Rider expires the later of attained age 60 or the end of the rider benefit period.
- ▶ Waiver of Premium Rider – If totally disabled, the rider terminates at attained age 60, but not less than 2 years following onset of total disability. In not totally disabled, the rider terminates at attained age 60.

# Living Benefits

If your client is diagnosed with an unexpected illness, lost income and medical expenses can take a toll on a family budget. The HMS Plus Living Benefit Riders can help offer peace of mind at a critical time. These benefits give your clients access to an early (accelerated) payout of the policy death benefits if they are diagnosed with a Critical, Chronic, or Terminal Illness.

The best thing is, these Living benefits are included with an HMS Plus 100, HMS Plus 125, HMS Plus 100 CBO, HMS Plus 125 CBO, or HMS Plus Continuation policy at no additional cost to your client. Having access to this benefit could make an important difference in the quality of life for them and the lives of their loved ones.

## Critical Illness Accelerated Death Benefit Rider

Rider Series 2190/2195

A Critical Illness qualifying event is when a physician certifies that the Insured has had one of the following conditions in the last 12 months:

- ▶ Amyotrophic Lateral Sclerosis (ALS)
- ▶ End Stage Renal Failure (Kidney Failure)
- ▶ Invasive Cancer
- ▶ Major Organ Failure
- ▶ Myocardial Infarction (Heart Attack)
- ▶ Stroke

## Chronic Illness Accelerated Death Benefit Rider

Rider Series 2191/2196

A Chronic Illness qualifying event occurs if, within the last 12 months, a physician has certified that for a continuous 90-day period the Insured:

- ▶ is unable to perform (without substantial assistance from another person) at least two activities of daily living due to loss of functional capacity; or
- ▶ requires substantial supervision to protect himself/herself from threats to health and safety due to severe cognitive impairment.

## Terminal Illness Accelerated Death Benefit Rider

Rider Series 2192/2197

A Terminal Illness qualifying event occurs when a physician certifies that the Insured has a terminal illness. A terminal illness is defined as a medical condition that, with a reasonable degree of medical certainty, will result in the Insured's death within 12 months from the date the physician signs the statement of proof of terminal illness.

## Living Benefit Riders

These riders are added automatically and at no additional cost to HMS Plus 100, 125, 100 CBO, and 125 CBO.

These benefits provide an accelerated death benefit, payable as a lump sum, upon the occurrence of a qualifying event. The request for the Accelerated Death Benefit must be in writing and Americo must receive the request while the policy is in force.

For HMS Plus 100 and 125 policies, the maximum initial Requested Acceleration is 100% of the face amount as of the policy's issue date. Partial accelerations are available for these policies. If a partial acceleration is elected, the Requested Acceleration amount must be a minimum of \$5,000, and the remaining policy face amount must be a minimum of \$20,000. Requested Acceleration amounts will be reduced by an administrative charge and an actuarial discount, based on the insured's life expectancy at the time of the request.

If a Terminal Illness Rider benefit is paid or if a Requested Acceleration equal to 100% of the face amount as of the policy's issue date is paid, then all living benefit riders will terminate immediately. If a partial acceleration is paid via the Critical or Chronic Illness Rider, then all living benefit riders will remain active. The policy face amount will be reduced by the amount of the Requested Acceleration, and the policy's cash values will be reduced proportionately.

For HMS Plus 100 CBO and 125 CBO policies, the Requested Acceleration must be 100% of the policy's face amount; partial accelerations are not available. Requested Acceleration amounts will be reduced by an administrative charge and an actuarial discount, based on the insured's life expectancy at the time of the request.

# Optional Benefit Riders

## Accidental Death Benefit Rider

Rider Series 2179 (Available for HMS Plus Payment Protector Only)

This rider provides for the payment of an accidental death benefit of \$10,000 or \$25,000 in the event of the Insured's death as a result of an accidental injury, if death occurs within 180 days of the injury.

If the Insured's death is a result of an accidental injury while riding as a fare-paying passenger on a common carrier, this rider will pay an additional common carrier death benefit, equal to the amount of the accidental death benefit.

This rider can only be added at time of issue.

### Specifications

**Issue Ages:** Same as base policy

**Termination:** Expires at the end of the decreasing benefit period of the base policy.

An accidental injury is defined as an accidental bodily injury sustained by the Insured, which is a direct result of an accident, independent of disease, bodily or mental illness, infirmity, or any other cause.

A common carrier is defined as a public passenger conveyance operated by a duly licensed common carrier for regular passenger service by land, water, or air with definite schedules of departures and arrivals. See contract for complete details. Subject to state variations.



## Additional Insured Term Insurance Rider

Rider Series 2160 (Not available for HMS Plus Payment Protector)

Provides term life coverage for the spouse of the base Insured. Rates are guaranteed level for the full period or for five years. There is no policy fee associated with this rider. The Additional Insured Rider Supplemental Application (Application Series 5161) must be completed.

### Specifications

**Issue Ages:** Same as base coverage.

### Face Amounts:

Minimum = \$25,000

Maximum = Not to exceed the face amount of the base coverage.

## Children's Term Rider

Rider Series 2162 (Not available for HMS Plus Payment Protector)

This rider provides level term life insurance on any child, stepchild, or legally adopted child of the Insured named in the application, provided the child is 18 years of age or younger on the date of application. After the date of application, the rider will include any child born to the Insured or legally adopted by the Insured, provided the child is 18 years of age or younger at the time of adoption. The Children's Term Rider (Supplemental Application Series 5162) is issued in units of \$1,000 of level term life insurance. The maximum number of units available is 15. Coverage on each child terminates on the child's 25th birthday or the coverage anniversary nearest the base Insured's 65th birthday, whichever comes first. If the base Insured dies while this rider is in force, the level term life insurance on each child becomes fully paid-up term insurance.

Conversion to a new policy is available on the child's 25th birthday or the coverage anniversary nearest the base Insured's 65th birthday, whichever comes first. Conversion to a permanent policy of insurance is permitted for up to five times the amount of coverage in force on the child.

