



**The  
Comprehensive  
Companies**

A Financial Services Organization

May 14, 2009

Comprehensive  
Benefit  
Planning, Inc.

To: City of Coral Gables

Fr: The Comprehensive Companies,  
Ronald G. Stone, President

Re: Response to RFQ #2009.04.14

Comprehensive  
Financial  
Planning, Inc.

The Comprehensive Companies (TCC) has been privileged to serve the City of Coral Gables as the provider of voluntary benefits to its employees since the inception of this program in 1990. Over that period of years, TCC has conducted 18 annual employee enrollments for voluntary benefits, including four full enrollments of all 850+ employees of the City.

Comprehensive  
Underwriters  
Inc.

The many years of this association has allowed our bilingual staff of seven, located just east of Coral Gables on Coral Way, to come to know City personnel in a close relationship in service to its employees. Those City employees currently own over 600 individual policies through the payroll deduction plans TCC has enrolled and continues to administer, at no cost to the City. Our staff is proud of the ombudsman intervention we have been able to provide, at the time of claims and other service needs, to hundreds of City employees who have purchased voluntary benefits through our firm. We are confident of the satisfaction those employees would report about their dealings with our organization, in service to their families.

Comprehensive  
Insurance  
Brokers, Inc.

*Ronald G. Stone  
President*

As we look forward to the renewal of our service to the employees of Coral Gables, we would propose, as we have done periodically over the past 18 years, the introduction of products from a different insurance company in order to increase the amounts of coverage available to all employees. By introducing policies from a new company, this time from Allstate, those who already own policies from the past enrollments may keep those policies and add new coverage, if needed, without the requirement of medical underwriting, just as if they were newly hired employees who have never purchased before. TCC will continue to make **salaried** enrollment counselors, NOT commissioned agents, available to all employees to counsel them, in private individual meetings, to become knowledgeable about these new offerings and assist them in making decisions in the best interests of themselves and their families. Due to our knowledge of the City's departments and their leadership, this process has worked effectively, and efficiently, over many years, as evidenced by the many employees who maintain our policies, at their own expense, through payroll deduction. TCC will continue to provide, at its expense, the administration of the premium accounting of all existing and newly purchased policies.

We at The Comprehensive Companies thank the City of Coral Gables for allowing us to serve its employees for all these years, and look eagerly forward to a continuation of this mutually beneficially relationship.

2103 Coral Way  
Suite 200

Miami, Florida 33145

Ph.: (305) 858-2260

fx: (305) 858-8124

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**Section 1 – ABOUT THE COMPREHENSIVE COMPANIES**

## **ABOUT THE COMPREHENSIVE COMPANIES**

The Comprehensive Companies (TCC) is a financial services organization founded in Coral Gables, Florida in 1977 by its President /CEO, Ronald G. Stone, specializing in the marketing of Life, Health and Disability insurance products and investment alternatives. TCC is comprised of three divisions, each of which directs its marketing and administrative activities towards a specific and well defined market.

### **EMPLOYEE BENEFITS PLANNING**

Specializing in designing, communicating and installing voluntary payroll deduction insurance programs, IRC Section 125 Flexible Benefit Plans, Qualified Retirement Plans and employer sponsored group insurance plans to employers, both public and private, with 150+ employees. Our plans are enrolled throughout the United States. We represent over 200 insurance and investment products which allow us the opportunity to tailor a plan to fit each client and its employees.

### **EXECUTIVE BENEFITS AND FINANCIAL PLANNING**

Designs and provides funding opportunities for executive benefit non-qualified Deferred Compensation Plans. This unit also works extensively with tax professionals regarding the personal insurance, estate planning and retirement needs of their high income and high net worth clients.

### **STUDENT HEALTH INSURANCE**

Markets a variety of health and accident insurance products to students in colleges and universities. We, together with our affiliate, Insurance for Students, Inc., are one of the largest providers of medical insurance in the United States to foreign students studying in the U.S. from abroad. Each student medical insurance plan is endorsed or sponsored by the institution which the students attend.

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**Section 2 – ABOUT THE PRINCIPAL**

## **ABOUT THE PRINCIPAL**

Ronald G. Stone, President of The Comprehensive Companies, a financial services organization specializing in insurance, employee benefits, and financial planning has resided in Coral Gables and Miami Beach since 1968. He has practiced continuously in insurance and employee benefits since 1974 servicing over 1,000 business and professional clients. He previously served as President of Automated Pension Services, Inc. specializing in pension administration and actuarial services. Mr. Stone, well known nationally in the employee benefits arena, has been a major speaker at many national and regional meetings on the topic of voluntary benefits and has twice been featured on the cover of the national magazine, Benefits Selling.

A School of Business graduate of the University of Miami in 1973, Mr. Stone has remained active with the University. He has served, since 1981, as a member of the Board of Trustees of the University of Miami, and is past Chairman of the Academic Affairs, Athletic Affairs, and Governmental Affairs Committees of the UM Board. Currently, he serves as Chairman of the Employee Benefits Subcommittee of the UM Board. A Past President of the University of Miami National Alumni Association of over 100,000 members, he is the recipient of its Alumnus of the Year award for 1985, and is a donor to the Society of University Grand Founders. In addition to Trustee responsibilities he has served as Chairman of the Visiting Committees for the School of Continuing Studies and the Rosenstiel School of Marine and Atmospheric Sciences.

An active participant and leader in Greater Miami community activities, he is a member of the Orange Bowl Committee, and has served as Chairman of the Code Enforcement Board for the City of Coral Gables, Director of the Coral Gables Chamber of Commerce, Director of the Rotary Club of Coral Gables and recipient of its Outstanding Rotarian of the Year Award. Further, he has served on the Boards of the Comprehensive Cancer Center of the State of Florida, the Doral Eastern Open, and the Mailman Center for Child Development. Currently, Mr. Stone serves as a Director of the Bascom Palmer Eye Institute/Anne Bates Leach Eye Hospital and a member of the Board of Governors of Lagorce Country Club.

Mr. Stone is a Director and Audit Committee Chair of Gibraltar Private Bank and Trust, FSB, headquartered in Coral Gables, and is a former Director of Barnett Bank of South Florida.

Sec 3

**Section 3 - TCC Response to RFQ#2009.04.14  
Administrative Services Questionnaire**

**TCC Response to RFQ#2009.04.14  
Administrative Services Questionnaire**

**1. How long has your company been providing voluntary benefits?**

Since 1976; began providing voluntary benefits to the City of Coral Gables in 1990.

**2. Do you provide your service to other public section employers?**

Yes: City of Coral Gables  
City of Miami Beach  
Miami-Dade County Fire Fighters  
Broward County Schools  
Broward County Clerk of the Courts  
Gainesville Fire Fighters  
Ocala Fire Fighters  
Jacksonville Fire Fighters  
Marion County Fire Fighters

**3. Please describe the security measures in place to ensure that confidential information collected is secure?**

IT Security measures – applications for the various insurance products are obtained by secured laptop computers populated by entering employee census data into proprietary secure software provided by the insurance companies. This data is encoded and uploaded nightly directly to the insurance companies. When a laptop is not actively in use by an enrollment counselor interviewing an employee, the laptop is password protected and locked. At the conclusion of the enrollment the laptop hard drives are wiped clean of all employee data.

**4. Are rates/costs quoted guaranteed for a specific length of time? If so, please indicate.**

Universal Life - rates are expected to remain the same for the life of the policy, but may vary up or down due to changing interest rates and mortality tables.

Critical Life, Disability and Accident policies – rates may only be increased on an entire class basis.

**5. What rate guarantee do you provide after the initial period?**

Universal Life - rates are expected to remain the same for the life of the policy, but may vary up or down due to changing interest rates and mortality tables.

Critical Life, Disability and Accident policies – rates may only be increased on an entire class basis.



**6. Will you agree to negotiate changes in proposed benefits and/or premiums if the City should desire to do so?**

Yes

**7. Can the contract be cancelled midyear, by either the insurer or the insured, for any reason other than non-payment? If yes, please provide how much notice is required and if a penalty is charged.**

If allowed by the City of Coral Gables, insurance coverage/policies can be cancelled at any time by the policy owners, except when premiums are being paid with pre-tax dollars as allowed under Sec.125 of the IRC. In the case of pre-tax premiums, the ability of employee premium payers to modify their election is governed by IRC rules and regulations as interpreted by the Plan Administrator.

**8. Is a 90-day notice of termination by the City acceptable?**

Yes

**9. Are there minimum enrollment requirements for the plans being offered?**

No

**10. Do you agree to insure all presently employed full-time employees whether at work, disabled, or otherwise?**

Employee must be actively at work at time of application and, therefore, not currently disabled.

**11. Please provide samples of the literature you will present to employees as part of the initial enrollment.**

Literature samples in Section "TCC Proposal".

**12. Do you have the capabilities to provide enrollment materials in Spanish?**

Yes

**13. How many staff members will be assigned to assist the City of Coral Gables in Enrollment and Orientation meetings? Do they speak Spanish? Have public sector experience?**

The Comprehensive Companies, which has provided these services annually, and without interruption, since 1990, has a staff of 7 at our offices at 2103 Coral Way. All seven staff members speak both Spanish and English and five of the seven are fluent in both languages. Our full staff has always been, and will continue to be, available to assist the enrollment and ongoing customer service needs of the employees of the

City of Coral Gables. Additionally, we have an enrollment staff of six bilingual counselors who will be deployed, as necessary, to accomplish the initial full enrollment and all subsequent annual enrollments.

**14. Will employees be able to access enrollment materials via the internet?**

If the City wishes, all enrollment materials can be made available via the internet on the City website, the TCC website, the insurance company website or all of these.

**15. Where do employees with questions call? Is it a toll-free number?**

Our bilingual staff at The Comprehensive Companies, which can be reached by phone at **305.858.2260**, is available to City of Coral Gables employees during business hours Monday through Friday. Additionally, will provide toll-free access to all insurance companies for use of Coral Gables employees.

**16. Please provide contact information for the company's regional office that would oversee our account. Preference will be given to proposers with local support staff and offices.**

The Comprehensive Companies, which has provided these services annually, and without interruption, since 1990, has a staff of 7 at our offices at 2103 Coral Way. All seven staff members speak both Spanish and English and five of the seven are fluent in both languages. Our full staff has always been, and will continue to be, available to assist the enrollment and ongoing customer service needs of the employees of the City of Coral Gables.

**17. Describe how the enrollment will be organized and managed. Describe the resources necessary to accomplish the purpose of the benefits enrollment, including but not limited to local insurer support staff.**

The Comprehensive Companies has conducted 18 voluntary benefits enrollments for the City of Coral Gables: 4 full enrollments of all eligible employees, and 14 annual new hire enrollments. Due to our long relationship with the City's employee benefits staff, all City departments and department heads, and eligible employees throughout the City who currently own, and pay premium on, over 600 active policies enrolled and administered by our local offices, we possess unique credentials to continue serving the employees of the City of Coral Gables.

TCC will assign a case manager to conduct the enrollment and train the enrollment counselors on the particular products to be offered. TCC will also assign an administrative manager. The administrative manager will continue to be Mary Frances Ellis, who has managed this account, together with City of Coral Gables staff, for over 10 years.

Once the timetable has been established by discussions between City of Coral Gables and The Comprehensive Companies, the enrollment case

manager will contact the various department heads to arrange access to their employees to conduct the individual counseling meetings and conduct advance group information meetings when allowed and desired.

Exhibits #1 through #4 show our process and procedure.

**18. Proposer shall submit as part of their Proposal a preliminary implementation plan. The plan should consist of sequential listing of all steps necessary to provide the requested services and who is responsible.**

See Exhibit 2 – TCC Enrollment Procedure

**19. Does your program allow for on-line enrollment, changes and cancellations? Initial and future enrollees.**

Requests for changes and cancellations will be possible through the websites of TCC and the insurance companies for both initial and future enrollees.

**Exhibit 1 – TCC ENROLLMENT SCHEDULE**

<b>DATE</b>	<b>ACTIVITY</b>
	Supervisors' meetings
	Set individual enrollment sessions with supervisors
	Group meetings
	Individual enrollments
	Follow-up enrollments
	Clean up enrollments / group and individual

## Exhibit 2 - TCC ENROLLMENT PROCEDURE

### City of Coral Gables

DATE	Procedure
	1. Employer letter of commitment
	2. Employer meeting to discuss and decide initial insurance products
	3. TCC to solicit final quotes from insurance companies
	4. Employer meeting to decide final insurance products
	5. Set Enrollment date to begin & case calendar
	6. Set budget and open expense File
	7. Human Resources/Personnel/Employer Meeting
	8. Payroll Department meeting
	9. Employee census received
	10. Enrollment Schedule set
	11. Payroll stuffers and posters received
	12. Group meeting presentation complete
	13. Announcement Letter to employees from Employer
	14. Payroll Stuffers to employees
	15. Posters to supervisors
	16. Order supplies from insurance companies
	17. Order TCC office supplies
	18. Received insurance company supplies
	19. Set up database for case
	20. Determine enrollment counselors
	20. Enroller Kits prepared
	22. Training meeting for enrollers
	23. Insurance companies employer applications & requirements completed and submitted
	24. Plan documents signed and submitted
	25. Administrative company requirements signed and submitted.
	26. Conduct Enrollment
	27. Run payroll database with premiums for each employee
	28. Deliver payroll run to Payroll Department
	29. Collect and submit initial premiums
	30. Marketing Director at employer's first 2 days after first deduction
	31. Amendments and changes complete
	32. Policies with congratulatory letter mailed to employees
	33. Thank you reception with key employer staff

**"SPECIMEN ANNOUNCEMENT TO DEPARTMENT HEADS"**

To: Department Heads

From: Human Resources, Employee Benefits

Date: 5/15/2009

Subject: **ANNOUNCING:** Open Enrollment for Voluntary  
Benefits Beginning July 15, 2009

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We have arranged, through our voluntary benefits enrollment providers, The Comprehensive Companies, to make a **NEW** set of voluntary benefits available to all eligible full-time employees. These insurance products, offered by Allstate, will allow eligible employees and their families to supplement their insurance coverage for LIFE, DISABILITY, ACCIDENT AND CRITICAL ILLNESS.

Beginning Monday, July 15, 2009, the enrollment process will begin which will **REQUIRE** an individual enrollment interview, conducted by a representative from The Comprehensive Companies, for **each eligible employee**. During each interview, each employee will, in writing, decide to participate, or waive participation, in the programs.

Even if employees have waived participation in our voluntary benefits programs in the past, they **NOW** have a **NEW OPPORTUNITY** to participate.

Soon, a representative of The Comprehensive Companies will contact you to schedule the required individual interviews for your employees.

If you have any questions, please call me at

**"SPECIMEN ANNOUNCEMENT MEMO"**

**TO:** To All Employees of the City of Coral Gables  
**FROM:**  
**DATE:**

**ANNOUNCING ENROLLMENT PERIOD  
FOR VOLUNTARY BENEFITS:**

**UNIVERSAL LIFE, CRITICAL ILLNESS,  
SHORT & LONG TERM DISABILITY  
&  
ACCIDENT INSURANCE**

In addition to our current core benefit offerings, a program of voluntary insurance benefits through payroll deduction is available to all employees in benefit status.

All employees will be granted an individual interview with an enrollment counselor from The Comprehensive Companies, which organizes and conducts the enrollment process. You may purchase certain coverages for yourself and for your spouse and children without the requirement of a medical exam or medical underwriting.

The offering will include:

**Critical Illness**

- Up to \$50,000 cash benefit upon first diagnosis of Cancer, Heart Attack, Stroke, Paralysis, Blindness, and other covered conditions.
- Certain coverage amounts are available for our spouse.
- Portability – policies for both you and your spouse can go with you if you leave the group.

**UNIVERSAL LIFE:**

- Individual cash value life insurance for you, your spouse and children.
- Portability — Your coverage will not be altered just because you leave the group.

**Short Term Disability Insurance**

Benefits up to 60% of salary (max 3,000/mo) for 6 months, choose your own waiting period.

**Long Term Disability Insurance**

- Benefits @ 60% of salary up to \$ 5,000 per month benefit payable to age 65.

**Accident insurance**

- Pays certain cash benefits directly to insured employee resulting from an accident.

Details of the program will be explained to ALL eligible employees in individual meetings that will begin July 15, 2009 and will be scheduled through your supervisor. Employees who decide to decline participation in the program, at this time, will need only to sign a waiver during their individual enrollment meetings.

We hope you find these benefits to be valuable to you and your family.



