



PRODUCT GUIDE

Sage Term

SagicorLifeUSA.com

Sagicor Life 

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DISCLOSURE: The information contained in this product guide is summary in nature and is subject to the applicable policy and rider terms. In order to obtain a complete understanding, please read the policy provisions carefully as this is not intended to be a substitute for the policy. Policy forms and riders may vary by state and may not be available in all states.

SAGE TERM

DESCRIPTION

After the initial term period, the Sage Term 10/15/20 Year Term Life Insurance (Sage Term) coverage offers renewable (1) year term periods until the policy anniversary following the year of the insured's 95th birthday.

ISSUE AGES (AGE OF LAST BIRTHDAY)

18 years to 75 years - 10 Year Term
(except Male Standard Tobacco)

18 years to 65 years - 10 Year Term
(Male Standard Tobacco)

18 years to 70 years - 15 Year Term

18 years to 65 years - 20 Year Term
(Non-Tobacco)

18 years to 55 years - 20 Year Term
(Tobacco)

DEATH BENEFIT/FACE AMOUNT BANDS (MINIMUM FACE AMOUNT IS \$50,000 - NO MAXIMUM)

- Band 1, \$50,000 - \$99,999
- Band 2, \$100,000 - \$249,999
- Band 3, \$250,000 - \$400,000
- Band 4, \$400,001 - \$999,999
- Band 5, \$1,000,000 and over (no maximum)

UNDERWRITING

Simplified Issue Application

Bands 1, 2 & 3 (ages 18 yrs - 65 yrs)

Risk Classes: Preferred Non-Tobacco, Standard Non-Tobacco, Rated Non-Tobacco, Preferred Tobacco and Standard Tobacco

Fully Underwritten Application

Bands 1, 2 & 3 (ages 66 yrs - 75 yrs) and

Bands 4 & 5 (ages 18 yrs - 75 yrs)

Risk Classes: Preferred Non-Tobacco, Standard Non-Tobacco, Preferred Tobacco and Standard Tobacco (substandard ratings up to table 8)

ANNUAL POLICY FEES

\$70 (spouse \$35 when written in conjunction with a spousal plan – 50% discount)

POLICY ISSUE DATES

1st - 28th

MODAL FACTORS

Annual	1.00
Semi Annual	0.52
Quarterly	0.265
Monthly Bank Draft	0.09

AVAILABLE RIDERS (RIDERS MAY VARY BY STATE AND ALL RIDERS MAY NOT BE AVAILABLE IN ALL STATES)

- Accelerated Benefit Rider - Terminal Condition or Nursing Home Confinement (inherent rider included in the premium at no additional cost)
- Accidental Death Benefit Rider (additional charge)
- Children's Term Rider¹ (additional charge)
- Waiver of Premium Rider (additional charge)

CONVERSION

Policy may be converted to any permanent life insurance policy being issued by the company for conversion without evidence of insurability. Conversion may occur at any time prior to the policy anniversary following the insured's 70th birthday.

Term Conversion credits are available in years 2 through 5 of the Sage Term policy and allows the owner to apply a percentage of their prior 12 months premiums towards the cost of any qualified permanent life insurance policy. Conversion credits only apply to a full conversion of the policy.

TERMINATION

Policy will terminate on the earliest of the following dates:

- The end of the grace period if the premiums remain unpaid; or
- the date the insured dies; or
- the end of the term period; or
- the date we receive a written request to cancel the policy; or
- the conversion date; or
- the exchange date.

ACCELERATED BENEFIT RIDER

Inherent rider, included at no additional cost. The cost of this rider is included in the policy premium. This rider advances a portion of the death benefit proceeds if eligibility requirements are satisfied for Terminal Condition or Nursing Home Confinement².

Terminal Condition

Terminal Condition, as defined in this rider, means that a licensed physician has certified in writing that the insured's imminent death is expected as a result of a non-correctable medical condition that with reasonable medical certainty will result in a drastically limited life span of 12 months or less.

Upon certification by a licensed physician, as defined in this rider, that the insured has been diagnosed with a terminal condition the owner may elect to accelerate any portion³ of the death benefit amount. An administrative fee⁴ will be deducted from the elected accelerated benefit amount and the remainder will be paid in a lump sum.