Children's Term Rider		
Annual Rates per \$1,000 Rider Face		
	w/o Waiver of Premium	w/ Waiver of Premium
Base	\$5.75	\$5.95

### Specifications

**Issue Ages:** Child must be 15 days - 18 years, Age Last Birthday.

## Disability Income Rider

Rider Series 2145

The Disability Income (DI) Rider allows the Insured and the Additional Insured (spouse) to receive monthly benefit payments in the event of a total disability. A 90-day waiting period applies, which means disability income benefits begin to accrue after the Insured has been totally disabled for 90 continuous days, and the Insured has met all of the requirements for benefits under this rider. No benefits are payable unless the period of total disability lasts longer than 90 days. Benefit payments begin to accrue on the 91st day. A 120-day waiting period applies for clients with policies issued in Maryland. Benefits are paid monthly, in arrears. See the policy for complete details.

### Specifications

#### Total disability must:

- ▶ begin while coverage is in effect,
- ▶ continue for at least three months,
- ▶ result from injury or disease, and
- ▶ keep the Insured person from performing the material and substantial duties of his or her regular occupation while not engaged in any other occupation for wage or profit, as a result of the injury or disease.

**Issue Ages:** 20-60, age last birthday

**Minimum Benefit:** The minimum benefit is \$100 per month.

**Maximum Benefit:** The maximum benefit is the lesser of \$2,000 per month or 2% of the base face amount. Benefit amounts are limited to a maximum of 60% of the applicant's gross earned monthly income. For Federal, state, county, and city employees, benefit amounts are limited to a maximum of \$1,500 per month.

The DI benefit issued will coordinate with other individual DI insurance in force on the applicant. The maximum benefit issued will be based upon the total DI benefits on the applicant, not exceeding the percentages stated above. Group DI insurance will not be included in determining the amount of coverage currently in force on the applicant.

**Maximum Benefit Period:** Benefits will be paid for a maximum of one to two years, depending on which option is chosen at time of issue. After a period of total disability, if the Insured returns to work for a period of less than six months, any subsequent total disability resulting from the initial cause or a related condition(s) will be considered a part of the initial total disability.

Termination: DI Rider coverage terminates upon:

- ▶ surrender or termination of the base coverage,
- ▶ the coverage anniversary following the Insured's 65th birthday, or
- ▶ the month anniversary following the receipt of written request to terminate the rider.

**Claiming the Benefit:** The Insured must send us satisfactory written notice of total disability. We must receive such notice:

- ▶ while the rider coverage is in effect for the Insured,
- ▶ during the Insured person's life,
- ▶ while the Insured is totally disabled, and
- ▶ within 30 days of becoming totally disabled.

In addition to the notice, proof of total disability must be furnished, and all requirements for claiming the benefit must be met. See contract for details and exceptions.

Note: This rider can be added to Additional Insured Term Insurance Rider for an additional cost.

**Proof of Continued Total Disability:** We may periodically require proof of continued total disability. We may also require that a physician of our choice, at our expense, examine the Insured. Monthly benefits will end if the Insured does not provide satisfactory proof within 30 days of our request, if the Insured is no longer totally disabled, or if the policy is surrendered or terminated. The Insured will agree to notify us as soon as possible after the Insured is no longer totally disabled.

*See Disability Income Rider underwriting guidelines for more information.*

## Income Term Rider

Rider Series 2178 (Not available for HMS Plus Payment Protector)

The Income Term Rider provides a death benefit paid in monthly payments, until the end of the Monthly Income Death Benefit Period. Monthly Income Periods available in 15, 20, 25, 30 years, or To Age 70.

This benefit is paid in addition to the base policy death benefit. The monthly income death benefit period for the rider does not have to be the same length of time as the base policy's level premium period or no-lapse guarantee period.

Only available with HMS Plus 125 and 125 CBO products. See the policy for complete details.

## Specifications

**Minimum Issue Age:** Same as the base policy, age last birthday.

**Maximum Issue Ages:** Age last birthday

15-Year Period:	75
20-Year Period:	70
25-Year Period:	65
30-Year Period:	60
To Age 70:	50

### Premiums:

**125:** Premium rates are per \$100 of monthly income and vary by monthly income death benefit period, rating class, and issue age.

**125 CBO:** COI rates are per \$100 of monthly income and vary by monthly income death benefit period, rating class, and issue age.

**Minimum Monthly Benefit:** \$50

**Maximum Benefit:** The initial lump sum death benefit of the rider plus the face amount of the base policy can be no more than \$400,000.

**Death Benefit:** A level monthly benefit will be paid after the death of the insured. The benefit will be paid monthly until the end of the monthly income death benefit period, but no less than 24 months in duration.

The beneficiary may elect a lump sum payment instead of the monthly death benefit. Generally, the cumulative monthly death benefit payment will be greater than the lump sum payment. Once the beneficiary has started receiving the monthly benefit, they will no longer have the option to change to a lump sum payment.

**Termination:** Rider expires at the end of the monthly income death benefit period.

*See Income Term Rider underwriting guidelines for more information.*

## Waiver of Premium for Disability Rider

Rider Series 2158

## Waiver of Monthly Specified Premium Rider

Rider Series 2158-UL

These riders provide that the total current premium (including premium for riders) will be waived, if the base Insured becomes totally disabled. After 180 consecutive days of disability, the premium will be waived from the date of disability for the duration of the disability. This benefit terminates on the earliest of:

- ▶ the coverage anniversary nearest the Insured's 60th birthday, if the Insured is not disabled at the time,
- ▶ the date the Insured recovers, if disabled on the coverage anniversary nearest the Insured's 60th birthday, or
- ▶ the date the base coverage terminates.

If the coverage includes a Children's Term Rider, the Waiver of Premium for Disability Rider must also be purchased on the Children's Term Rider. There is an additional charge for Waiver of Premium for Disability, if there is an Additional Insured Term Insurance Rider, which is based on the additional Insured's age and face amount. If the Primary Insured becomes disabled, the premium for the entire coverage (including the Additional Insured Term Insurance Rider) is waived. However, if the Additional Insured becomes disabled when the rider coverage is on the Primary Insured, premiums are not waived.