# CORAL GABLES, FL

City of Coral Gables, 2800 SW 72<sup>nd</sup> Avenue, Miami, FL 33155

FINANCE DEPARTMENT / PROCUREMENT DIVISION

Tel: 305-460-5121, Fax: 305-460-5116

## Request for Quote (RFQ) No 2009.04.14

### RFQ RESPONSE FORMS

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**SUBMITTED TO:**

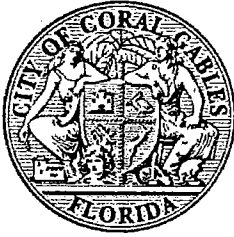
City of Coral Gables  
Office of the Chief Procurement Officer  
2800 SW 72 Avenue  
Miami, Florida 33155

1. Acknowledgement is hereby made of the following Addenda, if any (identified by number) received since issuance of the Request for Quote:

Addendum No.	<u>1</u>	Date	<u>5/4/09</u>	Initials	<u>[Signature]</u>
Addendum No.	<u>2</u>	Date	<u>5/6/09</u>	Initials	<u>[Signature]</u>
Addendum No.	<u>3</u>	Date	<u>5/14/09</u>	Initials	<u>[Signature]</u>
Addendum No.	<u>4</u>	Date	<u>5/14/09</u>	Initials	<u>[Signature]</u>
No addendum was received	_____	Date	_____	Initials	_____

2. Bidders name: The Comprehensive Companies  
 Address: 2103 Coral Way, Su. 200  
 City/State/Zip: Coral Gables, FL 33145  
 Telephone No./Fax No.: 305-859-2260, X-102  
 Print and Sign Ronald G. Stone, Pres. Title: President  
[Signature]





**REQUEST FOR QUOTE**

**RFQ # 2009.04.14**

**Administrative Services / Cafeteria Plans**

**ADDENDUM No. 1**

**Issued Date: May 4, 2009**

**These questions are not verbatim but are summarized for clarity and conciseness for response purposes. You are to refer to the (Q)uestions from prospective proposers and the City's (A)nswers to those questions.**

This addendum has been issue to provide data requested to better understand the services provided by the City to it's employees. Attached are the following files;

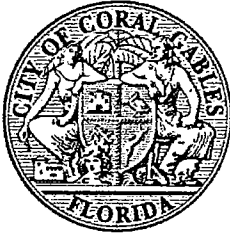
1. CCG vol insur products.doc
2. Children's Whole life Insurance (unum).pdf
3. Employee Census 4.09 (3).pdf
4. Interest-Sensitive whoel life Insurance (unum).pdf
5. Lump sum cancer genworth,GE).pdf
6. Short Term Disability (unum Provident).pdf

Please contact our office should you require further assistance.

**All other terms and conditions of this Request For Quote shall remain in full force and effect.**

**Sincerely,**

**Chief Procurement Officer**



**REQUEST FOR QUOTE**

**RFQ # 2009.04.14**

**Administrative Services / Cafeteria Plans**

**ADDENDUM No. 2**

**Issued Date: May 6, 2009**

**These questions are not verbatim but are summarized for clarity and conciseness for response purposes. You are to refer to the (Q)uestions from prospective proposers and the City's (A)nswers to those questions.**

Q1. How many employees are currently eligible for this benefit?

**A1. 845 Employees are eligible.**

Q2. Does the City currently have a plan in place, and if so, how many participants?

**A2. We currently offer: Disability, Life Insurance, Critical Life and a Cancer policy. The census attached shows participation according to each plan.**

Q3. Does the City currently utilize a debit card capability for this benefit? If not, are you interested in utilizing this option?

**A3. Not currently. However, if we offered a plan which would warrant the use of debit cards, it would be considered.**

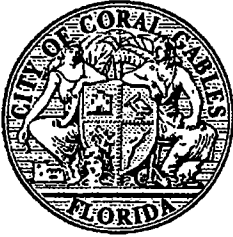
Q4. If currently utilizing this benefit, what, if anything, would you change about the current administration of the plan?

**A4. In reference to the accounting process; our current plans do not provide benefits which would reimburse employees. The City would merely wish to have the selected company accept the money collected through payroll deductions, and apply it towards the policies offered. In other words, the City would merely be responsible for collecting premiums and submitting them to the chosen company.**

**Addendum shall be acknowledged in Section 6.0 for the proposal response form. All other terms and conditions of this RFP shall remain in full force and effect.**

Sincerely,

**Chief Procurement Officer**



**REQUEST FOR QUOTE**

**RFQ # 2009.04.14**

**Administrative Services / Cafeteria Plans**

**ADDENDUM No. 4**

**Issued Date: May 14, 2009**

**Please note correction(s) to verbiage in Addendum No. 2 and Addendum No. 3 as follows:**

**Addendum No. 2 – Please disregard, the statement does not apply.**

**Addendum shall be acknowledged in Section 6.0 for the proposal response form. All other terms and conditions of this RFP shall remain in full force and effect.**

**Addendum No. 3 – Please disregard, the statement does not apply.**

**All other terms and conditions of this RFP shall remain in full force and effect.**

**The correct verbiage that is to apply to Addendum Nos. 1 and 2:**

**All other terms and conditions of this RFQ (Request for Quote) shall remain in full force and effect.**

**Please acknowledge all addendums on the attached form and include with your response.**

**Sincerely,**

**Chief Procurement Officer**

Sec. 4

**Section 4 – TCC PROPOSAL**

Proposed Approach to Voluntary Benefits Offering  
to  
Eligible City of Coral Gables Employees - 2009  
BY  
THE COMPREHENSIVE COMPANIES

**ISSUE:** Does the City benefit by engaging a voluntary benefits provider which is independent from any single insurance company?

YES. No single insurance company has the most competitive products with the most favorable underwriting to satisfy every need. The Comprehensive Companies (TCC) is an independent agency specializing in designing and enrolling voluntary benefits programs for mid and large size employers. TCC, and its founder, Ronald G. Stone, are well known to all insurance companies which specialize in distributing their products to employees at their workplace. Our highly visible presence in this marketplace for over 25 years allows TCC to create competition, as to underwriting conditions and price, for the products to be offered to your employees.

**ISSUE:** Will Allstate be the only company TCC will use for 2009 voluntary benefits products to be offered at Coral Gables?

NO. Although TCC believes the Allstate products being introduced herein, and their underwriting conditions, to be very favorable, TCC, if reengaged by Coral Gables, will test the Allstate offering against other major companies which have expressed to TCC an interest in the Coral Gables employees. One such company is ING which has suggested a strong interest in offering life and disability products, including long term disability (LTD) which might be coordinated with a short term disability (STD) offering from either Allstate or ING. This kind

of coordinated competition is how TCC achieves the best combination of product design, underwriting conditions, and price for the employees of TCC clients, such as the City of Coral Gables.

**ISSUE:** How many products should be offered at once?

Fewer is better than more. If the intention of the City is to expand its benefits offerings by allowing its employees, through a counseling oriented enrollment process, to thoughtfully consider their possible need for additional insurance coverage, and to do so with careful consideration of their own budgets, our 25+ years of experience tells us to introduce three or fewer products during any single enrollment. This allows the employees to give focused thought, make careful decisions and **not overbuy**. In so doing, they can, over time, absorb the premium cost into their budgets, rather than making too many purchases at once, experiencing “sticker shock” when the deductions begin, and dropping them all.

In future years, additional products can be offered which demonstrates that the City is continually seeking to expand its employee benefits.

**ISSUE:** Should employees be allowed to maintain payroll deductions through the City for their existing policies purchased during previous voluntary benefits enrollments?

Since there are over 600 existing policies, many of which are 10+ years old and purchased at much younger ages, we recommend that employees be allowed to continue these policies and be allowed to add to their coverage levels, if needed, during the next enrollment. By offering new coverage through different insurance companies, employees will be able to meet their increased needs without the requirement of medical exams, while still benefiting from policies purchased at younger ages. Both new and old policies will pay their full amount of coverage.



# Allstate®

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Workplace Division

## Voluntary Workplace Benefits

This product overview has been prepared for:

*The City of Coral Gables*

Product overview presented by:

*The Comprehensive Companies*

Date:

*Wednesday, May 13, 2009*

The information contained within this product overview is intended to provide information relating to Allstate Workplace Division Voluntary Workplace products. Information is not state specific and state variations may exist.

Allstate Workplace Division is the marketing name used by American Heritage Life Insurance Company (Home Office, Jacksonville, FL), a wholly owned subsidiary of The Allstate Corporation. ©2009 Allstate Insurance Company. The Workplace Marketer®.

See 5

# Allstate Workplace Division

## Overview of Allstate Workplace Division

- Underwriting company - American Heritage Life Insurance Company
- Based in Jacksonville, Florida
- Founded in 1956
- Acquired by Allstate on November 1, 1999
- Licensed in 49 states, the District of Columbia, Puerto Rico and the U.S. Virgin Islands
- Products available in New York using Allstate Life Insurance Company of New York as the underwriting company
- One of the preeminent companies dedicated to the workplace marketing business
- Over 20,000 existing workplace accounts

## Our high marks:

- One of the initial companies admitted into the Insurance Marketplace Standards Association (IMSA)
- Rated A+ (Superior) by A. M. Best (2007)<sup>1</sup>
- Rated AA (Very Strong) by Standard & Poor's Corporation (2007)<sup>2</sup>

<sup>1</sup> A.M. Best (2007), an independent rating service that reviews the financial status of thousands of insurers. Ratings reflect Best's opinion of the relative financial strengths and operating performance of an insurance company in comparison to the norms of the life/health insurance industry.

<sup>2</sup> Standard & Poor's Corporation (2007), an independent rating service that evaluates financial stability. Ratings reflect Standard & Poor's opinion in respect to the organizations ability to pay under its insurance policies and contracts, in accordance with their terms.

## The Power of the "Good Hands®"

You can expand your employee benefits program by offering voluntary benefits through one of the most trusted names in insurance. You'll enjoy the smarter ways we work for you.

- Based in Northbrook, Illinois
- Founded in 1931
- One of America's most recognized brand names - "You're In Good Hands With Allstate®"
- Over \$150,000,000,000 (\$150 billion) in assets
- The nation's largest publicly held personal lines insurer, listed on the NYSE in 1993
- Serving over 17 million households
- Insuring one of every nine cars in the U.S.
- Number one insurer of cars and homes for Hispanic-Americans

## About Allstate – Diversity

As a company with a diverse population of employees, agents and customers, Allstate embraces diversity in everything we do. Allstate has been recognized over the years for our accomplishments in this arena. The following highlights some of the accolades that we've received.

- **Top 50 Companies for Diversity** – *DiversityInc* magazine, Five-time award winner (2002 – 2006)
- **100 Best Companies for Working Mothers** – *Working Mother* magazine, 16-year award winner (1990, 1992 – 2006)
- **One of the 'Best Places to Work for Latino's'** – *Hispanic* magazine, Award winner for the tenth consecutive year (1996 – 2005)
- **Top 100 Best Places to Work in IT** – *Computerworld* magazine, Award winner for the ninth consecutive year (1997 – 2005)



## About Allstate

Expand your workplace business through one of the most trusted names in insurance. You'll enjoy the smarter ways we work.

### Here's how we stack-up to the competition

#### Fortune 500 rankings for the year 2007\*:

Allstate	64 <sup>th</sup>
AFLAC	165 <sup>th</sup>
Unum Group	251 <sup>st</sup>

Allstate reported net income of \$4.6 billion for the year 2007, which is greater than

Colonial\*\*  
AFLAC \*\*  
Reliastar\*\*

\* Rankings taken from the Fortune 500 website at [www.fortune.com](http://www.fortune.com)

\*\*Information gathered from Annual Reports, located on companies' websites, detailing Net Income

## Comprehensive, Competitive Product Portfolio

With our individual voluntary and group voluntary workplace products you have access to one of the most comprehensive, competitive portfolios of supplemental workplace products in the industry. We have been in the business of providing voluntary benefits to employers for over 50 years.

### Individual Voluntary Workplace Products

Voluntary insurance benefits might be right for your employees if:

- You're concerned with the rising cost of quality benefits
- You'd like a chance to provide benefits that help with hiring and retaining good employees
- You'd like to be competitive with other employers who provide more than just salary
- Your employees have been requesting enhanced or post-retirement benefits, like life insurance that goes beyond group term policies

### Individual Voluntary Workplace Products

Universal Life Insurance –	20 and 21
Term Life Insurance –	Horizon 20 Year Term (20RCT)
Disability Insurance –	Heritage Paycheck Protector (DI5W)
Cancer Insurance –	Heritage Series (CP10) and Heritage Provider Series (CBP1P)
Accident Insurance –	On & Off-the-job (AP2) and Off-the-job only (AP3)
Hospital Indemnity Insurance –	Supplemental Health Options Policy (SHOP)
Heart/Stroke Insurance –	HeartCare Plus (HSP2)
Critical Illness Insurance –	Critical Illness (CILP1)

### Group Voluntary Workplace Products

Universal Life Insurance -	Universal Life
Term Life Insurance –	Term
Disability Insurance –	Short-Term and Long-Term
Cancer Insurance –	Cancer/ Specified Disease
Critical Illness Insurance –	Critical Illness
Dental Insurance –	Heritage Choice Dental Plan
Accident Insurance –	Accident
Hospital Indemnity Insurance –	Supplemental Health Options Policy (SHOP)
Limited Benefit Medical Insurance –	AHL minimedical®



**Allstate**

Workplace Division

# ***Accident Insurance***

## ***~ AP2 - SCGI ~***



*\* All insurance products referred to in this presentation are subject to exclusions, limitations, reductions of benefits at certain ages, state variability in benefits, and may not be available for sale in all states. Your agent can provide you complete details about these products.*

# ***Accident Insurance – AP2 – SCGI***

## ***- On and Off the Job Coverage -***

Provides protection for your employees and their families against expenses associated with accidental injury. Although one does not plan their next accident, your employees can plan protection against the high costs often associated with accidental injury and death.

### **Accident Insurance might be right for employees who:**

- a few weeks off work would make it hard to keep up with bills
- couldn't afford the extra costs that come with an injury
- have regular debts—like credit cards, a car payment, mortgage or other loans
- have savings earmarked for other goals
- have dependents and are younger than 34—accidents are the most frequent cause of death for this age group<sup>1</sup>
- have families they would like to keep financially secure

### **Features**

- On & Off the job coverage
- All benefits paid to insured unless assigned
- All benefits paid in addition to other coverage
- Guaranteed Renewable to age 70 subject to change in premiums by class
- Accidental Death and Dismemberment benefits
- Accident disability income for primary insured
- Regular and Air Ambulance benefit
- Medical fees benefit
- Coverage for dislocations and fractures as stated in policy
- Hospital confinement benefit

### **Riders Available**

- ~ Sickness Disability Income Rider (APDIRC)
- ~ Sickness Hospital Confinement Rider (APHCR1)
- ~ Outpatient Physician's Treatment Rider (APOPTR1)
- ~ Accident Enhancement Rider (AP2BER)
- ~ Accident Extended Benefits Rider (AP2EXT)

## **Accident Insurance AP2 – SCGI - Riders Available**

### **Sickness Disability Income Rider (APDIRC)**

- Provides benefits if the insured is totally disabled as a result of sickness.
- Total disability resulting from pregnancy or childbirth is covered the same as any covered sickness if this rider has been in effect for the 10 consecutive months preceding the commencement of such total disability.
- Total disability resulting from complications of pregnancy or childbirth are treated the same as any other sickness.

After a 7-day elimination period (which is not retroactive) we pay \$600 per month, per unit of coverage when, not as a result of injury, the insured is totally disabled solely as a result of sickness, subject to a maximum of 6 months. For periods less than a full month and for which benefits are payable, 1/30th of the monthly disability income amount is paid for each day in such period.

### **Sickness Hospital Confinement Rider (APHCR1)**

When a covered person is confined as an inpatient in a hospital, we pay \$100 per day, per unit of coverage for hospital confinement due exclusively to sickness (not resulting from injury). Maximum number of days payable is 90 days for each period of continuous hospital confinement.

### **Outpatient Physician's Treatment Rider (APOPTR1)**

Pays \$50 per unit of coverage when a covered person is treated by a physician outside of a hospital. This benefit is limited to 2 visits per calendar year, per person; and a maximum of 4 visits per calendar year if the policy is in force as family coverage.

### **Accident Enhancement Rider (AP2BER)**

This rider includes all of the following benefits which will be added to the base policy: Accident Follow-Up Treatment Benefit; Physical Therapy Benefit; Laceration Benefit; Tendon, Ligament, Rotator Cuff, or Knee Cartilage Surgery Benefit; Ruptured Disc Surgery Benefit; Appliance Benefit; Non-Local Transportation Benefit; Family Member Lodging Benefit; Brain Injury Diagnosis Benefit; Eye Surgery Benefit; Burns Benefit; Skin Graft Benefit; Initial Hospitalization Benefit; Blood and Plasma Benefit; Hospital Intensive Care Unit Confinement Benefit; Open Abdominal or Thoracic Surgery Benefit; Prosthesis Benefit; Paralysis Benefit; Coma with Respiratory Assistance Benefit

### **Accident Extended Benefits Rider (AP2EXT)**

Extended Disability Benefit – If the insured is totally disabled as a result of an injury, we will pay \$600/month per unit for up to 6 months and only after the Disability Benefit in the policy is exhausted. For any period of disability less than one full month, 1/30 of the monthly amount is paid for each day of total disability.

Extended Hospitalization Benefit – If a covered person is confined in a hospital, as a result of an injury, within 90 days from the date of the injury, we pay \$100/day per unit for the period of confinement up to 275 days for any injury, and only after the Hospital Confinement Benefit in the policy is exhausted. This benefit is payable only if the covered person is hospitalized for more than 90 consecutive days.