Nursing Home Confinement⁵ (available in the following states: AL, AR, AZ, CO, GA, HI, IA, ID, IL, IN, KS, KY, LA, MA, MD, MI, MN, MO, MS, NE, NC, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SC, TN, TX, UT, VA, WA, WI, WV and WY)(Policy Form#ICC146062)

Accelerated Benefit will be paid if the insured has been continuously confined to a nursing home facility for 90 days and is expected to remain confined until his or her death. Monthly payments will be made to the owner.

If the insured dies prior to all payments being made, the remaining payments will be paid to the beneficiary. If the insured is no longer confined to a nursing home facility and is alive, the accelerated benefit will continue until the end of the 5 year benefit period or the month anniversary following receipt of a cancellation request.

- Minimum Monthly Payment: \$250
- Maximum Monthly Payment: \$5,000
- Benefit Period: 5 Years

Nursing Home Confinement⁶ (available in the following states: CA, FL, DC, DE, MT, ND and SD)(Policy Form# ICC106002/6002)

Accelerated Benefit will be paid if the covered person has been continuously confined to a nursing home facility for 180 days and is expected to remain confined until his or her death. Monthly payments will be made to the owner.

If the covered person dies prior to all payments being made, the remaining payments will be paid to the beneficiary. If the covered person is no longer confined to a nursing home facility, the accelerated benefit payments will be discontinued. The benefit amount and premium will be reduced in proportion to the percentage of eligible proceeds remaining after the payments are stopped.

- Minimum Monthly Payment: \$200
- Maximum Monthly Payment: \$5,000
- Benefit Period: 5 Years

ACCIDENTAL DEATH BENEFIT RIDER

For an additional charge, this rider provides an additional death benefit if death is the result of a covered accident, as defined in the rider. The additional death benefit may be an amount up to the face amount of the base policy, not to exceed \$250,000.

- Issue Ages: 18 to 60 years (terminates at age 70)
- Minimum Accidental Death Benefit: \$50,000
- Maximum Accidental Death Benefit: The lesser of the base face amount or \$250,000
- Annual Premium Rate: \$1.32 per \$1,000

CHILDREN'S TERM RIDER¹

For an additional charge, this rider provides level term life insurance for all eligible children. At the end of the term period, the benefit may be converted to an eligible permanent policy for up to five times the original amount. The children's term rider is only available on the base policy and is not available on the spousal policy.

- Issue Ages: 15 days through 19 years (each child's coverage will terminate on the anniversary date following the earliest of the child's 25th birthday or the date of the child's marriage)
- Minimum Face Amount: \$2,000
- Maximum Face Amount: \$20,000
- Annual Premium Rate: \$5.76 per \$1,000
- Conversion Option Available

WAIVER OF PREMIUM RIDER

For an additional charge, this rider provides for the waiver of premiums due on the policy and any attached riders for as long as the insured meets the definition of totally disabled. However, premiums must continue to be paid for the policy and any attached riders until we receive proof of the claim in writing. When we receive proof, any premium paid that is eligible to be waived will be refunded.

- Issue Ages: 18 years to 55 years (terminates at age 60)



UNDERWRITING REQUIREMENTS

SIMPLIFIED ISSUE APPLICATION (BANDS 1, 2 & 3)

Face Amount	Ages 18 years - 65 years	Ages 66 years - 75 years
Band 1 \$50,000-\$99,999	A	N/A
Band 2 \$100,000-\$249,999	A	N/A
Band 3 \$250,000-\$400,000	A	N/A

FULLY UNDERWRITTEN APPLICATION (BANDS 1, 2, 3 & 4)

Face Amount	Ages 18 years - 65 years	Ages 66 years - 75 years
Band 1 \$50,000-\$99,999	N/A	B
Band 2 \$100,000-\$249,999	N/A	C
Band 3 \$250,000-\$400,000	N/A	C
Band 4 \$400,001-\$999,999	D	E

FULLY UNDERWRITTEN APPLICATION (BAND 5)

Face Amount	Ages 18 years - 50 years	Ages 51 years - 75 years
Band 5 \$1,000,000 and over	C	F

A – Simplified Issue e-Applications (Accelewriting® Process/ No Telephone Interview) MIB, Intelliscript, IAI, MVR or