If the Additional Insured wants the Waiver of Premium for Disability benefit to apply to him/herself, apply for separate coverage on the Additional Insured instead of attaching the Additional Insured Term Insurance Rider.

### Specifications

**Issue Ages:** 20 – 55, Age Last Birthday.

**Guaranteed Premiums:** The annual premium per \$1,000 of face amount is based on the Insured's issue age for the benefit.

## Involuntary Unemployment Waiver of Premium Rider

Rider Series 2140

There is no charge for this rider and it will automatically be added when the Waiver of Premium for Disability Rider / Waiver of Monthly Specified Premium Rider is selected (not available in all states). This rider will waive up to six months of the premium for the period of the Insured's continuous unemployment, if the Insured suffers Involuntary Unemployment, up to a maximum of \$500 per month. This benefit may be used only once every five years. The Insured must have worked full-time for at least 90 days after the effective date of the rider and for at least 90 days prior to receiving State or Federal unemployment benefits. In order to waive the premium, the Insured must be receiving State or Federal unemployment benefits for at least four consecutive weeks and not be currently employed on a full-time basis.

### Specifications

**Issue Ages:** 20 – 55, Age Last Birthday.

**Termination:** Age 60

Payments cease when the Insured secures new employment. Proof must be given of continuous unemployment or disability in order to continue to collect the benefit. If the Insured becomes unemployed on more than one occasion, premiums will only be waived once every five years.

### Face Amount

Minimum = \$1,000 (1 unit)

Maximum = \$15,000 (15 units)

*Important Reminder: When signing an eApplication, full signatures are required; initials are not sufficient. As with the traditional paper process, you cannot sign for the client under any circumstance. Signing for a client is fraud, even if it is an electronic signature. Agents found signing for clients will be subject to termination.*

# Submitting an Application

## Maximize your time with the HMS Plus eApplication

To submit your HMS Plus business with the most speed and efficiency, use our eApplication.

- Instant decision on almost all cases
- Quick underwriting decision displayed on screen
- Rx & MIB results returned quickly
- Multi-tiered, dynamic health questions
- Email and Tablet Signatures available
- Policy number provided immediately
- Policy mailed within one business day
- Designed for touch screen devices, available 24/7
- No phone calls, no amendments, no paperwork

### Getting Started

- You can login to Sales Connection either through the Americo.com Agent Portal or SC.Americo.com.
- Use the same login information that you use for the Agent Portal. If you have not created one, you will need to do so prior to using Sales Connection. Follow the onscreen directions.
- Once logged in, you can run an illustration, start a new eApplication or continue one that was previously started.

### Requirements to Complete an eApplication

- Internet connection
- Applicant's Social Security Number
- Applicant's medications, diagnosis, frequency of dosage, if applicable
- Applicant's banking information, if paying via EFT

## Paper Application

- ▶ Print clearly and use black ink.
- ▶ Answer all questions thoroughly.
- ▶ Make sure all required forms for your product and state are complete.
- ▶ Note special requests such as effective date and draft date in the Agent Comments section of the application.
- ▶ Double check for correct signatures, agent number, and dates. Both agent and client signatures must use full legal name, not initials.
- ▶ The Payor section of the application is not necessary unless the Payor is different from the owner or Insured.

## Upload Your Application

Submit your business electronically to Americo's secure site.

- ▶ If your documents are not already saved electronically, scan and save them to your PC. We accept the following file types: .jpg, .gif, .bmp, .tif, .tiff, .doc, .docx, .xls, .xlsx, .pdf
- ▶ Log on to [www.americo.com](http://www.americo.com) and click on the "Document Submission" link in the upper, right corner of the home page.
- ▶ You can also upload outstanding requirements for existing pending business. Please remember to write a policy number on the document.

## Emailing Documents

You can email documents from your computer to Americo. If your documents are not already electronic, scan your disclosures, missing requirements, etc. to your computer. After all documents are scanned, securely email your documents to [submit@americo.com](mailto:submit@americo.com). Emails (including attachments) cannot be over 15 MB in size. If the email is larger than 15 MB it will be returned as 'Undeliverable'.

**Please do not email any content or documents that contain personal information, unless you have a secure transmission and the email is encrypted. Do not email applications.**

## Forms of Payment

- ▶ Please do not send cash or partial premiums.
- ▶ Americo will accept cashier's checks, but NOT money orders.
- ▶ We cannot process premium checks that are postdated, backdated by more than six months, or improperly endorsed. Please make sure the policy number, if known, is noted on any check sent to Americo.
- ▶ Personal checks, written by the agent on behalf of the applicant, will not be accepted.

## Drafting for Premium

Americo will draft for initial premium.

- ▶ If outstanding requirements are not received on a timely basis, or if you request a future effective date, we will draft for the first and second months' premium.
- ▶ If a third month is required, we will call you for approval.
- ▶ Drafting is not available on the 29th, 30th or 31st of any month.
- ▶ If your client requests a specific draft date, please write it in the Agent Comments section of the application.
- ▶ The draft date and the effective date will always be the same.
- ▶ If no specific draft date is requested, the first draft will be submitted the day the application is approved and issued.
- ▶ Some clients may prefer to write a check for the initial premium and then provide the Bank Draft Authorization form (AF55019) for future monthly drafts. If this is the case, please provide a copy of the initial premium check with application, if you fax or upload your documents. This will prevent us from drafting for the initial premium.
- ▶ Americo will draft from a checking or savings account as follows:
  - Checking accounts – include voided check
  - Savings accounts – must include a pre-printed deposit slip (Please note that routing numbers beginning with a 5 are not valid for drafting and will need to be verified with the bank.)
  - Complete Americo's Bank Draft Authorization form (AF55019) for either type of account

**Please remember to explain the drafting process to your clients when taking an application. This will lead to fewer drafts being returned and fewer complications for you and your client.**

# Underwriting

## Important Note Regarding Americo's Underwriting Standards

The following information is a subset of Americo's underwriting guidelines and does not reflect the full underwriting standards of Americo. Because Americo's underwriting guidelines are extensive and cannot be condensed for practical field use, this information provides a list of common factors for agent consideration when screening clients for Americo products. The information provided is to assist you in understanding the guidelines used by Americo when reviewing applications. These are guidelines only. Each case underwritten by Americo is unique and all factors from all sources are taken into consideration before a final underwriting decision is made. Each application is reviewed based on the circumstances and conditions contained therein and may involve additional requirements. The underwriting staff at Americo reserves the right to deviate from these guidelines as may be appropriate for the proper underwriting of any case. This information and the full underwriting guidelines used by Americo are subject to change.