## Allstate Workplace Division

### Payroll Deducted Accident Insurance AP2 CGI Monthly Premiums

		1 Unit	1 Unit	1 Unit	1 Unit	
		Sickness	Sickness	Outpatient	Accident	
	1 Unit AP2	Disability	Hospital	Physician	Enhancement	
	Benefit Level	(APDIRSFL)	(APHCR1)	(APOPTR1)	(AP2BERFL)	TOTAL
<b>Individual</b>	\$ 21.56	\$ 24.80	\$ 4.60	\$ 8.00	\$ 4.56	\$ 63.52
<b>Family</b>	\$ 37.36	\$ 24.80	\$ 10.60	\$ 16.60	\$ 10.98	\$ 100.34

1 Unit Sickness Disability Income Rider (APDIRSFL)  
 1 unit Sickness Hospital Confinement Rider (APHCR1)  
 1 unit Outpatient Physician's Treatment Rider (APOPTR1)  
 1 unit Accident Enhancement Rider (AP2BERFL)

		2 Units	2 Units	2 Units	2 Units	
		Sickness	Sickness	Outpatient	Accident	
	2 Units AP2	Disability	Hospital	Physician	Enhancement	
	Benefit Level	(APDIRSFL)	(APHCR1)	(APOPTR1)	(AP2BERFL)	TOTAL
<b>Individual</b>	\$ 41.03	\$ 49.60	\$ 9.20	\$ 16.00	\$ 9.12	\$ 124.95
<b>Family</b>	\$ 72.63	\$ 49.60	\$ 21.20	\$ 33.20	\$ 21.96	\$ 198.59

2 Units Sickness Disability Income Rider (APDIRSFL)  
 2 units Sickness Hospital Confinement Rider (APHCR1)  
 2 units Outpatient Physician's Treatment Rider (APOPTR1)  
 2 units Accident Enhancement Rider (AP2BERFL)

		3 Units	3 Units	3 Units	3 Units	
		Sickness	Sickness	Outpatient	Accident	
	3 Units AP2	Disability	Hospital	Physician	Enhancement	
	Benefit Level	(APDIRSFL)	(APHCR1)	(APOPTR1)	(AP2BERFL)	TOTAL
<b>Individual</b>	\$ 60.49	\$ 74.40	\$ 13.80	\$ 24.00	\$ 13.68	\$ 186.37
<b>Family</b>	\$ 107.89	\$ 74.40	\$ 31.80	\$ 49.80	\$ 32.94	\$ 296.83

3 Units Sickness Disability Income Rider (APDIRSFL)  
 3 units Sickness Hospital Confinement Rider (APHCR1)  
 3 units Outpatient Physician's Treatment Rider (APOPTR1)  
 3 units Accident Enhancement Rider (AP2BERFL)

## **Allstate Workplace Division**

### **Payroll Deducted Accident Insurance AP2 CGI Monthly Premiums**

		1 Unit	1 Unit	1 Unit	1 Unit	
		Sickness	Sickness	Outpatient	Accident	
	1 Unit AP2	Disability	Hospital	Physician	Enhancement	
	Benefit Level	(APDIRSFL)	(APHCR1)	(APOPTR1)	(AP2BERFL)	TOTAL
<b>Individual</b>	\$ 21.56	\$ 24.80	\$ 4.60	\$ 8.00	\$ 4.56	\$ 63.52
<b>Family</b>	\$ 37.36	\$ 24.80	\$ 10.60	\$ 16.60	\$ 10.98	\$ 100.34

1 Unit Sickness Disability Income Rider (APDIRSFL)  
 1 unit Sickness Hospital Confinement Rider (APHCR1)  
 1 unit Outpatient Physician's Treatment Rider (APOPTR1)  
 1 unit Accident Enhancement Rider (AP2BERFL)

Policy AP2 pays the following benefits for covered on and off the job accidental injuries which result within 90 days (180 days for loss of life or dismemberment) of the covered accident. Covered losses must be diagnosed by a physician. Any loss not stated is not covered.

**Accidental Death & Dismemberment**

Maximum amount is paid for death. Amount paid for dismemberment depends on dismemberment, as shown in policy schedule.

Up to \$40,000 maximum amount for primary insured

If accident occurs on a common carrier, policy pays 3 times the amount otherwise payable.

**Hospital Confinement**

\$200 per day

Maximum of 90 days per injury. Hospital must be located in the United States or its territories.

**Disability**

\$720 per month, payable on the primary insured only, beginning the first day if totally disabled for 3 full days. Payable for only one disability at a time. Maximum benefit period 12 months.

**Dislocation or Fracture**

*Amount paid depends on dislocation or fracture, as shown in policy schedule. Only dislocations and fractures listed in policy schedule are covered.*

Up to \$4,000 maximum amount for primary insured

**Ambulance**

*(needed as a result of accidental injury)*

\$200 Regular Ambulance

\$400 Air Ambulance

**Medical Expenses**

Medical fees up to \$300 for insured, spouse or each child, if covered. Includes physician fees, X-rays, emergency services, and repair to natural teeth if diagnosed by a dentist to have resulted from the accident. Treatment must be received in the United States or its territories and must be received within 60 days of the injury.

**Sickness Disability Income Rider**

After the 7 day elimination period (which is not retroactive), we pay \$720 per month when, not as a result of injury, the insured is totally disabled solely as a result of sickness, subject to a maximum of 6 months. For any period of total disability which is less than one full month, and for which the benefit is payable, 1/30th of the monthly disability income amount is paid for each day in such period.

Total disability resulting from pregnancy or childbirth is covered the same as any other covered sickness if this rider has been in effect for the 10 consecutive months preceding the commencement of such total disability. Total disability resulting from complications of pregnancy or childbirth are treated the same as any other sickness.

If the insured has a pre-existing condition, we will not pay benefits for such condition during the 1 year period beginning on the rider date, unless the condition: is disclosed without material misrepresentation in answer to questions in the application for this rider; and is not excluded by name or specific description. A pre-existing condition is a condition which manifested itself within 1 year prior to the effective date of coverage; or for which medical advice or treatment was recommended by or received from a physician in the 1 year period prior to the effective date of coverage. A pre-existing condition does not include routine breast cancer follow-up care.

This rider does not pay disability benefits for sickness caused by or resulting from:

1. any act of war, whether or not declared, participation in a riot, insurrection or rebellion; or
2. attempted suicide, while sane or insane; or
3. being under the influence of alcohol, narcotics or any other controlled substance or drug unless administered upon the advice of a physician; or
4. alcoholism, drug addiction or dependence upon any controlled substance; or
5. mental illness without demonstrable organic disease; or
6. voluntary inhalation of gas or fumes.

**Renewability**

The rider is guaranteed renewable until age 70, subject to changes in premium by class.



### **Sickness Hospital Confinement Rider**

When a covered person is confined as an inpatient in a hospital, we pay \$100 per day for hospital confinement due exclusively to sickness (not resulting from injury). Maximum number of days payable is 90 days for each such period of continuous hospital confinement.

If the insured has a pre-existing condition, we will not pay benefits for such condition during the 2 year period beginning on the rider date, unless the condition: is disclosed without material misrepresentation in answer to questions in the application for this rider; and is not excluded by name or specific description.

A pre-existing condition is a condition which manifested itself within 2 years prior to the effective date of coverage; or for which medical advice or treatment was recommended by or received from a physician in the 2 year period prior to the effective date of coverage.

The rider does not pay hospital confinement benefits for sickness caused by or resulting from:

1. any act of war, whether or not declared, participation in a riot, insurrection or rebellion; or
2. attempted suicide, while sane or insane; or
3. being under the influence of alcohol, narcotics or any other controlled substance or drug unless administered upon the advice of a physician; or
4. alcoholism, drug addiction or dependence upon any controlled substance; or
5. voluntary inhalation of gas or fumes; or
6. mental illness without demonstrable organic disease; or
7. dental or plastic surgery for cosmetic purposes, unless the surgery is required to correct a disorder of normal body functions; or
8. a newborn child's routine nursing or routine well baby care; or
9. childbirth unless this rider has been in effect for the 10 consecutive months preceding the hospital confinement (complications of pregnancy or childbirth are covered to the same extent as a sickness).

### **Outpatient Physician's Treatment Rider**

Pays \$50 when a covered person is treated by a physician outside of a hospital. This benefit is limited to 2 visits per calendar year, per person; and a maximum of 4 visits per calendar year if the policy is in force as family coverage.

### **Exclusions and Limitations**

The rider does not pay benefits for conditions caused by or resulting from:

1. any act of war, whether or not declared, participation in a riot, insurrection or rebellion; or
2. attempted suicide, while sane or insane; or
3. being under the influence of alcohol, narcotics or any other controlled substance or drug unless administered upon the advice of a physician; or
4. alcoholism, drug addiction or dependence upon any controlled substance; or
5. voluntary inhalation of gas or fumes; or
6. mental illness without demonstrable organic disease; or
7. dental or plastic surgery for cosmetic purposes, unless the surgery is required to treat an injury or correct a disorder of normal body functions.

### **On And Off The Job Accident Enhancement Rider**

**Accident Follow-Up Treatment Benefit.** If a covered person sustains injuries in a covered accident and later a physician advises follow-up treatment, we pay the amount shown for each day, provided a benefit is paid under the Medical Expenses Benefit in the policy. \$50/day

We pay for one follow-up treatment per day for up to a maximum of 2 treatments per covered accident per covered person. Treatments must be administered by a physician in a physician's office or in a hospital on an outpatient basis. Treatment must begin within 90 days of the covered accident; and take place no longer than 6 months after the covered accident. This benefit is not payable for the same visit for which the Physical Therapy Benefit is paid.

**Physical Therapy Benefit.** If a covered person sustains injuries in a covered accident and later a physician advises the covered person to seek treatment from a physical therapist, we pay the amount shown for each day provided a benefit is paid under the Medical Expenses Benefit in the policy. \$30/day

We pay for one physical therapy treatment per day for up to a maximum of 6 treatments per covered accident per covered person. Physical therapy must begin within 90 days of the covered accident and take place no longer than 6 months after the covered accident. This benefit is not payable for the same visit for which the Accident Follow-Up Treatment Benefit is paid.

**Lacerations Benefit.** We pay the amount shown if a covered person receives one or more lacerations (cuts) as the result of a covered accident. The laceration(s) must be treated by a physician within 3 days after the covered accident. This benefit is payable only once per covered person per calendar year. \$50/year

**Tendon, Ligament, Rotator Cuff, or Knee Cartilage Surgery Benefit.** We pay the amount shown if a covered person receives an injured tendon, ligament, rotator cuff, or knee cartilage as a result of a covered accident. The injured site must be torn, ruptured, or severed and must be surgically repaired by a physician within 180 days of the covered accident. \$500

If exploratory surgery using arthroscopy is done and no surgical repair is done, we will pay the amount shown. \$150

This benefit is not paid if the Ruptured Disc Benefit is paid for a covered accident.

**Ruptured Disc Surgery Benefit.** We pay the amount shown if a covered person receives a ruptured disc in his or her spine as a result of a covered accident. The ruptured disc must be diagnosed and surgically repaired by a physician within 180 days of the covered accident. \$500

This benefit is not paid if the Tendon, Ligament, Rotator Cuff, or Knee Cartilage Benefit is paid for a covered accident.

**Appliance Benefit.** We pay the amount shown if a covered person is injured as a result of a covered accident and a physician prescribes the use of one of the following medical appliances as an aid in personal locomotion or mobility: wheelchair; or crutches; or walker. The use of a medical appliance must begin within 90 days after a covered accident. This benefit is payable only once per covered person per covered accident. \$125

**Non-local Transportation Benefit.** We pay the amount shown per trip, up to 3 trips, for non-local treatment at a hospital or other specialized freestanding treatment center nearest to the covered person's home provided treatment is prescribed by a physician and the same or similar treatment cannot be obtained locally. "Non-local" means a one-way trip of 100 miles or more from the covered person's home to the nearest treatment facility. We do not pay for visits to a physician's office or clinic or for services other than actual treatment. Transportation by ground or air ambulance is not covered under this benefit. \$300/trip

<p><b>Family Member Lodging Benefit.</b> We pay the amount shown per day up to 30 days for the lodging of one adult family member of the covered person's family to be with the covered person when a covered person is confined in a non-local hospital or other specialized freestanding treatment center for treatment. This benefit is only payable if the Non-local Transportation Benefit is paid. This benefit will not be paid if the family member lives within 100 miles one-way of the treatment facility.</p>	<p>\$100/day</p>
<p><b>Brain Injury Diagnosis Benefit.</b> We pay the amount shown upon the first diagnosis of one of the following traumatic brain injuries by a covered person as a result of a covered accident: concussion; cerebral laceration; cerebral contusion; or intracranial hemorrhage. The covered person must be first treated by a physician within 3 days of the covered accident. Diagnosis of the covered traumatic brain injury by computed tomography (CT) scan, magnetic resonance imaging (MRI), electroencephalogram (EEG), positron emission, tomography (PET) scan, or X-ray must occur within 30 days of the injury. This benefit is payable only once per covered person.</p>	<p>\$150</p>
<p><b>Eye Surgery Benefit.</b> We pay the amount shown for surgery or removal of a foreign object from the eye. The procedure must be performed by a physician in order to treat a covered injury within 90 days of the covered accident. An examination with or without anesthesia is not considered surgery. This benefit is payable only once per covered person per covered accident.</p>	<p>\$100</p>
<p><b>Burns Benefit.</b> We pay the amount shown if a covered person receives one or more 2nd or 3rd degree burns, other than sun burns, as a result of a covered accident which are treated by a physician within 3 days after a covered accident. We pay the applicable amount only once per covered person per covered accident.</p>	<p>\$100 if burn covers less than 15% of body surface</p> <p>\$500 if burn covers 15% or more of body surface</p>
<p><b>Skin Graft Benefit.</b> We pay the amount shown if a covered person receives a skin graft for a burn for which a benefit is paid under the Burns Benefit. The skin graft must be performed by a physician to treat a covered injury within 90 days of the covered accident. This benefit is payable only once per covered person per covered accident.</p>	<p>50% of burn benefit</p>
<p><b>Initial Hospitalization Benefit.</b> We pay the amount shown on the first confinement to a hospital during a calendar year as a result of a covered accident, provided a benefit is paid under the Hospital Confinement Benefit in the policy. The covered person must be confined to a hospital within 3 days after the covered accident. This benefit is payable only once per covered person per hospital confinement and only once per calendar year.</p>	<p>\$1,000</p>
<p><b>Blood and Plasma Benefit.</b> We pay the amount shown if a covered person requires blood or plasma as a result of a covered accident. The blood transfusion must be received within 3 days of the covered accident. This benefit is payable only once per covered person per covered accident.</p>	<p>\$300</p>
<p><b>Hospital Intensive Care Unit Confinement Benefit.</b> We pay the amount shown each day for up to 60 days if a covered person is confined in a hospital intensive care unit as a result of a covered accident. The covered person must be confined to a hospital intensive care unit within 3 days after the covered accident. If confinement is for only a portion of a day, then a pro-rata share of the daily benefit is paid.</p>	<p>\$400/day</p>

<b>Open Abdominal or Thoracic Surgery Benefit.</b> We pay the amount shown if a covered person undergoes open abdominal or thoracic surgery to repair internal injuries received as a result of a covered accident. The surgery must be performed within 3 days of the covered accident.	\$1,000
If exploratory surgery is done and no surgical repair is done then we will pay the amount shown.	\$100
<b>Prosthesis Benefit.</b> We pay the amount shown for a prosthetic hand, foot or eye prescribed by a physician to replace a hand, foot or eye a covered person loses as a direct result of a covered accident. This benefit is paid only if a benefit is paid for the loss of a hand, foot or eye under the Accidental Dismemberment benefit in the policy. The prosthetic devices must be received within 180 days of a covered accident. This benefit is payable only once per covered person per covered accident.	\$500 1 device  \$1,000 2 or more devices
<b>Paralysis Benefit.</b> We pay the amount shown if a covered person receives a spinal cord injury resulting in the complete and permanent loss of use of two or more limbs as a result of a covered accident. Paralysis must be confirmed by the attending physician within 3 days of the covered accident and have a duration of at least 90 consecutive days. This benefit is payable only once per covered person.	\$7,500 – paraplegia  \$15,000 – quadriplegia
<b>Coma with Respiratory Assistance Benefit.</b> We pay the amount shown if a covered person is in a coma as defined which lasts 7 or more consecutive days as a result of a covered accident. This benefit is payable only once per covered person.	\$10,000
<b>Extended Hospitalization Benefit.</b> If a covered person is confined in a hospital, as a result of an injury, within 90 days from the date of the injury, we pay the amount shown for the period of confinement up to 275 days for any one injury, and only after the Hospital Confinement Benefit in the policy is exhausted. This benefit is payable only if the covered person is hospitalized for more than 90 consecutive days.	\$100/day

**Pre-Existing Condition Limitation, Exclusions And Other Limitations**

The Limitations and Exclusions section of the policy applies to the rider. If the insured has a pre-existing condition as defined, we will not pay benefits for such condition during the 1 year period beginning on the effective date of coverage for that person, unless the condition was disclosed without material misrepresentation in answer to questions in the application for this rider; and is not excluded by name or specific description. A pre-existing condition is a condition which manifested itself within 1 year prior to the effective date of coverage of that person; or for which medical advice or treatment was recommended by or received from a physician in the 1 year period prior to the effective date of coverage. A pre-existing condition does not include routine breast cancer follow-up care.

