

> Guaranteed Refund Option (GRO)

AN IMPORTANT FEATURE OF INCOME ADVANTAGESM IUL

With an Income Advantage IUL insurance policy, your clients get life insurance protection – and more. That “more” includes the potential to accumulate cash value that can be used for their future needs. Another benefit, included with all qualifying policies at no additional charge, is the Guaranteed Refund Option (GRO) rider.



You may wonder why clients even need a GRO rider, when most companies illustrate a projected 6 percent (or thereabouts) indexed interest crediting rate. And the fact is that if their policy received a consistent 6 percent indexed interest crediting rate, they wouldn't need a GRO rider since their cash accumulation value would garner significantly more than their premiums paid.

However, when the projected cash values aren't guaranteed, clients tend to be skeptical. Especially if projected cash values seem to be “too good to be true.” That's where the GRO rider comes in. It provides a **guarantee**, which offers clients reassurance.

The GRO rider provides an additional layer of protection – especially in an unpredictable market. Should the index not experience positive growth, the policyowner can surrender their policy during one of the seven 60-day windows and receive no less than their GRO rider amount – guaranteed!

THE GRO GUARANTEE

The GRO rider provides seven 60-day windows in which policyowners can surrender their policy and receive their paid premiums back – up to 50 percent at the end of year 15 and up to 100 percent at the end of years 20, 21, 22, 23, 24 and 25.*

A HIGHER COMFORT LEVEL

Your clients may ask what happens if they don't get a consistent 6 percent rate. One way to help comfort a client is by showing them interest rate scenarios with our IUL calculator at DiscoverIUL.com. This calculator illustrates how Income Advantage IUL's crediting strategies would have performed in a variety of past periods. Although past performance cannot be used to predict what will happen in the future, the calculator can help comfort a client regarding the crediting rates.

*The Guaranteed Refund Option rider is not available for substandard or tobacco cases under age 50 or for substandard tables 5 – 16 at ages 50 and above. In order to remain eligible for the rider, the client must continue to make their required premium payments as defined in the rider. The refund amount is capped at 50 percent of the policy's lowest specified amount and is reduced by any previous withdrawals and outstanding loans.