Simplified Issue Paper Applications (telephone Interview through MRS) MIB, Intelliscript, IAI, MVR

B – Fully Underwritten Application, MIB, Intelliscript, IAI, APS, MVR

C – Fully Underwritten Application, MIB, Intelliscript, IAI, APS, Paramed Exam, HOS, BCP, MVR

D – Fully Underwritten Application, MIB, Intelliscript, IAI, Paramed Exam, HOS, BCP, MVR

E – Fully Underwritten Application, MIB, Intelliscript, IAI, APS, EKG⁷, Paramed Exam, HOS, BCP, MVR

F – Fully Underwritten Application, MIB, Intelliscript, IAI, APS, ICR, Medical Exam w/Blood, HOS & EKG, MVR

APS – Attending Physician’s Statement

BCP – Blood Chemistry Profile

EKG – Electrocardiogram

HOS – Home Office Specimen

IAI – Insurance Activity Index

ICR – Investigative Consumer Report

MIB – Medical Information Bureau

MRS – Management Research Services, Inc.

MVR – Motor Vehicle Record

UNDERWRITING PROCESSES AND GUIDELINES

Please refer to the Simplified Issue Underwriting and Medical Impairment Guide (Form 4396) for detailed information regarding Sagacor's underwriting processes and guidelines. If you need to schedule a telephone interview call Management Research Services, Inc. (MRS) toll-free at 866-664-0083.

FINANCIAL UNDERWRITING

Establishing the Economic Value of Human Life is an important part of the underwriting process. The following information will help you in preparing and presenting cases and will help us determine life insurance needs.

Required Financial Data

Financial information is required on applications with a face amount in excess of \$1,000,000. We may request financial information for smaller amounts. To expedite underwriting, some examples of helpful financial data are as follows:

Financial

- Signed Personal Balance Sheet
- Signed Financial Statements
- Signed Financial Questionnaire
- Audited Financials

Estate

- Estate Tax Calculations

Business

- Corporate Balance Sheets

APPROVED PARAMEDICAL COMPANIES

Sagicor will be responsible for ordering all medical requirements and will process the order within two business days of receiving the application. If the requirements are ordered by the producer, please indicate on the application the paramedical company and requirements ordered. Sagicor will follow up with the paramedical companies and the status will be provided on our website under pending policies.

APPS – AMERICAN PARA PROFESSIONAL SYSTEMS, INC.

800-727-2999
www.appsnational.com

EMSI – EXAMINATION MANAGEMENT SERVICES, INC.

800-872-3674
www.emsinet.com

EXAMONE

913-888-1770
www.examone.com

SUPERIOR MOBILE MEDICS

800-898-3926
www.superiormobilemedics.com

APPROVED LAB COMPANIES

CRL – CLINICAL REFERENCE LAB

800-882-1922
www.crlcorp.com

LABONE

913-888-1770
www.labone.com

DISCLOSURES

- 1 Only available under fully underwritten applications.
- 2 Not available in all states. State variations may apply.
- 3 Minimum benefit election: \$25,000. The maximum accelerated benefit amount is the lesser of 50% of the death benefit or \$300,000.
- 4 As defined in this rider, administrative fee means a onetime charge equaling the lesser of \$250 or the maximum allowed by law in the state in which this policy was issued.
- 5 If an insured has been confined to a nursing home for 90 consecutive days and is expected to remain confined until death, we will pay the lesser of 50% of the face amount of the policy or \$300,000 (in monthly installments).
- 6 If an insured is under age 91 and has less than 12 months to live (diagnosed by a licensed physician, as defined in this rider), we will pay the lesser of 50% of the face amount of the policy or \$300,000 (lump-sum payment). If an insured is at least 60 and has been confined to a nursing home for 180 consecutive days and is expected to remain confined until death, we will pay the lesser of 50% of the face amount of the policy or \$300,000 (in monthly installments).
- 7 EKG starting at \$500,000.

Policy forms and riders may vary by state and may not be available in all states.

Policy Forms: ICC101000/1000, ICC106001/6001, ICC106002/6002, ICC106003/6003, ICC106005/6005, ICC106014/6014, ICC106030/6030, ICC141015, ICC146062

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