**Renewability**

The rider is guaranteed renewable until age 70, subject to changes in premium by class.

**Rider Termination**

The rider(s) terminate and are no longer in force on the earliest of the end of the grace period for the payment of the premium for the policy or the rider(s); or the date the policy terminates; or the next renewal date after the insured's request to terminate the rider(s).

# ***Critical Illness Insurance***

## ***~ Critical Illness ~***



*\* All insurance products referred to in this presentation are subject to exclusions, limitations, reductions of benefits at certain ages, state variability in benefits, and may not be available for sale in all states. Your agent can provide you complete details about these products.*

# **Critical Illness Insurance**

It's probably crossed the minds of your employees that someone in their family may need treatment for a critical illness some day. You may want to consider the following:

- Cardiovascular disease continues to be the major cause of death in the U.S., and claimed over 870,000 American lives in 2004.<sup>1</sup>
- Over 150,000 people died from stroke in 2004. When considered separately from other cardiovascular diseases, stroke ranks as the third leading cause of death, behind diseases of the heart and cancer.<sup>1</sup>
- Stroke is a leading cause of serious, long-term disability in the United States.<sup>1</sup>
- One in 10 persons over 65 and nearly half of those over 85 has Alzheimer's disease. Rare, inherited forms of the disease can strike individuals as early as their 30's and 40's.<sup>2</sup>

With critical illness insurance your employees have the ability to customize their coverage according to the needs of their family.

## **Features**

- The premium payments can be conveniently payroll deducted
- Your employees can choose from: Individual, Single Parent Family, or Family Coverage
- They will have peace of mind knowing that their family will be taken care of in their time of critical need
- There is no survival period required. The benefits are payable upon initial diagnosis
- The benefits do not reduce based on attained age
- Benefits paid directly to the employee

## **Riders Available**

- ~ Critical Illness Cancer Rider (CICR1)
- ~ Wellness Benefit Rider (WBR3)

**Critical Illness Insurance - Monthly Premium Rate Insert**  
**Plan B: Critical Illness Policy (CILP1) with Critical Illness Cancer Rider (CICR1) and**  
**4 Units of Wellness Benefit Rider (WBR3) Included**

**BY BASIC BENEFIT AMOUNT**

<b>NON-TOBACCO RATES</b>			
<b>Issue Ages</b>		<b>\$20,000</b>	<b>\$30,000</b>
Individual	18-29	\$ 9.12	\$ 12.19
	30-39	\$ 15.76	\$ 22.16
	40-49	\$ 26.95	\$ 38.95
	50-59	\$ 45.35	\$ 66.55
	60-64	\$ 74.96	\$ 110.96
Single Parent	18-29	\$ 11.37	\$ 14.66
	30-39	\$ 18.53	\$ 25.40
	40-49	\$ 33.22	\$ 47.43
	50-59	\$ 55.11	\$ 80.27
	60-64	\$ 81.26	\$ 119.50
Family	18-29	\$ 14.88	\$ 19.92
	30-39	\$ 27.72	\$ 39.17
	40-49	\$ 54.78	\$ 79.78
	50-59	\$ 95.39	\$ 140.69
	60-64	\$ 141.60	\$ 210.01
<b>TOBACCO RATES</b>			
<b>Issue Ages</b>		<b>\$20,000</b>	<b>\$30,000</b>
Individual	18-29	\$ 14.52	\$ 20.29
	30-39	\$ 31.45	\$ 45.70
	40-49	\$ 65.19	\$ 96.30
	50-59	\$ 110.96	\$ 164.97
	60-64	\$ 163.16	\$ 243.26
Single Parent	18-29	\$ 18.23	\$ 24.94
	30-39	\$ 36.79	\$ 52.78
	40-49	\$ 74.01	\$ 108.62
	50-59	\$ 126.08	\$ 186.73
	60-64	\$ 184.80	\$ 274.81
Family	18-29	\$ 26.47	\$ 37.31
	30-39	\$ 58.10	\$ 84.75
	40-49	\$ 121.28	\$ 179.52
	50-59	\$ 214.10	\$ 318.76
	60-64	\$ 317.10	\$ 473.26

The grayed out areas indicate that an APS would be a required part of the underwriting process for the issue age and basic benefit amount selected.



Category Number	Illness	Percentage of the Basic Benefit Amount	Maximum Total Percentage of Basic Benefit Amount for Category
1	Heart Attack	100%	100%
1	Heart Transplant	100%	
1	Stroke	100%	
1	By-pass Surgery	25%	
1	Angioplasty, Atherectomy, Stent Placement	25%	
2	Major Organ Transplant (other than Heart)	100%	100%
2	End Stage Renal Failure	100%	
2	Alzheimer's Disease	25%	
2	Multiple Sclerosis	25%	
2	Paralysis (not as a result of stroke): Paraplegia (2 limbs)	50%	
2	Paralysis (not as a result of stroke): Quadriplegia (4 limbs)	100%	

**Heritage Paycheck Protector (DI5W) with On-the-Job Accident Rider (R1DI5)**

**Standard Underwriting Classification**

**30 Day Injury/ 30 Day Sickness Elimination**

**24 Month Benefit Period**



**Allstate.**

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Monthly Salary Range		*Maximum Monthly Benefit	Issue Ages	18 - 49 Monthly Premium	50 - 59 Monthly Premium	60-69 Monthly Premium
\$8,250.00 — \$ UP	\$8,249.99	\$5,000		\$251.20	\$350.20	\$542.20
\$8,083.33 — \$8,083.32		\$4,900		\$246.26	\$343.28	\$531.44
\$7,916.67 — \$7,916.66		\$4,800		\$241.32	\$336.36	\$520.68
\$7,750.00 — \$7,749.99		\$4,700		\$236.38	\$329.44	\$509.92
\$7,583.33 — \$7,583.32		\$4,600		\$231.44	\$322.52	\$499.16
\$7,416.67 — \$7,416.66		\$4,500		\$226.50	\$315.60	\$488.40
\$7,250.00 — \$7,249.99		\$4,400		\$221.56	\$308.68	\$477.64
\$7,083.33 — \$7,083.32		\$4,300		\$216.62	\$301.76	\$466.88
\$6,916.67 — \$6,916.66		\$4,200		\$211.68	\$294.84	\$456.12
\$6,750.00 — \$6,749.99		\$4,100		\$206.74	\$287.92	\$445.36
\$6,583.33 — \$6,583.32		\$4,000		\$201.80	\$281.00	\$434.60
\$6,416.67 — \$6,416.66		\$3,900		\$196.86	\$274.08	\$423.84
\$6,250.00 — \$6,249.99		\$3,800		\$191.92	\$267.16	\$413.08
\$6,083.33 — \$6,083.32		\$3,700		\$186.98	\$260.24	\$402.32
\$5,916.67 — \$5,916.66		\$3,600		\$182.04	\$253.32	\$391.56
\$5,750.00 — \$5,749.99		\$3,500		\$177.10	\$246.40	\$380.80
\$5,583.33 — \$5,583.32		\$3,400		\$172.16	\$239.48	\$370.04
\$5,416.67 — \$5,416.66		\$3,300		\$167.22	\$232.56	\$359.28
\$5,250.00 — \$5,249.99		\$3,200		\$162.28	\$225.64	\$348.52
\$5,083.33 — \$5,083.32		\$3,100		\$157.34	\$218.72	\$337.76
\$4,916.67 — \$4,916.66		\$3,000		\$152.40	\$211.80	\$327.00
\$4,750.00 — \$4,749.99		\$2,900		\$147.46	\$204.88	\$316.24
\$4,583.33 — \$4,583.32		\$2,800		\$142.52	\$197.96	\$305.48
\$4,416.67 — \$4,416.66		\$2,700		\$137.58	\$191.04	\$294.72
\$4,250.00 — \$4,249.99		\$2,600		\$132.64	\$184.12	\$283.96
\$4,083.33 — \$4,083.32		\$2,500		\$127.70	\$177.20	\$273.20
\$3,916.67 — \$3,916.66		\$2,400		\$122.76	\$170.28	\$262.44
\$3,750.00 — \$3,749.99		\$2,300		\$117.82	\$163.36	\$251.68
\$3,583.33 — \$3,583.32		\$2,200		\$112.88	\$156.44	\$240.92
\$3,416.67 — \$3,416.66		\$2,100		\$107.94	\$149.52	\$230.16
\$3,250.00 — \$3,249.99		\$2,000		\$103.00	\$142.60	\$219.40
\$3,083.33 — \$3,083.32		\$1,900		\$98.06	\$135.68	\$208.64
\$2,916.67 — \$2,916.66		\$1,800		\$93.12	\$128.76	\$197.88
\$2,750.00 — \$2,749.99		\$1,700		\$88.18	\$121.84	\$187.12
\$2,583.33 — \$2,583.32		\$1,600		\$83.24	\$114.92	\$176.36
\$2,416.67 — \$2,416.66		\$1,500		\$78.30	\$108.00	\$165.60
\$2,250.00 — \$2,249.99		\$1,400		\$73.36	\$101.08	\$154.84
\$2,083.33 — \$2,083.32		\$1,300		\$68.42	\$94.16	\$144.08
\$1,916.67 — \$1,916.66		\$1,200		\$63.48	\$87.24	\$133.32
\$1,750.00 — \$1,749.99		\$1,100		\$58.54	\$80.32	\$122.56
\$1,583.33 — \$1,583.32		\$1,000		\$53.60	\$73.40	\$111.80
\$1,416.67 — \$1,416.66		\$900		\$48.66	\$66.48	\$101.04
\$1,250.00 — \$1,249.99		\$800		\$43.72	\$59.56	\$90.28
\$1,083.33 — \$1,083.32		\$700		\$38.78	\$52.64	\$79.52
\$916.67 — \$916.66		\$600		\$33.84	\$45.72	\$68.76
\$750.00 — \$749.99		\$500		\$28.90	\$38.80	\$58.00
\$666.67 — \$666.66		\$400		\$23.96	\$31.88	\$47.24

For use in Florida.

\* The Maximum Monthly Benefit that can be applied for must be reduced by the Monthly Benefits of all other existing coverage.

This rate insert is incomplete without brochure D-6577 and rider insert D-6714, which describe the benefits, exclusions, and limitations of the DI5W policy and R1DI5 rider. Coverage provided by forms DI5W and R1DI5 or state variations thereof. Rates shown include the Policy Fee.

Allstate Workplace Division is the marketing name for American Heritage Life Insurance Company. All products are underwritten by American Heritage Life Insurance Company (Home Office, Jacksonville, Florida), a wholly-owned subsidiary of The Allstate Corporation.

Heritage Paycheck Protector (DI5W) with No Riders

Standard Underwriting Classification

30 Day Injury/ 30 Day Sickness Elimination

24 Month Benefit Period



Allstate.

Workplace Division

Monthly Salary Range		*Maximum Monthly Benefit	Issue Ages	18 - 49 Monthly Premium	50 - 59 Monthly Premium	60-69 Monthly Premium
\$8,250.00 — \$ UP	\$8,249.99	\$5,000		\$235.20	\$327.20	\$507.20
\$8,083.33 — \$8,083.32	\$8,083.32	\$4,900		\$230.58	\$320.74	\$497.14
\$7,916.67 — \$7,916.66	\$7,916.66	\$4,800		\$225.96	\$314.28	\$487.08
\$7,750.00 — \$7,749.99	\$7,749.99	\$4,700		\$221.34	\$307.82	\$477.02
\$7,583.33 — \$7,583.32	\$7,583.32	\$4,600		\$216.72	\$301.36	\$466.96
\$7,416.67 — \$7,416.66	\$7,416.66	\$4,500		\$212.10	\$294.90	\$456.90
\$7,250.00 — \$7,249.99	\$7,249.99	\$4,400		\$207.48	\$288.44	\$446.84
\$7,083.33 — \$7,083.32	\$7,083.32	\$4,300		\$202.86	\$281.98	\$436.78
\$6,916.67 — \$6,916.66	\$6,916.66	\$4,200		\$198.24	\$275.52	\$426.72
\$6,750.00 — \$6,749.99	\$6,749.99	\$4,100		\$193.62	\$269.06	\$416.66
\$6,583.33 — \$6,583.32	\$6,583.32	\$4,000		\$189.00	\$262.60	\$406.60
\$6,416.67 — \$6,416.66	\$6,416.66	\$3,900		\$184.38	\$256.14	\$396.54
\$6,250.00 — \$6,249.99	\$6,249.99	\$3,800		\$179.76	\$249.68	\$386.48
\$6,083.33 — \$6,083.32	\$6,083.32	\$3,700		\$175.14	\$243.22	\$376.42
\$5,916.67 — \$5,916.66	\$5,916.66	\$3,600		\$170.52	\$236.76	\$366.36
\$5,750.00 — \$5,749.99	\$5,749.99	\$3,500		\$165.90	\$230.30	\$356.30
\$5,583.33 — \$5,583.32	\$5,583.32	\$3,400		\$161.28	\$223.84	\$346.24
\$5,416.67 — \$5,416.66	\$5,416.66	\$3,300		\$156.66	\$217.38	\$336.18
\$5,250.00 — \$5,249.99	\$5,249.99	\$3,200		\$152.04	\$210.92	\$326.12
\$5,083.33 — \$5,083.32	\$5,083.32	\$3,100		\$147.42	\$204.46	\$316.06
\$4,916.67 — \$4,916.66	\$4,916.66	\$3,000		\$142.80	\$198.00	\$306.00
\$4,750.00 — \$4,749.99	\$4,749.99	\$2,900		\$138.18	\$191.54	\$295.94
\$4,583.33 — \$4,583.32	\$4,583.32	\$2,800		\$133.56	\$185.08	\$285.88
\$4,416.67 — \$4,416.66	\$4,416.66	\$2,700		\$128.94	\$178.62	\$275.82
\$4,250.00 — \$4,249.99	\$4,249.99	\$2,600		\$124.32	\$172.16	\$265.76
\$4,083.33 — \$4,083.32	\$4,083.32	\$2,500		\$119.70	\$165.70	\$255.70
\$3,916.67 — \$3,916.66	\$3,916.66	\$2,400		\$115.08	\$159.24	\$245.64
\$3,750.00 — \$3,749.99	\$3,749.99	\$2,300		\$110.46	\$152.78	\$235.58
\$3,583.33 — \$3,583.32	\$3,583.32	\$2,200		\$105.84	\$146.32	\$225.52
\$3,416.67 — \$3,416.66	\$3,416.66	\$2,100		\$101.22	\$139.86	\$215.46
\$3,250.00 — \$3,249.99	\$3,249.99	\$2,000		\$96.60	\$133.40	\$205.40
\$3,083.33 — \$3,083.32	\$3,083.32	\$1,900		\$91.98	\$126.94	\$195.34
\$2,916.67 — \$2,916.66	\$2,916.66	\$1,800		\$87.36	\$120.48	\$185.28
\$2,750.00 — \$2,749.99	\$2,749.99	\$1,700		\$82.74	\$114.02	\$175.22
\$2,583.33 — \$2,583.32	\$2,583.32	\$1,600		\$78.12	\$107.56	\$165.16
\$2,416.67 — \$2,416.66	\$2,416.66	\$1,500		\$73.50	\$101.10	\$155.10
\$2,250.00 — \$2,249.99	\$2,249.99	\$1,400		\$68.88	\$94.64	\$145.04
\$2,083.33 — \$2,083.32	\$2,083.32	\$1,300		\$64.26	\$88.18	\$134.98
\$1,916.67 — \$1,916.66	\$1,916.66	\$1,200		\$59.64	\$81.72	\$124.92
\$1,750.00 — \$1,749.99	\$1,749.99	\$1,100		\$55.02	\$75.26	\$114.86
\$1,583.33 — \$1,583.32	\$1,583.32	\$900		\$50.40	\$68.80	\$104.80
\$1,416.67 — \$1,416.66	\$1,416.66	\$800		\$45.78	\$62.34	\$94.74
\$1,250.00 — \$1,249.99	\$1,249.99	\$700		\$41.16	\$55.88	\$84.68
\$1,083.33 — \$1,083.32	\$1,083.32	\$600		\$36.54	\$49.42	\$74.62
\$916.67 — \$916.66	\$916.66	\$500		\$31.92	\$42.96	\$64.56
\$750.00 — \$749.99	\$749.99	\$400		\$27.30	\$36.50	\$54.50
\$666.67 — \$666.66	\$666.66	\$400		\$22.68	\$30.04	\$44.44

For use in Florida.

