

A PACKAGE DEAL IN ACTION

Case Study



Single working parent

A healthy 45-year-old male non-smoker is starting a new life path and would like to financially protect his two dependent children should the unexpected happen to him.



Assumptions

- **Short-term life insurance needs** covering mortgage and income replacement: \$350,000
- **Long-term life insurance needs** covering funeral costs and estate legacy: \$50,000
- **Health needs** covering costs associated with a critical illness: \$25,000
- **Disability needs** covering his mortgage payments in case of disability: \$1,500/month
- **Budget:** Under \$240 per month



His Advisor Recommends

- **Solution 20®:** \$350,000
- **EstateMax® 100:** \$50,000 (Enhanced Coverage dividend Option)
- **Empire Life CI Protect Plus® 75:** \$25,000
- **Return of Premium on Surrender or Maturity Benefit:** Added to his Empire Life CI Protect Plus 75 coverage
- **Empire Life Disability Credit Protect™ rider with a 24-month benefit period:** \$1,500/month maximum monthly benefit
- Total Initial Premium = **\$229.69 per month**

Male/45/Std NS	Monthly Cost
Solution 20 ¹ — \$350,000	\$53.24
EstateMax 100 ² — \$50,000 (total coverage)	\$65.27
Empire Life CI Protect Plus 75 — \$25,000	\$36.70
Return of Premium on Surrender or Maturity Benefit	\$25.70
Empire Life Disability Credit Protect rider (24-month benefit period) \$1,500 maximum monthly benefit	\$44.28
Policy Fee	\$4.50
Total Initial Monthly Premium	\$229.69

¹ Solution 20 figure reflects the initial monthly premium for the first 20 years only. Premiums increase on renewal.

² EstateMax 100 figure assumes maximum coverage using the Enhanced Coverage dividend option.





Continued Needs Option

After 20 years, the client's long-term and health needs remain. If his long-term needs have grown, he can elect to convert any part of his \$350,000 of Solution 20 coverage to permanent protection. When his Empire Life Disability Credit Protect rider coverage expires at age 65, he may decide to terminate his term coverage and continue his current EstateMax 100 and Empire Life CI Protect Plus protection and policy premiums will reduce to \$132.17 per month.



Exit Strategy Option

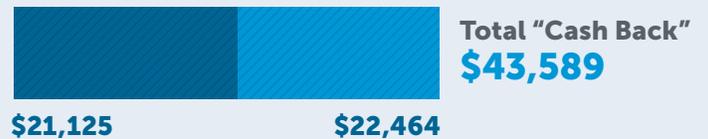
Reaching retirement, the client may no longer need insurance protection but may need cash. If so, he could surrender his policy and "cash out". If he surrenders the policy, he can get the cash surrender value (CSV) in his EstateMax 100 plan, which will not be less than the guaranteed CSV plus the Return of Premium on Surrender or Maturity (ROPS/M) value in his CI Protect Plus coverage, if no claims occurred³.

- Guaranteed CSV
- Guaranteed ROPS/M

At age 65



At age 75



No More Payment Option

In retirement, the client may want to leave a legacy for his children or grandchildren but doesn't want to pay insurance premiums anymore. When his Empire Life Disability Credit Protect coverage expires at age 65, he can convert his EstateMax 100 coverage to paid-up life insurance and surrender his Empire Life CI Protect Plus coverage and receive the Return of Premium on Surrender or Maturity value, if no claims occurred³.

- Projected Paid-Up Coverage
- Guaranteed ROPS/M

At age 65



At age 75



³ROPS/M benefit is available starting the later of the life insured's attained age 60 and the 15th policy anniversary. Limitations or exclusions may apply. Consult sample contract for more details.

Insurance premiums, guaranteed cash surrender values, return of premium values and paid-up values are based on available rates as of January 9, 2024 for the age, sex, smoker status and rating of the lives insured and the plans and coverage amounts shown. All values assume premiums are paid when due, no loans or claims are made and the current dividend scale is used to declare dividends every year up to the time of conversion. Projected paid-up values may be higher or lower depending on the actual dividends received, which are not guaranteed.

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