## Insurable Interest

The first step in assessing life insurance risk is establishing insurable interest, which must be determined before the life insurance policy is approved. An insurable interest exists when the Owner (sometimes referred to as the Applicant) is likely to suffer some financial loss or detriment if the Insured dies.

Most often, life insurance contracts are written naming the Insured as the Owner of their own policy. In this situation, the Insured is said to have an unlimited insurable interest in their own life. Other close personal relationships may also have an insurable interest in the life of the Insured and are able to apply for and own life insurance on another individual. Some of these personal relationships include:

- ▶ Spouse
- ▶ Parent (of minor children)
- ▶ Child, Brother, or Sister (in some circumstances)
- ▶ Grandparents (with parent permission)
- ▶ Legal Guardian and Conservator (with accompanying court documentation)

Certain Business and Financial relationships may represent special instances of limited insurable interest as well. The purpose of the insurance may also be accomplished by the way the beneficiary designation is written.

Some examples of these situations are:

- ▶ Creditor (the amount of insurance must not exceed the indebtedness)
- ▶ Key Person (the general rule for the amount of insurance is no more than five times the Proposed Insured's annual income)
- ▶ Principal stockholders
- ▶ Employer to key employee
- ▶ Business partnerships

Ownership in all cases must be prudent and reasonable.

Examples of questionable ownership would be:

- ▶ Application requests owner to be the parent of an adult, married, Proposed Insured without reasonable explanation.
- ▶ Applicant requests owner to be the adult child of an adult Proposed Insured without reasonable explanation.

If proper insurable interest has been established, beneficiary designations on the application are generally acceptable as written. Usually, if the Insured is the Owner of their own policy, they are free to name a beneficiary with few restrictions. Please contact Underwriting if you have questions.

## Plan Eligibility

Eligibility will be determined by a number of factors. Among them are the applicant's prescription and MIB Database

histories, answers to the application questions, and previous Amerigo application information.

## Underwriting Health Changes

Any change in the health of the proposed insured that occurs after the original application date, but before coverage becomes effective, must be reported to Amerigo. Provide detailed information regarding the health change directly to Underwriting through the Agent Contact Center.

## Medical Check-Ups

Whether the medical check-up is for periodic wellness exams or symptomatic in nature, it is important to provide complete details on the application. You should list the reason for the exam, date, and results of the check-up for all proposed insureds. Always provide the name, address, and telephone number of the attending physician or medical facility. If there is a patient identification number such as a Kaiser Permanente number, please include that information on the application as well.

## Military Guidelines

If deployment orders are pending, or have been received (verbal or written), please indicate and supply the location of the next duty site for underwriting consideration. **Please note, agents are not permitted to sell Amerigo products on military bases. In the event of any future military conflict, these guidelines may be discontinued.**

## Foreign Nationals and Foreign Travel

Coverage is not available for foreign nationals visiting, those temporarily residing in the United States, or individuals not residing legally in the United States. Consideration may be given to non-citizens who have established legal, permanent residency in the United States and are applying for citizenship. One of the following documents **must** be submitted with the application. **No exceptions will be made.**

- ▶ Copy of the applicant's Green Card or Permanent Visa (B1 - B2 Visas not acceptable)
- ▶ Copy of U.S. Citizenship and Immigration Services Form I-551

Underwriting reserves the right to use any and all information developed in making a determination of eligibility under these guidelines.

Foreign Residence and Travel – United States citizens making short trips (4 weeks or less) out of the country for business, pleasure, or educational purposes are usually acceptable risks, depending on their destination. Please complete a Foreign National and Foreign Travel Questionnaire for applicants who anticipate future foreign travel and submit it at the time of

application. The Foreign Travel Questionnaire is not required in all states. Please contact your underwriter to determine which states do not require this information and form.

### HMS Plus Underwriting Advantages

- ▶ Underwriting decisions are based on medical questions on the application, an MIB, and prescription drug check. No parameds, no blood, no urine, no APS...no hassle.
- ▶ On face amounts over \$250,000, agent collected saliva is required. This is a simple requirement fulfilled easily at the point of sale.

### Medical Requirements

Amounts	All Issue Ages
\$25,000-250,000	Non-medical
\$250,001-400,000	Agent Collected Saliva*

\*HMS Plus Payment Protector face amounts \$350,001 - \$400,000 saliva required.

#### Non-Medical

It is important to secure an accurate medical history, asking all health questions and providing the answers in the space provided on the application. In every case, please provide the name, address, and telephone number of the applicant's personal physician plus the date, reason, and results of the last check-up.

#### Medical History Questions

Read the instructions for the Medical Questions in Section 7 very carefully.

Questions 1a and b are the Nicotine History questions:

- ▶ These have been written to allow the Proposed Insured to identify their current and past Nicotine use.
- ▶ Any use identified by a check box entry should be quoted Nicotine rates.
- ▶ If the "No nicotine products" check box is checked, Non-Nicotine rates may be quoted.

ALL Questions are 'knock out' health questions. .

The entire question should be read and understood, and then answered carefully.

Questions 4 through 13 and Section 8 are general health questions:

- ▶ If the initial question is answered "No", none of the additional information, or drill down questions, located below require completion.

- ▶ If the initial question is answered "Yes", then all drill downs for that question are required.

The need for specialized medical questionnaires has been eliminated, except in a few instances. The questions on the application are sufficient for underwriting known risk factors. If additional information is obtained from 3rd party sources (as mentioned above) that information will be obtained in the most efficient way possible. If a specialized form is required, you will be given specific direction on the application.