\* The Maximum Monthly Benefit that can be applied for must be reduced by the Monthly Benefits of all other existing coverage. This rate insert is incomplete without brochure D-6577, which describes the benefits, exclusions, and limitations of the DI5W policy. Coverage provided by form DI5W or state variations thereof. Rates shown include the Policy Fee.

Allstate Workplace Division is the marketing name for American Heritage Life Insurance Company. All products are underwritten by American Heritage Life Insurance Company (Home Office, Jacksonville, Florida), a wholly-owned subsidiary of The Allstate Corporation.

# ***Universal Life Insurance***

## ***~ SCGI ~***



*\* All insurance products referred to in this presentation are subject to exclusions, limitations, reductions of benefits at certain ages, state variability in benefits, and may not be available for sale in all states. Your agent can provide you complete details about these products.*

# ***Universal Life Insurance - SCGI***

“Millions of Americans have no life insurance coverage...Nearly one third of Americans have no coverage at all...Almost 75% of Americans agree that life insurance is the best way to protect against premature death of a primary wage earner...Many U.S. households are not prepared for the death of a primary wage earner....Twelve percent of households would immediately have trouble meeting everyday living expenses, and another 15% would have difficulty keeping up with expenses after several months.”

*Facts About Life 2006, LIMRA International*

AWD Universal Life provides:

- 3 products to choose from based on client's preference for death benefit, guaranteed cash value, projected cash value, and surrender charge pattern
- Guaranteed minimum interest rate 4.5% on all universal life products

Universal Life Insurance enables employees to prepare for their family's future without straining the budget. While fund values accumulate, the policy owner is protected by immediate life insurance coverage.

## **Benefits of Universal Life Insurance**

- It combines the lower-cost protection of term insurance with a fund value feature
- It offers flexible premiums and flexible coverage at an affordable price
- The fund value earns tax-deferred interest at a competitive interest rate

## **Benefits for the employer**

- No employer contribution required
- No government reporting required
- Reduces pressure to provide expensive post-retirement life insurance benefits
- Non-threatening method to promote employee participation in funding future benefits

**Universal Life might be right for employees who:**

- are the primary wage earner in their family
- have a family that would have trouble meeting living expenses without their income
- have regular debts—like credit cards, a car payment, mortgage or other loans
- have children under 18
- plan to supplement their retirement income in later years

## **Features**

- Valuable Life Insurance Protection
- Affordable Flexible Premiums
- Convenient Payroll Deduction
- Income tax-free death benefit paid to a beneficiary the insured designates
- Beneficial “fund value” – meaning interest earned off the premiums paid may accumulate value over time
- Policy Loans available
- Portable coverage that stays with the insured, no matter where he/she works or lives as long as premiums are paid
- Entire Family Can Be Protected



**Allstate**

Workplace Division

## **Select Contingent Guaranteed Issue**

Select Contingent Guaranteed Issue makes applying for life insurance easy. Your employees will get all the benefits of AWD's standard UL, without needing to complete blood tests or physical exams.

### Abbreviated Underwriting:

- actively at work
- question about AIDS
- has any person to be insured been hospitalized or disabled in the last 6 months

SCGI is designed exclusively for the workplace market and provides affordable, flexible universal life protection for employees of companies with 50 or more eligible employees. Varying money purchase amounts give the employee the flexibility of tailoring his/her policy to individual needs and allows for issue based on the answers required for SCGI on the easy application.

**Employee:** Select Contingent Guaranteed Issue is offered to eligible employees in an amount chosen by the employee, a maximum premium of \$12 - 16\* per week not to exceed \$150,000 death benefit

**Spouse:** Select Contingent Guaranteed Issue - \$6 - 8\* per week premium not to exceed \$100,000, spouse must be employed to apply for SCGI

**Children:** Select Contingent Guaranteed Issue to a maximum of \$3 per week premium, or 10 units of Children's Term Rider

**Grandchildren:** Amount purchased by \$2 per week

## **Riders Available**

- ~ Accidental Death Rider (UL-ADB)
- ~ Premium Waiver Rider (UL-PW)
- ~ Children's Term Rider (UL-CTR2)
- ~ Living Benefit Rider (UL-LBR)
- ~ Future Purchase Option Rider (UL-FPOR1)
- ~ Long Term Care Rider (UL-LTCR1)

## **Universal Life Insurance – SCGI – Riders Available**

### **Accidental Death Rider (UL-ADB)**

An accidental death benefit if death resulted directly and independent of all other causes, from accidental bodily injury; and occurred within 180 days after the injury, and while the policy and rider were in force. This coverage terminates on the policy anniversary on or next following the insured's 65th birthday or the date the insurance under the policy matures, expires or otherwise terminates.

### **Premium Waiver Rider (UL-PW)**

Waiver of the planned periodic premium in the event of continuous total disability for at least 6 months beginning while the policy and rider are in force and before the insured's age 60. Does not pay for disability resulting from intentionally self-inflicted injuries or war. This coverage terminates on the earlier of: the policy anniversary on or next following the insured's 60th birthday; or the date the insurance under the policy matures, expires or otherwise terminates; or the date premium for the policy or rider remains unpaid.

### **Children's Term Rider (UL-CTR2)**

Provides a death benefit for each child at least 15 days old and not yet 25 years old. Coverage expires on each child's 25th birthday. Provides level term insurance. The rider terminates on the earlier of: the death of the insured under the policy; or the date the policy matures, expires or otherwise terminates or the date any premium for the policy or rider remains unpaid.

### **Living Benefit Rider (UL-LBR)**

If the insured has an illness which in the opinion of the physician is expected to result in death within 12 months with no reasonable prospect of recovery, the policy owner may elect an advance of up to 50% of the sum of the death benefit for the policy and any term riders (excluding any accidental death benefit rider) on the insured's life. The benefit is subject to a maximum of the lesser of: (a)\$100,000; or (b) the current policy death benefit. The amount payable is reduced by pro-rata loans and a one-time administrative fee, and discounted at the current discount rate. Also waives future premiums for the policy and any rider.

### **Future Purchase Option Rider (UL-FPOR1)**

Provides for the automatic increases in premium of \$1.00 per week on each of the first 5 rider anniversaries. The specified amount will then increase by the amount purchased with the \$1.00 weekly premium without additional evidence of insurability.

### **Long Term Care Rider (UL-LTCR1)**

Pays a monthly benefit if qualified long-term care services are received by the insured after the 90 day elimination period. To qualify for benefits, the insured must be unable to perform at least 2 activities of daily living for a period of at least 90 days due to a loss of functional capacity or require substantial supervision for protection from threats to his or her health and safety due to cognitive impairment. The policy death benefit is reduced as a result of the monthly benefits payable under rider.



**Allstate**

Workplace Division

American Heritage Life Insurance Company

Designed for

**The City of Coral Gables**

Age: 30

**Policy Illustration Explanation**

UL20P Universal Life - Form UL20PFL

<b>Universal Life Insurance</b>	The life insurance policy you are considering allows flexible premium payments to age 95. The death benefit is adjustable and ultimately depends on the net surrender value in the policy. The net surrender value is based on the timing and amount of your premium payments, policy and rider charges, monthly interest credited to the policy, surrender charges, and any loans or partial surrenders you may take. Interest rates and cost factors are subject to change. The interest rate is guaranteed never to go below 4.000% and costs are guaranteed not to exceed the maximums listed in the policy contract. The non-guaranteed elements of this policy are described in the following pages.
<b>Premium Class: Male Non-Tobacco</b>	The premium options and policy charges calculated for this illustration assume a policy is issued based on the underwriting class listed at the left. Actual amounts will depend on the outcome of the underwriting process, and may vary from what is shown on this illustration. If so, you will receive a revised illustration with your insurance contract.
<b>Initial Death Benefit: \$50,000</b>	The death benefit assumed at issue is shown on the left. The actual amount payable at death may be decreased by loans or partial surrenders, or increased by additional insurance benefits. The insurance contract will specify how to determine the benefit. This illustration is based on an initial specified amount of \$50,000 for the current values shown.
<b>Initial Death Benefit Option: 1</b>	The policy provides for two different death benefit options. Under option 1, the death benefit amount is generally the specified amount. Under option 2, the death benefit amount is generally the specified amount plus the fund value. The policy's cost of insurance charges are based roughly on the difference between the death benefit amount and the fund value. This illustration is based on death benefit option 1.
<b>Initial Monthly Premium: \$45.10</b>	The planned premium outlays are shown in the yearly detail of this illustration. Be sure to note when coverage would cease based on guaranteed or non-guaranteed assumptions.
<b>Initial Annual Premium to Guarantee Coverage: \$590.52</b>	This is the initial premium which must be paid on an annual basis to guarantee coverage to age 95. This premium changes if the specified amount changes. The premium necessary to guarantee coverage is shown for each year of this illustration in the Guideline Level Premium column of this illustration. You can also prepay these premiums during the early years of the policy.
<b>Net Surrender Value</b>	The amount available to the policy owner upon surrender of the policy. The net surrender value equals the fund value, minus the surrender charge, minus policy debt.
<b>Non-Guaranteed Elements of the Policy</b>	<p>Many aspects of your life insurance contract will be guaranteed, including your minimum interest rate credited and maximum charges. However, other aspects of the policy cannot be predicted. For example, the interest rate credited may exceed the guaranteed rate and monthly charges may be less than the maximum guaranteed charges.</p> <p>The non-guaranteed elements can improve the value of your life insurance policy in one of two ways: by increasing your policy's net surrender value and/or death benefit; or by reducing the out-of-pocket cost of your policy. Variations in these factors could affect: death benefits, net surrender values, cash flow taken out of the policy, or total out-of-pocket payments over the lifetime of the policy. The assumptions on which non-guaranteed elements are based are subject to change by the insurer.</p>



American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 30

Policy Illustration Explanation (Continued)

UL20P Universal Life - Form UL20PFL

**Monthly Income  
Option**

The non-guaranteed values shown in this illustration provide snapshots of your policy assuming a higher interest rate credited and lower charges than those that are guaranteed. Since these elements cannot be predicted, a range of results are illustrated. The actual policy values will be less or more favorable than these illustrated results.

The net surrender value may be applied to a settlement option at age 65 (at the end of year 35) which will provide monthly payments to the insured for a period of 10 years, and thereafter as long as the insured is alive. The guaranteed monthly income shown below is based on the guaranteed net surrender value and the guaranteed monthly income rate at this age. The current monthly income shown below is based on the current non-guaranteed net surrender value and the current non-guaranteed monthly income rate at this age. The actual monthly income will depend on the net surrender value and monthly income rate when elected. Once monthly income payments start, the amount of the monthly payments is guaranteed and will not change.

Guaranteed Monthly Income, Age 65: \$66.49

Current Monthly Income, Age 65: \$73.80

Other settlement options are available.

**American Heritage Life Insurance Company**

*Designed for*

**The City of Coral Gables**

Age: 30

**Optional Riders**

UL20P Universal Life - Form UL20PFL

Coverage Summary:	Amount /Units	To Age	Monthly Premium	Annualized Premium
Premium Waiver Rider (UPW1FL)	\$45.10 monthly	60	\$3.72	\$44.64
Living Benefit Rider (ULBR1FL)		93		
Long Term Care Rider (UL-LTCR1FL)		95	\$0.96	\$11.52

X - indicates the rider is included in this illustration.

(X) Premium Waiver Rider  
 Waiver of the planned periodic premium in the event of continuous total disability for at least 6 months beginning while the policy and rider are in force and before the insured's age 60. Does not pay for disability resulting from injuries intentionally self-inflicted; or war or any act of war, whether declared or undeclared, while the insured is in the military service of any country. This coverage terminates on the policy anniversary on or next following the insured's 60th birthday or the date the insurance under the policy matures, expires or otherwise terminates.

(X) Living Benefit Rider  
 If the insured has an illness which in the opinion of the physician is expected to result in death within 12 months with no reasonable prospect of recovery, you may elect an advance of up to 75% of the sum of the death benefit for the policy and any term rider(s) (excluding any accidental death benefit rider) on the insured's life, subject to a maximum of the lesser of \$100,000 or the policy death benefit. The amount payable is reduced by pro-rata loans and discounted at the current discount rate. Any pro-rata surrender charge is waived. Also waives future monthly deductions for the policy and any riders. Values are reduced proportionately.

(X) Long Term Care Rider  
 Pays a monthly benefit if qualified long-term care services are received by the insured after the 90 day elimination period.  
 To qualify for benefits, the insured must be unable to perform at least 2 activities of daily living for a period of at least 90 days due to a loss of functional capacity or require substantial supervision for protection from threats to his or her health and safety due to cognitive impairment.  
 The maximum monthly benefit for confined care (in an assisted living facility or nursing care facility) is the lesser of 4% of the death benefit at the time the elimination period is first satisfied, or \$4,000. The maximum monthly benefit for nonconfined care (home health care and adult day care) is the lesser of 2% of the death benefit at the time the elimination period is first satisfied, or \$2,000. The maximum monthly benefit is redetermined when the specified amount changes (other than as a result of benefit payments under this rider) or when there is a partial surrender or loan transaction. When redetermined, it is increased or decreased by the same percentage that the death benefit is increased or decreased as a result of the activity. The monthly benefit is the maximum monthly benefit, subject to a maximum of the charges incurred for the month and a maximum of the current death benefit. If a benefit is payable for a portion of a month, the daily benefit is 1/30 of the maximum monthly benefit, subject to a maximum of the charges incurred for the month and a maximum of the current death benefit. Cost of insurance charges for the rider are waived for monthly benefit periods for which a monthly benefit is paid.

American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 30

Optional Riders (Continued)

UL20P Universal Life - Form UL20PFL

Benefits payable by this rider reduce the death benefit for the policy to which the rider is attached by the amount of the benefit received, and reduce other policy values (specified amount, death benefit amount, fund value, surrender value, net surrender value, policy debt, and surrender charge) by the same proportion that the death benefit is reduced.

Does not pay benefits during the first 6 rider months as a result of a pre-existing condition. A pre-existing condition is a condition for which:

1. symptoms existed within 6 months before the rider date; or
2. medical advice or treatment was recommended by or received from a physician or other member of the medical profession, acting within the scope of their license, within 6 months before the rider date.

Does not pay benefits for that portion of any day of services or charges which are:

1. caused by mental or nervous disorders without demonstrable organic disease (not including Alzheimer's Disease); or
2. caused by alcoholism or drug addiction; or
3. caused by illness, treatment or medical conditions arising out of:
  - (a) war or act of war (whether declared or undeclared); or
  - (b) participation in a felony, riot or insurrection; or
  - (c) service in the armed forces or units auxiliary thereto; or
  - (d) suicide (while sane or insane), attempted suicide or intentionally self-inflicted injury; or
4. for treatment provided in a government facility (unless otherwise required by law); services for which benefits are available under Medicare (or benefits would be available under Medicare except for the applicable deductibles or co-insurance requirements) or other governmental program (except Medicaid), any state or federal workers' compensation, employer's liability or occupational disease law, or any motor vehicle no-fault law; or
5. for care or services for which no charge is normally made to the insured; or
6. for care or services when the person performing the service is a family member; or
7. for care or services received outside the United States or its territories.



**American Heritage Life Insurance Company**

*Designed for*  
**The City of Coral Gables**  
 Age: 30

**Life Insurance Policy Illustration**  
 UL20P Universal Life - Form UL20PFL

*Premium class:*  
**Male**  
**Non-Tobacco**

Mode: A = Annual; S = Semi-Annual; Q = Quarterly; M = Monthly;  
 SM = Semi-Monthly; BW = Bi-Weekly; W = Weekly; N = Ninthly;  
 T = Tenthly.

