

# Foresters BrightFuture Children's Whole Life Insurance

## Product Guide

This guide is for information purposes only and is intended to answer your questions and provide ideas to help you sell Foresters BrightFuture Children's Whole Life Insurance. Check Foresters Financial™ producer website ezbiz for other tools to support your learning needs. You must ensure that you correctly represent, to a customer or prospect, the product features based on the actual wording of the applicable certificate and riders for your state.

Products and features may not be available in all jurisdictions, availability may be modified from time to time, and certain restrictions may apply. Consult ezbiz for more detailed product information and up to date availability.

Foresters, its employees and life insurance representatives do not provide, on Foresters behalf, legal, tax, or estate planning advice. The information here reflects our understanding of current laws and regulations. Prospective purchasers should contact their own legal, tax, or estate planning advisors on their specific situations.

This document is intended for producer use only and should not be disclosed to the public. The information contained in this guide is general in nature and is subject to the applicable certificate and rider wording.

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## Product Description

Foresters BrightFuture Whole Life Insurance (BrightFuture) is a non-participating whole life insurance product that offers a guaranteed level premium, a guaranteed death benefit amount, and guaranteed cash value. It is available on a simplified issue basis; insurability depends on answers to medical and other application questions. The owner must be the parent, grandparent, or legal guardian of the proposed insured.

## Product Specifications

### Issue Ages

- 0 (15 days) to 17
- Age last birthday
- No future dating or backdating

### Minimum and Maximum Face Amounts and Premium Banding

Issue Age	Minimum	Maximum
0-4	\$5,000	\$75,000
5-9	\$5,000	\$75,000
10-14	\$5,000	\$75,000
15-17	\$5,000	\$75,000

### Underwriting Classifications

- By issue age
- Gender blended rates
- No distinction between tobacco and non-tobacco
- No substandard, temporary, or permanent flat extras

### Premium Modes, Modal Factors, and Minimum Premium

Premium Mode	Modal Factor	Minimum Premium
Monthly (PAC)	0.0875	No minimum premium
Quarterly	0.26	No minimum premium
Semi-Annual	0.51	No minimum premium
Annual	1.00	No minimum premium

### Certificate Fees

Premium Mode	Certificate Fee
Monthly (PAC)	\$1.05
Quarterly	\$3.12
Semi-Annual	\$6.12
Annual	\$12.00

### Premium Period

- 10-Pay
- Level Pay to Age 100

Note: Due to the limited pay period, the premium rates per thousand for the 10-pay option are higher.

## Premium Rates (per \$1,000 of death benefit)

Issue Age	10-Pay	Pay to 100
0 - 4	\$10.80	\$3.89
5 - 9	\$12.08	\$4.79
10 - 14	\$14.04	\$5.56
15 - 17	\$18.23	\$7.29

How to calculate modal premium:

1. Find the rate per thousand in the premium rate table
2. Multiply by the face amount per thousand
3. Add the annual certificate fee
4. Multiply by the modal factor for the premium amount

## 1035 Exchanges and Replacements

- 1035 exchanges are not allowed
- Replacements are allowed, subject to state replacement regulations

## Nonforfeiture Options

In the event a premium is not paid, the following non-forfeiture options are available:

- Cash Surrender
- Reduced Paid-up (RPU) subject to minimum of \$1,000
- Automatic Premium Loan (APL)

If the APL option is not chosen then the default is RPU, unless the cash surrender amount would purchase less than \$1,000 of face amount. In that situation, Foresters may surrender the certificate and payout the cash surrender value. If the owner elects APL Foresters will switch the payment mode to monthly (if the certificate is on another mode) should the certificate go onto APL.

## Cash Values

Cash values are guaranteed and are gender blended (except in Florida where they are gender distinct).

## Dividends

Dividends are not expected or anticipated to be paid by Foresters under any BrightFuture certificate.

## Illustrations

BrightFuture is a non-illustrated product.

## Loans

The Owner can take a loan out against the cash surrender value of the certificate.

- The certificate must be in effect and have a positive cash surrender value at the time of the loan.
- The loan amount requested will be adjusted if there is insufficient cash surrender value.
- The loan amount at any time is the balance of the unpaid amount(s) borrowed plus accrued interest.

## **Loan Interest**

Interest is charged daily at the current Foresters US variable loan rate.

## **Loan Repayment**

All or part of a certificate loan may be repaid at any time while the certificate is in effect. Repayments will reduce the loan amount.

The death benefit payable is reduced by the outstanding loan amount (and accrued interest). If the loan amount exceeds the cash value, the certificate will terminate. In this case, notification will be sent to the Owner. If the certificate terminates/lapses while there is a loan, the loan will be treated as a distribution from the certificate, and there may be tax consequences as a result.

## **Charity Benefit Provision**

The Charity Benefit provision is a contractual provision that is automatically included at no additional premium. When a claim is paid to the beneficiaries, Foresters will pay (up to a maximum of \$100,000) an additional 1% of the face amount to an accredited nonprofit organization as designated by the owner.

The designated charitable organization must be an accredited 501(c)(3) organization under the Internal Revenue Code and eligible to receive charitable contributions as defined in section 170(c) of that Code. The payment is made as a donation in the name of the insured. The payment is over and above the face amount; there is no decrease in the payment to the beneficiary(ies).

The owner designates the charity at the time of application, but can change the designation while the coverage is in force. However if no beneficiary is designated, then the benefit will not be paid. The donation is generally tax free.

## **Lapse and Grace Period**

A certificate will be pending lapse and enter a 31 day grace period if:

- There is a non-payment of premium when the premium is due.