#### Agent Collected Saliva

The saliva specimen is collected by the agent during the sale. The process is simple:

- ▶ You must complete a brief training and obtain your certification. Please go to [www.salivatrainig.com](http://www.salivatrainig.com). The entire process should take only 10 minutes.
- ▶ The specimen is collected by you and sent to the lab in a special postage-paid envelope provided in the saliva kit.
- ▶ To order your saliva kits or ask any questions regarding the process, please contact Clinical Reference Laboratory (CRL) at [ilscskits@crlcorp.com](mailto:ilscskits@crlcorp.com). When ordering saliva kits, include your name, address, phone number, and indicate you are with Americo. Once the order is placed, CRL will send an email confirmation.

#### Mortgage Requirements

Proof of mortgage is never required.



## Underwriting Build Chart

Below are the acceptable ranges of build providing no other impairment is present.

HEIGHT	125; 125 CBO; 100; 100 CBO; PAYMENT PROTECTOR	DI RIDER	HMS Plus ADB w/ROP; HMS PLUS w/ ADB
4'8"	78 - 189	74 - 178	74 - 211
4'9"	80 - 196	77 - 184	77 - 219
4'10"	83 - 203	79 - 191	79 - 227
4'11"	86 - 210	82 - 198	82 - 235
5'0"	89 - 217	85 - 204	85 - 243
5'1"	92 - 224	88 - 211	88 - 251
5'2"	95 - 232	91 - 218	91 - 259
5'3"	98 - 239	94 - 225	94 - 268
5'4"	101 - 247	97 - 233	97 - 276
5'5"	105 - 255	100 - 240	100 - 285
5'6"	108 - 263	103 - 247	103 - 294
5'7"	111 - 271	106 - 255	106 - 303
5'8"	115 - 279	109 - 263	109 - 312
5'9"	118 - 287	112 - 270	112 - 321
5'10"	121 - 296	115 - 278	115 - 331
5'11"	125 - 304	119 - 286	119 - 340
6'0"	129 - 313	122 - 294	122 - 350
6'1"	132 - 322	126 - 303	126 - 360
6'2"	136 - 331	129 - 311	129 - 369
6'3"	140 - 340	133 - 320	133 - 380
6'4"	143 - 349	136 - 328	136 - 390
6'5"	147 - 358	140 - 337	140 - 400
6'6"	151 - 367	143 - 346	143 - 411
6'7"	155 - 377	147 - 355	147 - 421

## HMS Plus ADB w/ROP & HMS Plus w/ADB Underwriting

HMS Plus ADB w/ROP and HMS Plus w/ADB are underwritten on an accept/reject basis, based upon answers to questions on the applications including, but not limited to, occupation, build, and personal history. Medical questions that do not need to be answered are noted on the application.

## Income Term Rider Underwriting

Underwriting for the Income Term Rider utilizes information obtained from the base policy.

### Sex Rating

Male/Female

### Rating Class

Standard Non-nicotine, Standard Nicotine

### Underwriting

Based on the initial lump sum death benefit of the rider plus the face amount of the base policy. Accept/Reject through Table 4.

Amounts	All Issue Ages
\$25,000-250,000	Non-medical
\$250,001-400,000	Agent Collected Saliva

Underwriting decisions are based on medical questions on the application, MIB, and prescription drug check.

# Underwriting - Disability Income Rider

Underwriting for the DI Rider utilizes information obtained from the base policy as well as information obtained on the DI Rider Supplemental Application (Application Series 5163).

### Sex Rating

Unisex

### Underwriting

Accept/Reject through Table 2.

### Benefit Amount

- ▶ The maximum monthly benefit is 2% of the face amount subject to percentage of income limitations.
- ▶ The benefit cannot exceed \$2,000 per month for all policies in force with Americo.
- ▶ Maximum benefit amounts for all inforce individual disability income products are based on a calculation of percentage of salary.
- ▶ 60% of applicant's earned income.
- ▶ **Self-employed individuals** are considered based on their net income (gross income less expenses) from Schedule C of their Federal tax return or their 1099 totals. The Disability Income Rider is not offered to self-employed individuals working from their home.
- ▶ 60% for **eligible government occupations (maximum \$1,500)**.

### Full Time Employment

- ▶ Applicant must be employed **FULL TIME (at least 30 hours per week)** year round. No seasonal, temporary, or part-time occupations will be considered.

### Employment History

- ▶ Stable employment is of primary importance for the qualification.
- ▶ Applicant should be employed in the same occupation for at least **12 months**.
- ▶ If self-employed, applicant must have prior experience in that industry.
- ▶ Details of frequent occupation and employer changes must be provided.
- ▶ Periods of unemployment for the previous five years must be provided. (Reason, duration, and frequency or periods of unemployment.)

### Annual Earned Income

- ▶ Earned income from the applicant's primary occupation is considered when calculating the benefit amount.
- ▶ Unearned or passive income (rents, royalties, interest, dividends, and trusts) is not considered.

### Occupational Classes

Class 4A, 3A, 2A, A, and B are acceptable. The rider is not available to railroad employees or military members. Self-employed individuals are eligible. However, be sure to evaluate the qualifying amount on the net monthly income instead of the gross monthly income. **Refer to the Occupation Guide on pages 41 - 44.**

- ▶ **Detailed description of duties is necessary. Job titles only are not sufficient.**
- ▶ Obtain the percentage of time actually spent performing trade, service, or manual labor duties vs. supervisory or administrative duties.
- ▶ Eligibility will be determined for the most hazardous occupation if the applicant has multiple jobs.
- ▶ If applicant has multiple jobs, benefit amount will be based on primary occupation income.
- ▶ Payouts are based on **own** occupation.

### Employer

- ▶ Full name, address, and phone number of the employer must be provided.
- ▶ Provide details as to the type of industry of the employer if not readily apparent, including identification of governmental agencies.

### Other Disability Insurance In-Force

- ▶ Employer paid group disability coverage and state funded programs are NOT subtracted from the total monthly eligibility for HMS Plus, but individual disability coverage with another carrier is subtracted.
- ▶ In-force individual disability coverage, to include group coverage paid for by the applicant, IS subtracted from the total monthly eligibility for all disability income coverage.