*Premiums are paid at the beginning of the period for the mode noted.*

*Values and benefits are as of the end of the year.*

*This illustration presumes the non-guaranteed elements will continue as assumed for all years shown. This is not likely to occur, and actual results may be more or less favorable.*

Age	End of Yr	Yearly Premium Outlay	Mode	4.000% Guaranteed		4.500% Non-Guaranteed Current	
				Net Surr. Value	Death Benefit	Net Surr. Value	Death Benefit
31	1	541	M	0	50,000	0	50,000
32	2	541	M	0	50,000	0	50,000
33	3	541	M	0	50,000	0	50,000
34	4	541	M	0	50,000	2	50,000
35	5	541	M	567	50,000	574	50,000
36	6	541	M	824	50,000	835	50,000
37	7	541	M	1,059	50,000	1,074	50,000
38	8	541	M	1,301	50,000	1,323	50,000
39	9	541	M	1,549	50,000	1,579	50,000
40	10	541	M	1,804	50,000	1,843	50,000
		5,412					
41	11	541	M	2,064	50,000	2,115	50,000
42	12	541	M	2,330	50,000	2,394	50,000
43	13	541	M	2,599	50,000	2,678	50,000
44	14	541	M	2,871	50,000	2,967	50,000
45	15	541	M	3,144	50,000	3,260	50,000
46	16	541	M	3,572	50,000	3,710	50,000
47	17	541	M	4,008	50,000	4,171	50,000
48	18	541	M	4,455	50,000	4,647	50,000
49	19	541	M	4,912	50,000	5,136	50,000
50	20	541	M	5,380	50,000	5,640	50,000
		10,824					
51	21	541	M	5,946	50,000	6,247	50,000
52	22	541	M	6,524	50,000	6,870	50,000
53	23	541	M	7,110	50,000	7,506	50,000
54	24	541	M	7,702	50,000	8,154	50,000
55	25	541	M	8,298	50,000	8,812	50,000
56	26	541	M	8,895	50,000	9,478	50,000
57	27	541	M	9,493	50,000	10,151	50,000
58	28	541	M	10,095	50,000	10,836	50,000
59	29	541	M	10,699	50,000	11,531	50,000
60	30	541	M	11,304	50,000	12,234	50,000
		16,236					

American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 30

Life Insurance Policy Illustration (Continued)

UL20P Universal Life - Form UL20PFL

Premium class: <b>Male</b> <b>Non-Tobacco</b>				4.000% Guaranteed		4.500% Non-Guaranteed Current					
				Age	End of Yr	Yearly Premium Outlay	Mode	Net Surr. Value	Death Benefit	Net Surr. Value	Death Benefit
<i>Premiums are paid at the beginning of the period for the mode noted.</i>  <i>Values and benefits are as of the end of the year.</i>  <i>This illustration presumes the non-guaranteed elements will continue as assumed for all years shown. This is not likely to occur, and actual results may be more or less favorable.</i>				61	31	541	M	11,945	50,000	12,983	50,000
				62	32	541	M	12,578	50,000	13,734	50,000
				63	33	541	M	13,199	50,000	14,484	50,000
				64	34	541	M	13,804	50,000	15,230	50,000
				65	35	541	M	14,392	50,000	15,973	50,000
				66	36	541	M	14,962	50,000	16,712	50,000
				67	37	541	M	15,513	50,000	17,448	50,000
				68	38	541	M	16,043	50,000	18,179	50,000
				69	39	541	M	16,548	50,000	18,907	50,000
				70	40	541	M	17,025	50,000	19,626	50,000
							21,648				
75	45	541	M	18,534	50,000	22,805	50,000				
80	50	541	M	17,115	50,000	24,444	50,000				
85	55	541	M	7,472	50,000	22,195	50,000				
90	60	541	M	0	0	10,329	50,000				
92	62	0	M	0	0	0	0				
							33,013				

**American Heritage Life Insurance Company**

*Designed for*

**The City of Coral Gables**

**Age: 30**

**Life Insurance Policy Outlays**  
**UL20P Universal Life - Form UL20PFL**

**Premium class:**  
**Male**  
**Non-Tobacco**  
  
*Premium payments can be increased up to the maximum limits in order to extend and increase benefits and values.*

Policy Outlay						Guideline Premiums			
End of Yr	Age	Premium Outlay	Partial Sur-render	Annual Loan	Single	Level	Total	7 Pay	
1	31	541	0	0	7,845	591	7,845	1,508	
2	32	541	0	0	0	591	7,845	1,508	
3	33	541	0	0	0	591	7,845	1,508	
4	34	541	0	0	0	591	7,845	1,508	
5	35	541	0	0	0	591	7,845	1,508	
6	36	541	0	0	0	591	7,845	1,508	
7	37	541	0	0	0	591	7,845	1,508	
8	38	541	0	0	0	591	7,845	0	
9	39	541	0	0	0	591	7,845	0	
10	40	541	0	0	0	591	7,845	0	
		<u>5,412</u>	<u>0</u>	<u>0</u>	<u>7,845</u>	<u>5,905</u>			
11	41	541	0	0	0	591	7,845	0	
12	42	541	0	0	0	591	7,845	0	
13	43	541	0	0	0	591	7,845	0	
14	44	541	0	0	0	591	8,267	0	
15	45	541	0	0	0	591	8,858	0	
16	46	541	0	0	0	591	9,448	0	
17	47	541	0	0	0	591	10,039	0	
18	48	541	0	0	0	591	10,629	0	
19	49	541	0	0	0	591	11,220	0	
20	50	541	0	0	0	591	11,810	0	
		<u>10,824</u>	<u>0</u>	<u>0</u>	<u>7,845</u>	<u>11,810</u>			
21	51	541	0	0	0	591	12,401	0	
22	52	541	0	0	0	591	12,991	0	
23	53	541	0	0	0	591	13,582	0	
24	54	541	0	0	0	591	14,172	0	
25	55	541	0	0	0	591	14,763	0	
26	56	541	0	0	0	591	15,354	0	
27	57	541	0	0	0	591	15,944	0	
28	58	541	0	0	0	591	16,535	0	
29	59	541	0	0	0	591	17,125	0	
30	60	541	0	0	0	591	17,716	0	
		<u>16,236</u>	<u>0</u>	<u>0</u>	<u>7,845</u>	<u>17,716</u>			
31	61	541	0	0	0	591	18,306	0	
32	62	541	0	0	0	591	18,897	0	
33	63	541	0	0	0	591	19,487	0	
34	64	541	0	0	0	591	20,078	0	
35	65	541	0	0	0	591	20,668	0	

American Heritage Life Insurance Company

Designed for  
**The City of Coral Gables**  
 Age: 30

**Life Insurance Policy Outlays (Continued)**  
 UL20P Universal Life - Form UL20PFL

<i>Premium class:</i> <b>Male</b> <b>Non-Tobacco</b>  <i>Premium payments can be increased up to the maximum limits in order to extend and increase benefits and values.</i>	<b>Policy Outlay</b>					<b>Guideline Premiums</b>			
	<b>End of Yr</b>	<b>Age</b>	<b>Premium Outlay</b>	<b>Partial Sur-render</b>	<b>Annual Loan</b>	<b>Single</b>	<b>Level</b>	<b>Total</b>	<b>7 Pay</b>
	36	66	541	0	0	0	591	21,259	0
	37	67	541	0	0	0	591	21,849	0
	38	68	541	0	0	0	591	22,440	0
	39	69	541	0	0	0	591	23,030	0
	40	70	541	0	0	0	591	23,621	0
			<u>21,648</u>	<u>0</u>	<u>0</u>	<u>7,845</u>	<u>23,621</u>		
	45	75	541	0	0	0	591	26,573	0
	50	80	541	0	0	0	591	29,526	0
	55	85	541	0	0	0	591	32,479	0
	60	90	541	0	0	0	591	35,431	0
	62	92	0	0	0	0	591	36,612	0
			<u>33,013</u>	<u>0</u>	<u>0</u>	<u>7,845</u>	<u>36,612</u>		



American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 30

**Important Notes**

UL20P Universal Life - Form UL20PFL

**Tax Guidelines**

In order to receive favorable tax treatment of distributions (including loans) under the Internal Revenue Code, a life insurance policy must satisfy a 7-Pay Premium limitation during the first 7 years and during 7 years after certain policy changes. Failure to satisfy this limitation would cause distributions to be taxable to the extent that there is a gain in the contract. In addition, there is a penalty of 10% of taxable income for distributions from such policies before age 59½ with certain exceptions. In any case, a gain in the contract is taxable upon full surrender of the policy.

Initial 7-Pay Premium: \$1,507.56

Certain changes to the policy's benefits (whether illustrated or not) will alter the 7-pay premium limitation, and could cause the policy to lose its favorable tax status. Please consult your tax advisor for more information.

There is a limitation on the total premium paid for a policy based on the guideline premiums. The initial guideline premiums for this illustration are:

Guideline Single Premium: \$7,845.48

Guideline Level Premium: \$590.52

These values may change for later years based on policy changes. The maximum premium limit is the greater of the guideline single premium and the sum of the guideline level premiums.

**How Loans Affect Interest Rates**

The current interest rate is only credited to fund value not represented by policy debt. The interest rate credited to fund value represented by policy debt is 4.000%. Policy debt is charged an interest rate of 8.000% in arrears.

American Heritage Life Insurance Company

Designed for

**The City of Coral Gables**

Age: 40

**Policy Illustration Explanation**

UL20P Universal Life - Form UL20PFL

<b>Universal Life Insurance</b>	The life insurance policy you are considering allows flexible premium payments to age 95. The death benefit is adjustable and ultimately depends on the net surrender value in the policy. The net surrender value is based on the timing and amount of your premium payments, policy and rider charges, monthly interest credited to the policy, surrender charges, and any loans or partial surrenders you may take. Interest rates and cost factors are subject to change. The interest rate is guaranteed never to go below 4.000% and costs are guaranteed not to exceed the maximums listed in the policy contract. The non-guaranteed elements of this policy are described in the following pages.
<b>Premium Class: Male Non-Tobacco</b>	The premium options and policy charges calculated for this illustration assume a policy is issued based on the underwriting class listed at the left. Actual amounts will depend on the outcome of the underwriting process, and may vary from what is shown on this illustration. If so, you will receive a revised illustration with your insurance contract.
<b>Initial Death Benefit: \$50,000</b>	The death benefit assumed at issue is shown on the left. The actual amount payable at death may be decreased by loans or partial surrenders, or increased by additional insurance benefits. The insurance contract will specify how to determine the benefit. This illustration is based on an initial specified amount of \$50,000 for the current values shown.
<b>Initial Death Benefit Option: 1</b>	The policy provides for two different death benefit options. Under option 1, the death benefit amount is generally the specified amount. Under option 2, the death benefit amount is generally the specified amount plus the fund value. The policy's cost of insurance charges are based roughly on the difference between the death benefit amount and the fund value. This illustration is based on death benefit option 1.
<b>Initial Monthly Premium: \$70.03</b>	The planned premium outlays are shown in the yearly detail of this illustration. Be sure to note when coverage would cease based on guaranteed or non-guaranteed assumptions.
<b>Initial Annual Premium to Guarantee Coverage: \$902.52</b>	This is the initial premium which must be paid on an annual basis to guarantee coverage to age 95. This premium changes if the specified amount changes. The premium necessary to guarantee coverage is shown for each year of this illustration in the Guideline Level Premium column of this illustration. You can also prepay these premiums during the early years of the policy.
<b>Net Surrender Value</b>	The amount available to the policy owner upon surrender of the policy. The net surrender value equals the fund value, minus the surrender charge, minus policy debt.
<b>Non-Guaranteed Elements of the Policy</b>	<p>Many aspects of your life insurance contract will be guaranteed, including your minimum interest rate credited and maximum charges. However, other aspects of the policy cannot be predicted. For example, the interest rate credited may exceed the guaranteed rate and monthly charges may be less than the maximum guaranteed charges.</p> <p>The non-guaranteed elements can improve the value of your life insurance policy in one of two ways: by increasing your policy's net surrender value and/or death benefit; or by reducing the out-of-pocket cost of your policy. Variations in these factors could affect: death benefits, net surrender values, cash flow taken out of the policy, or total out-of-pocket payments over the lifetime of the policy. The assumptions on which non-guaranteed elements are based are subject to change by the insurer.</p>

American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 40

Policy Illustration Explanation (Continued)

UL20P Universal Life - Form UL20PFL

**Monthly Income  
Option**

The non-guaranteed values shown in this illustration provide snapshots of your policy assuming a higher interest rate credited and lower charges than those that are guaranteed. Since these elements cannot be predicted, a range of results are illustrated. The actual policy values will be less or more favorable than these illustrated results.

The net surrender value may be applied to a settlement option at age 65 (at the end of year 25) which will provide monthly payments to the insured for a period of 10 years, and thereafter as long as the insured is alive. The guaranteed monthly income shown below is based on the guaranteed net surrender value and the guaranteed monthly income rate at this age. The current monthly income shown below is based on the current non-guaranteed net surrender value and the current non-guaranteed monthly income rate at this age. The actual monthly income will depend on the net surrender value and monthly income rate when elected. Once monthly income payments start, the amount of the monthly payments is guaranteed and will not change.

Guaranteed Monthly Income, Age 65: \$55.29

Current Monthly Income, Age 65: \$59.31

Other settlement options are available.

**American Heritage Life Insurance Company**

*Designed for*

**The City of Coral Gables**

Age: 40

**Optional Riders**

UL20P Universal Life - Form UL20PFL

Coverage Summary:	Amount /Units	To Age	Monthly Premium	Annualized Premium
Premium Waiver Rider (UPW1FL)	\$70.03 monthly	60	\$5.78	\$69.36
Living Benefit Rider (ULBR1FL)		93		
Long Term Care Rider (UL-LTCR1FL)		95	\$1.83	\$21.96

X - indicates the rider is included in this illustration.

(X) Premium Waiver Rider  
Waiver of the planned periodic premium in the event of continuous total disability for at least 6 months beginning while the policy and rider are in force and before the insured's age 60. Does not pay for disability resulting from injuries intentionally self-inflicted; or war or any act of war, whether declared or undeclared, while the insured is in the military service of any country. This coverage terminates on the policy anniversary on or next following the insured's 60th birthday or the date the insurance under the policy matures, expires or otherwise terminates.

(X) Living Benefit Rider  
If the insured has an illness which in the opinion of the physician is expected to result in death within 12 months with no reasonable prospect of recovery, you may elect an advance of up to 75% of the sum of the death benefit for the policy and any term rider(s) (excluding any accidental death benefit rider) on the insured's life, subject to a maximum of the lesser of \$100,000 or the policy death benefit. The amount payable is reduced by pro-rata loans and discounted at the current discount rate. Any pro-rata surrender charge is waived. Also waives future monthly deductions for the policy and any riders. Values are reduced proportionately.

(X) Long Term Care Rider  
Pays a monthly benefit if qualified long-term care services are received by the insured after the 90 day elimination period.

To qualify for benefits, the insured must be unable to perform at least 2 activities of daily living for a period of at least 90 days due to a loss of functional capacity or require substantial supervision for protection from threats to his or her health and safety due to cognitive impairment.

The maximum monthly benefit for confined care (in an assisted living facility or nursing care facility) is the lesser of 4% of the death benefit at the time the elimination period is first satisfied, or \$4,000. The maximum monthly benefit for nonconfined care (home health care and adult day care) is the lesser of 2% of the death benefit at the time the elimination period is first satisfied, or \$2,000. The maximum monthly benefit is redetermined when the specified amount changes (other than as a result of benefit payments under this rider) or when there is a partial surrender or loan transaction. When redetermined, it is increased or decreased by the same percentage that the death benefit is increased or decreased as a result of the activity. The monthly benefit is the maximum monthly benefit, subject to a maximum of the charges incurred for the month and a maximum of the current death benefit. If a benefit is payable for a portion of a month, the daily benefit is 1/30 of the maximum monthly benefit, subject to a maximum of the charges incurred for the month and a maximum of the current death benefit. Cost of insurance charges for the rider are waived for monthly benefit periods for which a monthly benefit is paid.

American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 40

Optional Riders (Continued)

UL20P Universal Life - Form UL20PFL

Benefits payable by this rider reduce the death benefit for the policy to which the rider is attached by the amount of the benefit received, and reduce other policy values (specified amount, death benefit amount, fund value, surrender value, net surrender value, policy debt, and surrender charge) by the same proportion that the death benefit is reduced.

Does not pay benefits during the first 6 rider months as a result of a pre-existing condition. A pre-existing condition is a condition for which:

1. symptoms existed within 6 months before the rider date; or
2. medical advice or treatment was recommended by or received from a physician or other member of the medical profession, acting within the scope of their license, within 6 months before the rider date.

Does not pay benefits for that portion of any day of services or charges which are:

1. caused by mental or nervous disorders without demonstrable organic disease (not including Alzheimer's Disease); or
2. caused by alcoholism or drug addiction; or
3. caused by illness, treatment or medical conditions arising out of:
  - (a) war or act of war (whether declared or undeclared); or
  - (b) participation in a felony, riot or insurrection; or
  - (c) service in the armed forces or units auxiliary thereto; or
  - (d) suicide (while sane or insane), attempted suicide or intentionally self-inflicted injury; or
4. for treatment provided in a government facility (unless otherwise required by law); services for which benefits are available under Medicare (or benefits would be available under Medicare except for the applicable deductibles or co-insurance requirements) or other governmental program (except Medicaid), any state or federal workers' compensation, employer's liability or occupational disease law, or any motor vehicle no-fault law; or
5. for care or services for which no charge is normally made to the insured; or
6. for care or services when the person performing the service is a family member; or
7. for care or services received outside the United States or its territories.

