

## Universal Life Example Product Specification Sheet

Maturity Age: 100 (pays account value at maturity)

Minimum face amount: \$100,000

Issue ages: 20 – 70

All cash flows and calculations done on an annual basis

Expense charges:

- 3% of all premiums
- \$150 / yr for the 1<sup>st</sup> year
- \$50 / yr in renewal years
- COI rates vary by age, gender, rate class (smoker / non-smoker), not banded

Interest rates:

- 150 bp spread between earned rate and credited rate, not banded or tiered
- Minimum guaranteed rate is 3% (no other guarantees)
- Interest rate for discounting COI is 3%

Surrender charges are a percent of account value:

<u>Year</u>	<u>% of AV</u>
1	100
2	90
3	80
4	70
5	60
6	50
7	40
8	30
9	20
10	10
11+	0