### Previous Disability

- ▶ Previous periods of disability due to health or injury will be a factor in considering eligibility and may disqualify the applicant.
- ▶ If previous periods of disability exist, provide the date, duration, and reason for the disability.

## Exclusions

We will not pay the monthly disability benefit if total disability results from:

- ▶ Attempted suicide
- ▶ Willful and intentionally self-inflicted injury
- ▶ Normal pregnancy or childbirth
- ▶ Any act of war, declared or undeclared, or any act related to war
- ▶ Military service for any country at war
- ▶ Mental or emotional disorders
- ▶ Committing or attempting to commit an assault or a felony
- ▶ Intoxication or being under the influence of any drug unless prescribed by a physician
- ▶ Mountaineering, skydiving, hang gliding, or bungee jumping
- ▶ Participating in any form of aviation other than as a fare-paying passenger in a fully licensed passenger carrying aircraft
- ▶ Pre-existing conditions

# Disability Income Rider Occupation Guide

“YES” means eligible for the Disability Income Rider. “NO” means not eligible. Railroad employees and military members are not eligible. Please contact underwriting for unpublished occupations.

<b>Accountant</b>	YES
<b>Actor/Actress</b>	NO
<b>Actuary</b>	YES
<b>Administrative Assistant</b>	YES
<b>Advertising</b>	YES
<b>Aerobics instructor</b> (owner/operator)	YES
<b>Aide (health care)</b>	NO
<b>Air Hammer Operator</b>	NO
<b>Air Traffic Controller</b>	NO
<b>Aircraft Mechanic</b>	YES
<b>Airport Security</b> (TSA passenger screeners)	YES
<b>Ambulance Driver</b>	YES
<b>Amusement Attendant</b>	NO
<b>Anesthetist</b>	YES
<b>Antenna Erector</b>	NO
<b>Appliance Repair</b>	YES
<b>Appraiser</b>	YES
<b>Arcade Employee</b>	NO
<b>Architect</b>	YES
<b>Armored Car Driver</b>	YES
<b>Artists</b>	NO
<b>Asbestos Worker</b>	NO
<b>Asphalt Worker</b>	NO
<b>Athlete/Coach</b> (professional)	NO
<b>Attorney</b> (private practice or corporate)	YES
<b>Auctioneer</b>	YES
<b>Auditor</b>	YES
<b>Auto body Painter/Repair</b>	NO
<b>Auto Sales</b> (independent/used car dealerships)	NO
<b>Auto Sales</b> (new car dealerships)	YES
<b>Back Hoe/Bulldozer Operator</b>	YES
<b>Baggage Handler</b>	NO
<b>Bail Bondsman</b>	NO
<b>Bailiff</b>	NO
<b>Baker</b>	YES
<b>Bank Employee</b>	YES
<b>Bar Manager</b>	NO
<b>Barber</b>	YES
<b>Bartender</b>	NO
<b>Beautician</b>	YES
<b>Blacksmith</b>	YES
<b>Blaster</b>	NO
<b>Bookkeeper</b>	YES
<b>Border Patrolman</b>	NO

<b>Bouncer/Doorman</b>	NO
<b>Bricklayer</b>	YES
<b>Bridge Foreman or Laborer</b>	NO
<b>Busboy</b>	NO
<b>Bus Driver</b> (public, private, or individually owned)	NO
<b>Business Agent</b>	NO
<b>Business Owner</b> (individual consideration)	YES
<b>Butcher</b>	YES
<b>Cabinet Maker</b>	YES
<b>Cable TV</b> (installer/repairman)	YES
<b>Cable TV</b> (office only)	YES
<b>Cafe Worker</b>	NO
<b>Car Sales</b> (new car dealership)	YES
<b>Car Sales</b> (independent, used dealership)	NO
<b>Cargo Loader/Unloader</b>	NO
<b>Carpenter</b>	YES
<b>Carpet Installer/Cleaner/Stretcher</b>	YES
<b>Cashier</b> (first shift only)	NO
<b>Casino Worker</b>	NO
<b>Catering Owner/Operator</b>	YES
<b>Cement Truck Driver</b>	YES
<b>Certified Medical Assistant</b>	YES
<b>Certified Nursing Assistant</b>	NO
<b>Chauffeur</b>	NO
<b>Check Cashing Establishment</b>	NO
<b>Chef</b>	YES
<b>Childcare</b> (not in residence)	YES
<b>Chiropractor</b>	NO
<b>Claims Adjuster</b>	YES
<b>Cleaning Services</b> (owner operator only, not cleaning)	YES
<b>Clergy</b>	YES
<b>Clerical</b>	YES
<b>Coal Miner</b>	NO
<b>Club Pros</b> (golf/tennis/swimming/fitness)	NO
<b>Commodities Brokers</b>	NO
<b>Composers</b>	NO
<b>Computer Programmer/Operator/Technician</b>	YES
<b>Concrete &amp; Cement Handler/Finisher</b>	NO
<b>Conductor</b> (subway/light rail)	NO
<b>Construction Contractor</b>	YES
<b>Consultant</b> (self employed minimum 1 year with prior same industry experience)	YES
<b>Consultant working out of the home</b>	NO
<b>Convenience Store Employee</b>	NO