American Heritage Life Insurance Company

Designed for  
**The City of Coral Gables**  
 Age: 40

**Policy Illustration Summary**  
 UL20P Universal Life - Form UL20PFL

Premium class: <b>Male</b> <b>Non-Tobacco</b>	Summary Year	4.000% Guaranteed	4.250% Non-Guaranteed Midpoint	4.500% Non-Guaranteed Current
	<b>Interest and Cost Scenarios:</b>	<b>Year 5</b>		
<b>Guaranteed</b>	Premium	\$840	\$840	\$840
<i>4.000% interest rate and maximum charges</i>	Net Surr. Value	\$1,237	\$1,245	\$1,252
<b>Midpoint</b>	Death Benefit	\$50,000	\$50,000	\$50,000
<i>Interest rate and charges halfway between current &amp; guaranteed</i>	<b>Year 10</b>			
<b>Current</b>	Premium	\$840	\$840	\$840
<i>4.500% interest rate and current charges</i>	Net Surr. Value	\$3,131	\$3,170	\$3,209
<i>Today's current interest rate is 4.500%.</i>	Death Benefit	\$50,000	\$50,000	\$50,000
	<b>Year 20</b>			
	Premium	\$840	\$840	\$840
	Net Surr. Value	\$8,139	\$8,360	\$8,588
	Death Benefit	\$50,000	\$50,000	\$50,000
	<b>Age 70</b>			
	Premium	\$840	\$840	\$840
	Net Surr. Value	\$15,478	\$16,244	\$17,050
	Death Benefit	\$50,000	\$50,000	\$50,000
	<b>Last Year of Death Benefit</b>	47	49	52
	<b>All Years - Total Premium</b>	\$39,497	\$41,178	\$43,699

*This illustration presumes the non-guaranteed elements will continue as assumed for all years shown. This is not likely to occur, and actual results may be more or less favorable.*

I have received a copy of this illustration and understand that any non-guaranteed elements illustrated are subject to change and could be either higher or lower. The agent has told me they are not guaranteed.

\_\_\_\_\_  
 Applicant Date

I certify that this illustration has been presented to the applicant and that I have explained that any non-guaranteed elements illustrated are subject to change. I have made no statements that are inconsistent with the illustration.

\_\_\_\_\_  
 Agent Date

**THIS ILLUSTRATION IS NOT A POLICY CONTRACT.**

**American Heritage Life Insurance Company**

*Designed for*

**The City of Coral Gables**

Age: 40

**Life Insurance Policy Illustration**

UL20P Universal Life - Form UL20PFL

*Premium class:*  
**Male**  
**Non-Tobacco**

Mode: A = Annual; S = Semi-Annual; Q = Quarterly; M = Monthly;  
SM = Semi-Monthly; BW = Bi-Weekly; W = Weekly; N = Ninthly;  
T = Tenthly.

*Premiums are paid at the beginning of the period for the mode noted.*

*Values and benefits are as of the end of the year.*

*This illustration presumes the non-guaranteed elements will continue as assumed for all years shown. This is not likely to occur, and actual results may be more or less favorable.*

Age	End of Yr	Yearly Premium Outlay	Mode	4.000% Guaranteed		4.500% Non-Guaranteed Current	
				Net Surr. Value	Death Benefit	Net Surr. Value	Death Benefit
41	1	840	M	0	50,000	0	50,000
42	2	840	M	0	50,000	0	50,000
43	3	840	M	0	50,000	0	50,000
44	4	840	M	421	50,000	430	50,000
45	5	840	M	1,237	50,000	1,252	50,000
46	6	840	M	1,634	50,000	1,657	50,000
47	7	840	M	1,998	50,000	2,032	50,000
48	8	840	M	2,369	50,000	2,415	50,000
49	9	840	M	2,747	50,000	2,807	50,000
50	10	840	M	3,131	50,000	3,209	50,000
		8,404					
51	11	840	M	3,519	50,000	3,617	50,000
52	12	840	M	3,909	50,000	4,030	50,000
53	13	840	M	4,299	50,000	4,446	50,000
54	14	840	M	4,684	50,000	4,861	50,000
55	15	840	M	5,063	50,000	5,272	50,000
56	16	840	M	5,676	50,000	5,923	50,000
57	17	840	M	6,290	50,000	6,579	50,000
58	18	840	M	6,906	50,000	7,242	50,000
59	19	840	M	7,523	50,000	7,913	50,000
60	20	840	M	8,139	50,000	8,588	50,000
		16,807					
61	21	840	M	8,920	50,000	9,436	50,000
62	22	840	M	9,697	50,000	10,287	50,000
63	23	840	M	10,466	50,000	11,140	50,000
64	24	840	M	11,223	50,000	11,989	50,000
65	25	840	M	11,968	50,000	12,838	50,000
66	26	840	M	12,700	50,000	13,684	50,000
67	27	840	M	13,420	50,000	14,529	50,000
68	28	840	M	14,124	50,000	15,372	50,000
69	29	840	M	14,811	50,000	16,214	50,000
70	30	840	M	15,478	50,000	17,050	50,000
		25,211					

American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 40

Life Insurance Policy Illustration (Continued)

UL20P Universal Life - Form UL20PFL

Premium class:

Male

Non-Tobacco

Premiums are paid at the beginning of the period for the mode noted.

Values and benefits are as of the end of the year.

This illustration presumes the non-guaranteed elements will continue as assumed for all years shown. This is not likely to occur, and actual results may be more or less favorable.

Age	End of Yr	Yearly Premium Outlay	Mode	4.000% Guaranteed		4.500% Non-Guaranteed Current	
				Net Surr. Value	Death Benefit	Net Surr. Value	Death Benefit
75	35	840	M	18,095	50,000	20,852	50,000
80	40	840	M	18,272	50,000	23,210	50,000
85	45	840	M	11,606	50,000	21,955	50,000
90	50	840	M	0	0	12,044	50,000
93	53	0	M	0	0	0	0
		43,699					



**American Heritage Life Insurance Company**

*Designed for*

**The City of Coral Gables**

Age: 40

**Life Insurance Policy Outlays**

UL20P Universal Life - Form UL20PFL

<i>Premium class:</i> <b>Male</b> <b>Non-Tobacco</b>	<b>Policy Outlay</b>					<b>Guideline Premiums</b>				
	<b>End of Yr</b>	<b>Age</b>	<b>Premium Outlay</b>	<b>Partial Surrender</b>	<b>Annual Loan</b>	<b>Single</b>	<b>Level</b>	<b>Total</b>	<b>7 Pay</b>	
<i>Premium payments can be increased up to the maximum limits in order to extend and increase benefits and values.</i>	1	41	840	0	0	11,840	903	11,840	2,135	
	2	42	840	0	0	0	903	11,840	2,135	
	3	43	840	0	0	0	903	11,840	2,135	
	4	44	840	0	0	0	903	11,840	2,135	
	5	45	840	0	0	0	903	11,840	2,135	
	6	46	840	0	0	0	903	11,840	2,135	
	7	47	840	0	0	0	903	11,840	2,135	
	8	48	840	0	0	0	903	11,840	0	
	9	49	840	0	0	0	903	11,840	0	
	10	50	840	0	0	0	903	11,840	0	
				<u>8,404</u>	<u>0</u>	<u>0</u>	<u>11,840</u>	<u>9,025</u>		
	11	51	840	0	0	0	903	11,840	0	
	12	52	840	0	0	0	903	11,840	0	
	13	53	840	0	0	0	903	11,840	0	
	14	54	840	0	0	0	903	12,635	0	
	15	55	840	0	0	0	903	13,538	0	
	16	56	840	0	0	0	903	14,440	0	
	17	57	840	0	0	0	903	15,343	0	
	18	58	840	0	0	0	903	16,245	0	
	19	59	840	0	0	0	903	17,148	0	
	20	60	840	0	0	0	903	18,050	0	
				<u>16,807</u>	<u>0</u>	<u>0</u>	<u>11,840</u>	<u>18,050</u>		
	21	61	840	0	0	0	903	18,953	0	
	22	62	840	0	0	0	903	19,855	0	
	23	63	840	0	0	0	903	20,758	0	
	24	64	840	0	0	0	903	21,660	0	
	25	65	840	0	0	0	903	22,563	0	
	26	66	840	0	0	0	903	23,466	0	
	27	67	840	0	0	0	903	24,368	0	
	28	68	840	0	0	0	903	25,271	0	
	29	69	840	0	0	0	903	26,173	0	
	30	70	840	0	0	0	903	27,076	0	
				<u>25,211</u>	<u>0</u>	<u>0</u>	<u>11,840</u>	<u>27,076</u>		
	35	75	840	0	0	0	903	31,588	0	
	40	80	840	0	0	0	903	36,101	0	
45	85	840	0	0	0	903	40,613	0		
50	90	840	0	0	0	903	45,126	0		
53	93	0	0	0	0	903	47,834	0		
			<u>43,699</u>	<u>0</u>	<u>0</u>	<u>11,840</u>	<u>47,834</u>			

American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 40

Important Notes

UL20P Universal Life - Form UL20PFL

<b>Tax Guidelines</b>	<p>In order to receive favorable tax treatment of distributions (including loans) under the Internal Revenue Code, a life insurance policy must satisfy a 7-Pay Premium limitation during the first 7 years and during 7 years after certain policy changes. Failure to satisfy this limitation would cause distributions to be taxable to the extent that there is a gain in the contract. In addition, there is a penalty of 10% of taxable income for distributions from such policies before age 59½ with certain exceptions. In any case, a gain in the contract is taxable upon full surrender of the policy.</p> <p style="text-align: center;">Initial 7-Pay Premium:        \$2,134.92</p> <p>Certain changes to the policy's benefits (whether illustrated or not) will alter the 7-pay premium limitation, and could cause the policy to lose its favorable tax status. Please consult your tax advisor for more information.</p> <p>There is a limitation on the total premium paid for a policy based on the guideline premiums. The initial guideline premiums for this illustration are:</p> <p style="text-align: center;">Guideline Single Premium: \$11,840.16 Guideline Level Premium:     \$902.52</p> <p>These values may change for later years based on policy changes. The maximum premium limit is the greater of the guideline single premium and the sum of the guideline level premiums.</p>
<b>How Loans Affect Interest Rates</b>	<p>The current interest rate is only credited to fund value not represented by policy debt. The interest rate credited to fund value represented by policy debt is 4.000%. Policy debt is charged an interest rate of 8.000% in arrears.</p>

American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 50

**Policy Illustration Explanation**

UL20P Universal Life - Form UL20PFL

<b>Universal Life Insurance</b>	The life insurance policy you are considering allows flexible premium payments to age 95. The death benefit is adjustable and ultimately depends on the net surrender value in the policy. The net surrender value is based on the timing and amount of your premium payments, policy and rider charges, monthly interest credited to the policy, surrender charges, and any loans or partial surrenders you may take. Interest rates and cost factors are subject to change. The interest rate is guaranteed never to go below 4.000% and costs are guaranteed not to exceed the maximums listed in the policy contract. The non-guaranteed elements of this policy are described in the following pages.
<b>Premium Class: Male Non-Tobacco</b>	The premium options and policy charges calculated for this illustration assume a policy is issued based on the underwriting class listed at the left. Actual amounts will depend on the outcome of the underwriting process, and may vary from what is shown on this illustration. If so, you will receive a revised illustration with your insurance contract.
<b>Initial Death Benefit: \$45,595</b>	The death benefit assumed at issue is shown on the left. The actual amount payable at death may be decreased by loans or partial surrenders, or increased by additional insurance benefits. The insurance contract will specify how to determine the benefit. This illustration is based on an initial specified amount of \$45,595 for the current values shown.
<b>Initial Death Benefit Option: 1</b>	The policy provides for two different death benefit options. Under option 1, the death benefit amount is generally the specified amount. Under option 2, the death benefit amount is generally the specified amount plus the fund value. The policy's cost of insurance charges are based roughly on the difference between the death benefit amount and the fund value. This illustration is based on death benefit option 1.
<b>Initial Monthly Premium: \$98.45</b>	The planned premium outlays are shown in the yearly detail of this illustration. Be sure to note when coverage would cease based on guaranteed or non-guaranteed assumptions.
<b>Initial Annual Premium to Guarantee Coverage: \$1,239.36</b>	This is the initial premium which must be paid on an annual basis to guarantee coverage to age 95. This premium changes if the specified amount changes. The premium necessary to guarantee coverage is shown for each year of this illustration in the Guideline Level Premium column of this illustration. You can also prepay these premiums during the early years of the policy.
<b>Net Surrender Value</b>	The amount available to the policy owner upon surrender of the policy. The net surrender value equals the fund value, minus the surrender charge, minus policy debt.
<b>Non-Guaranteed Elements of the Policy</b>	<p>Many aspects of your life insurance contract will be guaranteed, including your minimum interest rate credited and maximum charges. However, other aspects of the policy cannot be predicted. For example, the interest rate credited may exceed the guaranteed rate and monthly charges may be less than the maximum guaranteed charges.</p> <p>The non-guaranteed elements can improve the value of your life insurance policy in one of two ways: by increasing your policy's net surrender value and/or death benefit; or by reducing the out-of-pocket cost of your policy. Variations in these factors could affect: death benefits, net surrender values, cash flow taken out of the policy, or total out-of-pocket payments over the lifetime of the policy. The assumptions on which non-guaranteed elements are based are subject to change by the insurer.</p>

American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 50

Policy Illustration Explanation (Continued)

UL20P Universal Life - Form UL20PFL

**Monthly Income  
Option**

The non-guaranteed values shown in this illustration provide snapshots of your policy assuming a higher interest rate credited and lower charges than those that are guaranteed. Since these elements cannot be predicted, a range of results are illustrated. The actual policy values will be less or more favorable than these illustrated results.

The net surrender value may be applied to a settlement option at age 65 (at the end of year 15) which will provide monthly payments to the insured for a period of 10 years, and thereafter as long as the insured is alive. The guaranteed monthly income shown below is based on the guaranteed net surrender value and the guaranteed monthly income rate at this age. The current monthly income shown below is based on the current non-guaranteed net surrender value and the current non-guaranteed monthly income rate at this age. The actual monthly income will depend on the net surrender value and monthly income rate when elected. Once monthly income payments start, the amount of the monthly payments is guaranteed and will not change.

Guaranteed Monthly Income, Age 65: \$37.46

Current Monthly Income, Age 65: \$39.07

Other settlement options are available.

**American Heritage Life Insurance Company**

*Designed for*

**The City of Coral Gables**

Age: 50

**Optional Riders**

UL20P Universal Life - Form UL20PFL

Coverage Summary:	Amount /Units	To Age	Monthly Premium	Annualized Premium
Premium Waiver Rider (UPW1FL)	\$98.45 monthly	60	\$8.13	\$97.56
Living Benefit Rider (ULBR1FL)		93		
Long Term Care Rider (UL-LTCR1FL)		95	\$3.65	\$43.80

X - indicates the rider is included in this illustration.

(X) Premium Waiver Rider  
 Waiver of the planned periodic premium in the event of continuous total disability for at least 6 months beginning while the policy and rider are in force and before the insured's age 60. Does not pay for disability resulting from injuries intentionally self-inflicted; or war or any act of war, whether declared or undeclared, while the insured is in the military service of any country. This coverage terminates on the policy anniversary on or next following the insured's 60th birthday or the date the insurance under the policy matures, expires or otherwise terminates.

(X) Living Benefit Rider  
 If the insured has an illness which in the opinion of the physician is expected to result in death within 12 months with no reasonable prospect of recovery, you may elect an advance of up to 75% of the sum of the death benefit for the policy and any term rider(s) (excluding any accidental death benefit rider) on the insured's life, subject to a maximum of the lesser of \$100,000 or the policy death benefit. The amount payable is reduced by pro-rata loans and discounted at the current discount rate. Any pro-rata surrender charge is waived. Also waives future monthly deductions for the policy and any riders. Values are reduced proportionately.

(X) Long Term Care Rider  
 Pays a monthly benefit if qualified long-term care services are received by the insured after the 90 day elimination period.

To qualify for benefits, the insured must be unable to perform at least 2 activities of daily living for a period of at least 90 days due to a loss of functional capacity or require substantial supervision for protection from threats to his or her health and safety due to cognitive impairment.

The maximum monthly benefit for confined care (in an assisted living facility or nursing care facility) is the lesser of 4% of the death benefit at the time the elimination period is first satisfied, or \$4,000. The maximum monthly benefit for nonconfined care (home health care and adult day care) is the lesser of 2% of the death benefit at the time the elimination period is first satisfied, or \$2,000. The maximum monthly benefit is redetermined when the specified amount changes (other than as a result of benefit payments under this rider) or when there is a partial surrender or loan transaction. When redetermined, it is increased or decreased by the same percentage that the death benefit is increased or decreased as a result of the activity. The monthly benefit is the maximum monthly benefit, subject to a maximum of the charges incurred for the month and a maximum of the current death benefit. If a benefit is payable for a portion of a month, the daily benefit is 1/30 of the maximum monthly benefit, subject to a maximum of the charges incurred for the month and a maximum of the current death benefit. Cost of insurance charges for the rider are waived for monthly benefit periods for which a monthly benefit is paid.

American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 50

Optional Riders (Continued)

UL20P Universal Life - Form UL20PFL

Benefits payable by this rider reduce the death benefit for the policy to which the rider is attached by the amount of the benefit received, and reduce other policy values (specified amount, death benefit amount, fund value, surrender value, net surrender value, policy debt, and surrender charge) by the same proportion that the death benefit is reduced.

Does not pay benefits during the first 6 rider months as a result of a pre-existing condition. A pre-existing condition is a condition for which:

1. symptoms existed within 6 months before the rider date; or
2. medical advice or treatment was recommended by or received from a physician or other member of the medical profession, acting within the scope of their license, within 6 months before the rider date.