The grace period allows additional time for the payment of sufficient premium to keep the insurance contract in force. If a sufficient amount is not paid within that grace period, the insurance contract will lapse. A notification will be sent to the owner and any assignee at least 31 days prior to lapse.

If, during the 31 day grace period, we receive notice that sufficient premium was not paid due to the death of the owner, then we will extend the grace period from 31 days to 90 days.

## **Reinstatement**

Foresters may approve the reinstatement of a lapsed certificate within three years of its lapse subject to:

- Evidence of insurability accepted by Foresters.
- Payment of the unpaid premiums since lapse, plus any debt existing on the lapse date, plus applicable interest.

Reinstatements not allowed if certificate terminated due to debt exceeding equity.

Interest on the unpaid premiums will not exceed 6.0%. Interest on a loan will not exceed Foresters variable loan rate in effect during reinstatement period.

## Riders

Unless otherwise specified, riders are automatically included (subject to state variations and approvals) for no additional premium (cost is included in basic certificate premium).

### Guaranteed Insurability Rider

Available On	Life Insured
Issue Ages	0-17
Description	Provides an opportunity to purchase additional life insurance on the life of the insured on an option date, by up to the rider benefit amount, without further evidence of insurability.
Scheduled Option Dates	Certificate anniversary on which the life insured is 25, 28, 31, 34, 37 and 40 years old. Special option dates include marriage, birth or adoption.
Benefit Amount	Lesser of Face Amount or \$50,000 per option.
Expiry Date	The certificate anniversary on which the insured is age 40.

### Common Carrier Accidental Death Rider

Available On	Life Insured
Issue Ages	0-17
Description	Provides additional coverage if the Insured dies within 180 days of an accidental bodily injury that occurred while riding as a fare paying passenger on a common carrier.
Issue Amount	Two times the face amount (death benefit is subject to a maximum of \$300,000 across all Foresters accidental death coverage).
Expiry Date	The certificate anniversary on which the insured is age 121.

### Family Health Benefit Rider

Available On	Life Insured
Issue Ages	0-17
Description	Provides benefits for qualified health situations for the insured and their immediate family of up to \$650 per person per incident with a lifetime family maximum of \$5,000, who have had to be transferred to a hospital in the Continental United States, Alaska or Hawaii by ambulance, visit the emergency room or stay in hospital as a result of the following: Earthquake, Hurricane, Tornado, Tsunami, Typhoon, Struck by lightning, Volcanic eruption.
Qualified Event and Amount	<ul style="list-style-type: none"> <li>• Ambulance Transportation: \$50</li> <li>• Hospital Emergency Room Examination: \$100</li> <li>• Hospital Stay: \$100/day (up to 5 days)</li> </ul>
Maximum Benefit Amount	\$650 per person, per incident with a lifetime family maximum of \$5,000.
Expiry Date	The certificate anniversary on which the insured is age 121.

## Accelerated Death Benefit Rider (For Terminal Illness)

Available On	Life Insured
Issue Ages	0-17
Description	Provides the owner an option of accelerating a portion of the eligible death benefit and receiving an accelerated death benefit payment if the Insured has a non-correctable illness or physical condition which is reasonably expected to result in death within 12 months of diagnosis.
Minimum Acceleration Amount	\$2,000
Maximum Acceleration Amount	Terminal Illness <ul style="list-style-type: none"> <li>• 95% of the eligible death benefit on the effective date of the accelerated payment due to terminal illness</li> <li>• One terminal illness payment is allowed – the rider will terminate after an ABR terminal illness payment</li> </ul>
Minimum Residual Base Face Amount	\$2,000
Payment Amount	If applicable, the payment will be <u>reduced</u> by any loan repayment, prorated based on the acceleration amount
Effect of Acceleration	ABR claim payment will reduce the face amount, cash value and loan amount (if any). The reduction to the face amount could be by more than the payment amount.  Any outstanding certificate loan will be reduced by the loan repayment amount that was subtracted from the acceleration amount. Receipt of an accelerated death benefit payment is intended to qualify for favorable tax treatment under the Internal Revenue Code (IRC). However, depending on individual circumstances or changes to the IRC, the payment may be taxable, and may affect eligibility for public assistance or benefits. Your client should consult a qualified tax advisor and applicable government agency before receiving an accelerated death benefit payment.
Expiry Date	The certificate anniversary on which the insured is age 121.

# Key Contact Information

## Illustration Software

Log into ezbiz to access mobile quick quotes.

## Sales Support

We answer your call...with a live voice. Foresters Sales Support Team is your first, direct, live point-of-contact for all of your pre-sales needs! Our informed professionals pick up when you call, and provide the friendly assistance you need.

We are here for you! Call us at 1-866-466-7166 Option #1, Monday to Friday from 8:30 am to 6:00 pm EST. Our knowledgeable Foresters sales team is standing by to support your business with:

- A "live voice" to answer all of your Foresters questions
- Sales ideas and solutions
- Foresters product training
- Illustration software and website support
- Advanced marketing concepts, materials and education
- A Single Point-of-Contact with Foresters

## Access to Your Business and Inquiries

Do you need to inquire about business you have recently submitted, or an existing inforce certificate? Visit our producer website ezbiz (foresters.com) for quick and easy 24 hour self-service options. Should you require additional assistance, please contact our Producer Support Line at 1-866-466-7166 Option #2 between Monday to Friday 8:00 am to 8:00 pm ET (department hours may vary).

## Marketing Support

Visit our producer website (foresters.com) for forms and marketing collateral. Here you will have the ability to download and/or order Foresters Sales Aids, which include: applications, product guides, consumer brochures, rate sheets, and advertising templates.

Up to a maximum of 50 forms can be ordered at a time. If you need to order more than the maximum allowed, please contact Sales Support to place your order.

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