<b>Convenience Store Manager</b>	YES
<b>Cook</b> (fine dining only)	YES
<b>Coroner</b>	YES
<b>Corrections Officer</b>	NO
<b>Cosmetics</b> (store employee only)	YES
<b>Counselor</b> (office only)	YES
<b>Countertop</b> (fabricator and installer)(Corian and Laminates)	YES
<b>Countertop</b> (fabricator and installer)(cement, granite, and marble)	NO
<b>Court Reporter</b>	YES
<b>Crane Operator</b>	YES
<b>Custodian</b> (school only)	YES
<b>Dance Instructor</b> (owner/operator)	YES
<b>Dancer</b>	NO
<b>Delivery Driver</b> (UPS/FedEx, etc.)	NO
<b>Daycare</b> (director/administrator/manager) not in residence	YES
<b>Delivery Driver</b> (beverage)	NO
<b>Dentist</b>	YES
<b>Detective</b>	NO
<b>Dietitian</b>	YES
<b>Director</b> (entertainment industry)	NO
<b>District Attorney</b>	NO
<b>Dock Worker</b>	NO
<b>Doctor</b>	YES
<b>Dog Catcher/Humane Shelter Worker</b>	NO
<b>Dog Groomer</b> (not self-employed or working from home)	YES
<b>Domestic Service Worker</b>	NO
<b>Door-to-Door or Party Salespeople</b>	NO
<b>Doorman</b>	NO
<b>Dresser, rendering plant worker</b>	NO
<b>Driller</b>	NO
<b>Dry cleaner</b>	YES
<b>Drywall Installer</b>	YES
<b>Dump Truck Driver</b>	YES
<b>Elected Official</b>	NO
<b>Electrician</b>	YES
<b>Embalmer</b>	YES
<b>EMT/Paramed</b>	YES
<b>Engineer</b>	YES
<b>Entertainers</b>	NO
<b>Estimator</b>	YES
<b>Exterminator and Pest Control</b>	YES
<b>Executive Director for non-profit organizations</b>	YES
<b>Farm/Ranch Hand</b>	NO
<b>Farmer</b>	YES
<b>Fast Food Employee</b>	NO
<b>Fiberglass Worker</b>	NO

<b>Firefighter</b>	NO
<b>Fisherman</b>	NO
<b>Flagman</b>	NO
<b>Flight Attendant</b>	NO
<b>Floor Tile Installer</b>	NO
<b>Floor Trader</b> (stock/bonds)	NO
<b>Flooring Installations</b>	NO
<b>Florist</b>	YES
<b>Foreman</b>	YES
<b>Forest Firefighter</b>	NO
<b>Forest Ranger</b>	NO
<b>Forklift Driver</b>	YES
<b>Foundry Worker</b>	NO
<b>Freight Handler</b>	NO
<b>Furnace Tender</b>	NO
<b>Game Warden</b>	NO
<b>Garbage Collector</b> (including driver)	NO
<b>Gas Station Employee</b> (full service/full time)	YES
<b>Geologist</b>	YES
<b>Glass Installer</b> (not over 2 stories)	YES
<b>Glazier</b>	YES
<b>Golf Course Maintenance</b>	YES
<b>Government Officials</b> (elected or appointed)	NO
<b>Government Employee</b> (60% of income, maximum of \$1,500)	YES
<b>Grocery</b> (manager/cashier)	YES
<b>Groundskeeper</b>	YES
<b>Guard</b> (evenings or armed)	NO
<b>Guard</b> (unarmed daytime security)	YES
<b>Guide</b>	NO
<b>Hazardous Material Hauler or Handler</b>	NO
<b>Health Club</b> (owner/operator)	YES
<b>Health Club, Spa &amp; Reducing Salon Employee</b>	NO
<b>Heavy Equipment Operators</b>	YES
<b>Home Health Care Provider</b>	NO
<b>Home Schooling Teacher</b>	NO
<b>Horse Trainer/Breaker/Riding Instructor</b>	NO
<b>Hospital Administrator</b>	YES
<b>Hotel Desk Clerk</b> (daytime only)	YES
<b>Hotel Manager/Administrator</b>	YES
<b>Hotel Manager - living on premises</b>	NO
<b>Housekeeping</b> (owner/operator)	YES
<b>Housekeeping Staff</b> (janitor)	NO
<b>Hunting &amp; Fishing Guides</b>	NO
<b>HVAC</b>	YES
<b>Hygienist</b> (dental)	YES
<b>Insulation Worker</b>	NO
<b>Insurance Sales</b>	YES

## Disability Income Rider Occupation Guide

<b>Interior Decorator</b> (working from home)	NO
<b>Ironworker</b>	NO
<b>IRS Employee</b> (no field duties)	YES
<b>Jockey, Trainer, Stableman</b>	NO
<b>Journalist</b> (freelance or foreign correspondent)	NO
<b>Journalist</b> (local)	YES
<b>Judge</b>	NO
<b>Junk Dealer</b>	NO
<b>Kitchen Helper</b>	NO
<b>Lab Tech</b>	YES
<b>Laborers</b> (unskilled)	NO
<b>Landscape/Lawn Service</b> - full time year round - no labor or installation	YES
<b>Landscaper</b> (laborer/installer)	NO
<b>Laundry Worker</b>	NO
<b>Lecturer</b>	NO
<b>Limousine Driver</b>	NO
<b>Linemen</b> (overhead)	NO
<b>Locksmith</b>	YES
<b>Logging Hauler</b>	NO
<b>Long Haul Trucker</b>	NO
<b>Longshoremen</b>	NO
<b>Lumber Yard Employee</b> (office only)	YES
<b>Machinist</b>	YES
<b>Mail Service Delivery Driver</b> (UPS, FED EX, DHL, USPS)	NO
<b>Maintenance Men</b> (apartment complexes, etc)	YES
<b>Manicurist</b>	NO
<b>Manual Diggers</b>	NO
<b>Manufacturing - see specific occupation</b>	
<b>Marine Diver</b>	NO
<b>Mason</b>	YES
<b>Massage Parlor Employee</b>	NO
<b>Meatpacking Employee</b>	NO
<b>Mechanic</b>	YES
<b>Medical Assistant</b> (hospital or clinic)	YES
<b>Mental Health Care Employee</b>	NO
<b>Migrant or Seasonal Worker</b>	NO
<b>Military</b>	NO
<b>Model</b>	NO
<b>Mortician</b>	YES
<b>Moving Company</b> (drivers and packers)	NO
<b>Musician</b>	NO
<b>Mutual Fund Sales</b>	YES
<b>Nanny</b>	NO
<b>Nurse - RN, LPN only</b>	YES
<b>Nurse - Private Duty</b>	NO
<b>Nursing Home Employee other than RNs or LPNs</b>	NO