Does not pay benefits for that portion of any day of services or charges which are:

1. caused by mental or nervous disorders without demonstrable organic disease (not including Alzheimer's Disease); or
2. caused by alcoholism or drug addiction; or
3. caused by illness, treatment or medical conditions arising out of:
  - (a) war or act of war (whether declared or undeclared); or
  - (b) participation in a felony, riot or insurrection; or
  - (c) service in the armed forces or units auxiliary thereto; or
  - (d) suicide (while sane or insane), attempted suicide or intentionally self-inflicted injury; or
4. for treatment provided in a government facility (unless otherwise required by law); services for which benefits are available under Medicare (or benefits would be available under Medicare except for the applicable deductibles or co-insurance requirements) or other governmental program (except Medicaid), any state or federal workers' compensation, employer's liability or occupational disease law, or any motor vehicle no-fault law; or
5. for care or services for which no charge is normally made to the insured; or
6. for care or services when the person performing the service is a family member; or
7. for care or services received outside the United States or its territories.

American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 50

**Policy Illustration Summary**

UL20P Universal Life - Form UL20PFL

*Premium class:*  
**Male**  
**Non-Tobacco**

*Interest and Cost Scenarios:*  
**Guaranteed**  
 4.000% interest rate and maximum charges  
**Midpoint**  
 Interest rate and charges halfway between current & guaranteed  
**Current**  
 4.500% interest rate and current charges  
 Today's current interest rate is 4.500%.

*This illustration presumes the non-guaranteed elements will continue as assumed for all years shown. This is not likely to occur, and actual results may be more or less favorable.*

Summary Year	4.000% Guaranteed	4.250% Non-Guaranteed Midpoint	4.500% Non-Guaranteed Current
<b>Year 5</b>			
Premium	\$1,181	\$1,181	\$1,181
Net Surr. Value	\$2,031	\$2,043	\$2,056
Death Benefit	\$45,595	\$45,595	\$45,595
<b>Year 10</b>			
Premium	\$1,181	\$1,181	\$1,181
Net Surr. Value	\$4,963	\$5,026	\$5,091
Death Benefit	\$45,595	\$45,595	\$45,595
<b>Year 20</b>			
Premium	\$1,181	\$1,181	\$1,181
Net Surr. Value	\$11,919	\$12,291	\$12,676
Death Benefit	\$45,595	\$45,595	\$45,595
Last Year of Death Benefit	39	41	45
<b>All Years - Total</b> Premium	\$46,075	\$48,437	\$53,163

I have received a copy of this illustration and understand that any non-guaranteed elements illustrated are subject to change and could be either higher or lower. The agent has told me they are not guaranteed.

\_\_\_\_\_  
Applicant

\_\_\_\_\_  
Date

I certify that this illustration has been presented to the applicant and that I have explained that any non-guaranteed elements illustrated are subject to change. I have made no statements that are inconsistent with the illustration.

\_\_\_\_\_  
Agent

\_\_\_\_\_  
Date

**THIS ILLUSTRATION IS NOT A POLICY CONTRACT.**

**American Heritage Life Insurance Company**

Designed for

**The City of Coral Gables**

Age: 50

**Life Insurance Policy Illustration**

UL20P Universal Life - Form UL20PFL

**Premium class:**  
**Male**  
**Non-Tobacco**

Mode: A = Annual; S = Semi-Annual; Q = Quarterly; M = Monthly;  
SM = Semi-Monthly; BW = Bi-Weekly; W = Weekly; N = Ninthly;  
T = Tenthly.

*Premiums are paid at the beginning of the period for the mode noted.*

*Values and benefits are as of the end of the year.*

*This illustration presumes the non-guaranteed elements will continue as assumed for all years shown. This is not likely to occur, and actual results may be more or less favorable.*

Age	End of Yr	Yearly Premium Outlay	Mode	4.000% Guaranteed		4.500% Non-Guaranteed Current	
				Net Surr. Value	Death Benefit	Net Surr. Value	Death Benefit
51	1	1,181	M	0	45,595	0	45,595
52	2	1,181	M	0	45,595	0	45,595
53	3	1,181	M	0	45,595	0	45,595
54	4	1,181	M	884	45,595	900	45,595
55	5	1,181	M	2,031	45,595	2,056	45,595
56	6	1,181	M	2,655	45,595	2,693	45,595
57	7	1,181	M	3,232	45,595	3,286	45,595
58	8	1,181	M	3,809	45,595	3,884	45,595
59	9	1,181	M	4,387	45,595	4,486	45,595
60	10	1,181	M	4,963	45,595	5,091	45,595
		11,814					
61	11	1,181	M	5,618	45,595	5,779	45,595
62	12	1,181	M	6,265	45,595	6,464	45,595
63	13	1,181	M	6,897	45,595	7,140	45,595
64	14	1,181	M	7,512	45,595	7,804	45,595
65	15	1,181	M	8,108	45,595	8,456	45,595
66	16	1,181	M	8,891	45,595	9,303	45,595
67	17	1,181	M	9,667	45,595	10,150	45,595
68	18	1,181	M	10,430	45,595	10,995	45,595
69	19	1,181	M	11,183	45,595	11,838	45,595
70	20	1,181	M	11,919	45,595	12,676	45,595
		23,628					
75	25	1,181	M	15,772	45,595	17,265	45,595
80	30	1,181	M	18,031	45,595	20,920	45,595
85	35	1,181	M	15,825	45,595	22,317	45,595
90	40	1,181	M	0	0	19,049	45,595
95	45	1,181	M	0	0	5,436	45,595
		53,163					



**American Heritage Life Insurance Company**

*Designed for*  
**The City of Coral Gables**  
 Age: 50

**Life Insurance Policy Outlays**  
 UL20P Universal Life - Form UL20PFL

<i>Premium class:</i> <b>Male</b> <b>Non-Tobacco</b>	<b>Policy Outlay</b>					<b>Guideline Premiums</b>				
	<b>End of Yr</b>	<b>Age</b>	<b>Premium Outlay</b>	<b>Partial Sur-render</b>	<b>Annual Loan</b>	<b>Single</b>	<b>Level</b>	<b>Total</b>	<b>7 Pay</b>	
<i>Premium payments can be increased up to the maximum limits in order to extend and increase benefits and values.</i>	1	51	1,181	0	0	15,243	1,239	15,243	2,721	
	2	52	1,181	0	0	0	1,239	15,243	2,721	
	3	53	1,181	0	0	0	1,239	15,243	2,721	
	4	54	1,181	0	0	0	1,239	15,243	2,721	
	5	55	1,181	0	0	0	1,239	15,243	2,721	
	6	56	1,181	0	0	0	1,239	15,243	2,721	
	7	57	1,181	0	0	0	1,239	15,243	2,721	
	8	58	1,181	0	0	0	1,239	15,243	0	
	9	59	1,181	0	0	0	1,239	15,243	0	
	10	60	1,181	0	0	0	1,239	15,243	0	
			<u>11,814</u>	<u>0</u>	<u>0</u>	<u>15,243</u>	<u>12,394</u>			
	11	61	1,181	0	0	0	1,239	15,243	0	
	12	62	1,181	0	0	0	1,239	15,243	0	
	13	63	1,181	0	0	0	1,239	16,112	0	
	14	64	1,181	0	0	0	1,239	17,351	0	
	15	65	1,181	0	0	0	1,239	18,590	0	
	16	66	1,181	0	0	0	1,239	19,830	0	
	17	67	1,181	0	0	0	1,239	21,069	0	
	18	68	1,181	0	0	0	1,239	22,308	0	
	19	69	1,181	0	0	0	1,239	23,548	0	
20	70	1,181	0	0	0	1,239	24,787	0		
		<u>23,628</u>	<u>0</u>	<u>0</u>	<u>15,243</u>	<u>24,787</u>				
25	75	1,181	0	0	0	1,239	30,984	0		
30	80	1,181	0	0	0	1,239	37,181	0		
35	85	1,181	0	0	0	1,239	43,378	0		
40	90	1,181	0	0	0	1,239	49,574	0		
45	95	1,181	0	0	0	1,239	55,771	0		
		<u>53,163</u>	<u>0</u>	<u>0</u>	<u>15,243</u>	<u>55,771</u>				

American Heritage Life Insurance Company

Designed for

The City of Coral Gables

Age: 50

**Important Notes**

UL20P Universal Life - Form UL20PFL

**Tax Guidelines**

In order to receive favorable tax treatment of distributions (including loans) under the Internal Revenue Code, a life insurance policy must satisfy a 7-Pay Premium limitation during the first 7 years and during 7 years after certain policy changes. Failure to satisfy this limitation would cause distributions to be taxable to the extent that there is a gain in the contract. In addition, there is a penalty of 10% of taxable income for distributions from such policies before age 59½ with certain exceptions. In any case, a gain in the contract is taxable upon full surrender of the policy.

Initial 7-Pay Premium:       \$2,721.00

Certain changes to the policy's benefits (whether illustrated or not) will alter the 7-pay premium limitation, and could cause the policy to lose its favorable tax status. Please consult your tax advisor for more information.

There is a limitation on the total premium paid for a policy based on the guideline premiums. The initial guideline premiums for this illustration are:

Guideline Single Premium: \$15,242.52

Guideline Level Premium:   \$1,239.36

These values may change for later years based on policy changes. The maximum premium limit is the greater of the guideline single premium and the sum of the guideline level premiums.

**How Loans Affect Interest Rates**

The current interest rate is only credited to fund value not represented by policy debt. The interest rate credited to fund value represented by policy debt is 4.000%. Policy debt is charged an interest rate of 8.000% in arrears.

# ***Employee Benefit Statements***

# **Employee Benefit Statements**

## **Uncovering the Hidden Paycheck**

Through employee benefit statements you can communicate to your employees the total benefits package, which can help uncover the "hidden paycheck," the extra dollars you may be spending on their behalf.

Doing this can work in your favor in three ways:

1. It gives your employees a view of their complete benefit package including the hidden benefits you provide which can allow them to see the additional dollars you are spending on their behalf.
2. It works to help you retain employees who may be on the verge of leaving for a few additional dollars in salary. Many employees do not think to check what additional benefits this prospective employer may be offering and actually end up making less because their hidden benefits do not add up.
3. It may actually save you more money by reducing your turnover costs.

<b>Paycheck</b>	<b>Value to Employee</b>
Employee Annual Salary	\$28,000
 <b>Hidden Paycheck</b>	
Social Security	\$2,142
Worker's Compensation	\$525
Unemployment	\$525
3 Week Vacation	\$1,615.60
7 Holidays	\$753.20
Subsidized Company Cafeteria (if applicable)	\$96.00
Group Term Insurance (2 X salary) \$56,000	
Amount Section 125 Qualified \$50,000	\$80.00
Dental (Heritage Choice Dental Policy)	\$276.00
Medical (Current plan being offered)	\$3,769.44
<b>Total Value of Benefits (Hidden Paycheck)</b>	<b>\$9,782.24</b>
Percentage of All "Hidden" Benefits from Annual Salary	34%
<b>Value of Total Benefits Package</b>	<b>\$37,782.24</b>

# ***Section 125***

## Section 125 – Premium Only

Under IRS Code Section 125, an eligible employee may pay for certain eligible expenditures with pre-tax dollars. How does this save money? Your employees have lower taxable income and pay less in federal, state and local income taxes. And you can realize significant savings through lower FICA and other applicable tax matching contributions. The more employees who enroll under Section 125, the more you save.

Eligible benefits include group health, group life (to \$50,000), cancer/specified disease, accident, critical illness, dental, supplemental health options policy (SHOP) and disability. Social Security, Federal and State Income Tax are reduced for employees. Employers save on matching FICA contributions.

Allstate Workplace Division has entered into an alliance with **Mayer Hoffman McCann L.C.** (MHM) for the administration of 125 Plans. MHM, a CPA firm based in Leawood, Kansas, has provided Section 125 support to insurance marketers and their clients on a nationwide basis for over ten years. Experienced and well respected in this field, MHM brings you the most complete Section 125 program available in today's marketplace. [www.125plan.com](http://www.125plan.com)

The **AWD/MHM Premium Only Plan Kit** (POP-Kit) is complete and simple to use and is **free** to clients of AWD. The client will receive:

- Signature-ready plan documentation including the Plan Document, Adoption Agreement, Summary Plan Description, Board of Directors Resolution, and Employee Forms.
- An informative two-part videotape that explains the benefits of a POP plan to the employer and employee.
- Toll-free technical and marketing assistance to help with plan installation and questions
- Assistance with plan discrimination issues and compliance support.
- Copy of IRC Section 125.

Under this program, MHM keeps the plan in full compliance with IRS regulations at a substantially reduced fee from similar services received from other professionals. The annual fee for this optional service is \$185 and includes:

- Toll-free Section 125 hot line.
- Annual plan updates.
- Assistance with plan discrimination issues and compliance report.
- Section 125 Communiqué newsletter.



**Allstate**

Workplace Division

# Section 125 – Flexible Spending Account

Under IRS Code Section 125, an eligible employee may pay for certain eligible expenditures with pre-tax dollars. Eligible benefits include group health, group life (to \$50,000), cancer/specified disease, accident, critical illness, dental, supplemental health options policy (SHOP) and disability, unreimbursed medical expenses and dependent/child care. Social Security, Federal and State Income Tax are reduced for employees. Employers save matching FICA contributions.

Allstate Workplace Division has entered into an alliance with Mayer Hoffman McCann L.C. (MHM) for the administration of 125 Plans. MHM, a CPA firm based in Leawood, Kansas, has provided Section 125 support to insurance marketers and their clients on a nationwide basis for over ten years. Experienced and well respected in this field, MHM brings you the most complete Section 125 program available in today's marketplace.

Clients may take advantage of the tax saving benefits of a Section 125 Unreimbursed Medical and Dependent Care Account. Each client enrolling in this service receives a binder that includes:

- Signature-ready documents including the Plan Document, Adoption Agreement, Summary Plan Description, Board of Directors Resolutions, and Employee Election Forms.
- Informative videotapes for communicating the benefits of the plan to employers and employees.
- Employee worksheets, payroll stuffers, and claim booklets.

## **FSA Administration includes:**

- Complete reimbursement flexibility.
- Employee statements – quarterly and eleventh month.
- Complete employer reports.
- Toll-free technical support.
- 24-hour toll-free telephone access to account information.
- Discrimination testing performed quarterly.
- Signature-ready preparation of IRS Form 5500.

Adoption of these plans requires a one-time set-up fee, monthly fee per participant in the plan (not per employee), and an annual compliance fee.

- New Plan Set-up Fee: \$400
- Participant Services: \$5 per month / participant
- Annual Plan Compliance: \$30 / month

## **Example of Savings**

The example below shows the hard dollars you and an employee can save with Section 125 qualified benefits.

### **EMPLOYER SAVINGS**

Average Employee Gross Monthly Salary:	\$3,000
Employer FICA Rate:	7.65%
Average Employee Section 125 Expenses:	\$300
Number of Payrolled Employees:	50
Monthly Employer Total FICA Savings	\$1,147.50
<b>Annual Savings: (monthly savings \$1,147.50 x 12) =</b>	<b>\$13,770.00</b>



## **AVERAGE EMPLOYEE PAYCHECK ANALYSIS**

	<b>Current</b>	<b>New</b>
Gross monthly salary	\$3,000	\$3,000
Avg. Employee Sec 125 Expenses:	\$0	\$300
Taxable Monthly salary	\$3,000	\$2,700
State and federal tax @ 28%	\$840	\$756
FICA tax @ 7.65%	\$230	\$207
Gross take-home pay	\$1,930	\$1,737
After-tax expenses	\$300	\$0
<u>Net take-home pay</u>	<u>\$1,630</u>	<u>\$1,737</u>
<b>Monthly employee increase in net pay received</b>		<b>\$107</b>

Many employees use a portion of their savings to pay premiums for voluntary insurance.



# ***Administration***



# Administration

Allstate Workplace Division's high level of service helps to make your job easier and more profitable.

## **Service-intensive administration support through Automated Workflow Distributor (AWD) internal system software**

- Paperless, scanning technology provides for efficient flow of new and existing business across multiple administrative departments, resulting in seamless interaction with you.

## **Policy issue standard of 5 days for complete applications**

- Policies can be mailed directly to you or directly to the employee, based on your preference.\*

## **Billings**

- All payroll deduction frequencies supported.
- Computerized list billing transmitted to employers at required intervals to coincide with payroll deduction frequency of participants.
- Language service provided for non-English and/or Spanish speaking insureds who need to communicate with a representative from the billing department.

## **Claims**

- Prompt turnaround on all complete supplemental health, life and disability income claims; claim checks can be mailed to the insured or to the agent for personal delivery.
- Individual disability claims are paid on an "anticipated date of return to work" basis, instead of filing a new claim each month.
- Registered nurses available to answer claimants' question.
- We "connect with your employer and employees" by sending the book *Chicken Soup for the Surviving Soul* to each first-time cancer claimant.

## **AWD Website – [allstateatwork.com](http://allstateatwork.com)**

- Gives you 24/7 access to information about Allstate Workplace Division
- Company information
- Products and service information
- Policyholder information and forms