<b>Nutritionist</b>	YES
<b>Occupational Therapist</b>	YES
<b>Offshore Worker</b>	NO
<b>Owner/Operator of business</b> (not working from home)	YES
<b>Optometrist/Optician</b>	YES
<b>Orchard Worker</b>	NO
<b>Orderlies</b>	NO
<b>Overhead Lineman</b>	NO
<b>Painter</b> (not over 2 stories)	YES
<b>Paralegals</b>	YES
<b>Parking Attendant</b>	NO
<b>Pawn Broker</b>	NO
<b>Personal Trainer</b>	NO
<b>Pest Control and Exterminator</b>	YES
<b>Pet Supply Store Employee</b>	YES
<b>Phlebotomist</b>	YES
<b>Photographer</b> (in studio/portrait)	YES
<b>Physical therapist</b>	YES
<b>Physician Assistants</b>	YES
<b>Physicians</b>	YES
<b>Pilot</b>	NO
<b>Pipe fitter</b>	YES
<b>Plasterer</b>	YES
<b>Plumber</b>	YES
<b>Pole Setter</b>	NO
<b>Police Officer</b>	NO
<b>Porter</b>	NO
<b>Postal Employee</b>	YES
<b>Prison Employee</b>	NO
<b>Prison Guard</b>	NO
<b>Private Duty Nurse</b>	NO
<b>Private Investigator</b>	NO
<b>Private School Employee</b>	YES
<b>Probation/Parole Officer</b>	NO
<b>Psychiatrist/Psychologist</b>	YES
<b>Public School Employee</b> (60% of income, maximum of \$1,500)	YES
<b>Railroad Employee</b> (including subway and light rail)	NO
<b>Real Estate</b>	YES
<b>Repair</b>	YES
<b>Restaurant manager</b>	YES
<b>Retail</b> (in store)	YES
<b>Roofer</b>	NO
<b>Roustabout</b>	NO
<b>Route driver</b> (local) (snack/bread/produce)	YES
<b>Sales</b> (no door-to-door or party sales)	YES
<b>Secretary</b>	YES
<b>Security Guard</b> (evenings or armed)	NO

<b>Security System Installer or Responder</b>	NO
<b>Self Employed</b> (refer to introduction to DIR under benefit amount heading)	
<b>Sheet Metal Employee</b>	YES
<b>Siding Installer</b>	YES
<b>Singer</b>	NO
<b>Sky Marshal</b>	NO
<b>Slaughter House</b> (workers around live animals)	NO
<b>Social Worker</b> (office only) (60% of income, maximum of \$1,500)	YES
<b>Social Worker/Welfare Worker/Case Worker</b> any field duties	NO
<b>Sprinkler Installer</b>	YES
<b>Stableman</b>	NO
<b>Stocker</b>	YES
<b>Street Cleaner</b>	NO
<b>Structural Metal/Iron worker of any kind</b>	NO
<b>Student</b>	NO
<b>Stump Remover</b>	NO
<b>Taxi/Cab Driver</b>	NO
<b>Teacher</b> (60% of income, maximum of \$1,500)	YES
<b>Tile Setter</b> (other than floor)	YES
<b>Toll Collector</b>	NO
<b>Tow Truck Driver</b>	NO
<b>Travel Agent</b>	YES
<b>Tree Surgeon/Sprayer/Trimmer</b>	NO
<b>Umpire/Referee</b>	NO
<b>Underground Mine Workers</b>	NO
<b>Unskilled Worker</b>	NO
<b>UPS Driver/Deliveryman</b>	NO
<b>Usher</b>	NO
<b>Valet</b>	NO
<b>Vending Machine Route Men</b>	NO
<b>Vet</b> (small animal/office only)	YES
<b>Waiter/Waitress</b>	YES
<b>Wallpaperer</b>	YES
<b>Warden - fire, fish, game or prison</b>	NO
<b>Warehouseman</b>	YES
<b>Welder</b>	YES
<b>Welfare Worker</b> (office only) (60% of income, maximum of \$1,500)	YES
<b>Welfare Worker</b> (field duties)	NO
<b>Window Washer</b> (cleaners over 2 stories)	NO
<b>X-ray tech</b>	YES
<b>Zoo - office only</b>	YES
<b>Zoo Employee</b> (other than office)	NO

Underwriting reserves the right to make the final determination based on all factors of the risk.







Americo Financial Life and  
Annuity Insurance Company  
300 W. 11th Street  
Kansas City, MO 64105

## About Americo

For over 100 years, Americo Life, Inc.'s family of insurance companies has been committed to providing the life insurance and annuity products you need to protect your mortgage, family, and future.<sup>1</sup> We listen to what you want from an insurance policy or annuity and do our best to provide a proper solution for your individual situation.

Innovative thinking and sound investment decisions have helped us build a strong financial foundation for our business. Today, Americo Financial Life and Annuity Insurance Company is the lead company in one of the largest independent, privately held insurance groups in the United States<sup>2</sup>, with \$6.5 billion in assets for year-end 2018.<sup>3</sup>

<sup>1</sup>Americo Life, Inc. is a holding company and is not responsible for the financial condition or contractual obligations of its affiliate insurance companies.

<sup>2</sup>Admitted Assets, Top Life Writers-2018, "A.M. Best Co., as of September 2018.

<sup>3</sup>Information is as of year end 2018 on a consolidated basis for Americo Financial Life and Annuity Insurance Company and the other life insurance subsidiaries of Americo Life, Inc., unless otherwise indicated. Information is prepared on the basis of generally accepted accounting principles (GAAP).

## Important Information

Americo Financial Life and Annuity Insurance Company is authorized to conduct business in the District of Columbia and all states except NY.

Products are underwritten by Americo Financial Life and Annuity Insurance Company (Americo), Kansas City, MO, and may vary in accordance with state laws. Some products and benefits may not be available in all states. Some riders are optional and available for an additional cost. Certain restrictions and variations apply. Consult policy and riders for all limitations and exclusions. For exact terms and conditions, please refer to the policy.

Neither Americo Financial Life and Annuity Insurance Company nor any agent representing Americo Financial Life and Annuity Insurance Company is authorized to give legal or tax advice. Please consult a qualified professional regarding the information and concepts contained in this material.

Any illustrations of future value used in a sales presentation are provided only for illustrative purposes. Any such illustration must not be regarded as guaranteed or as estimated future performance unless it is based solely on the minimum guaranteed interest rates.

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