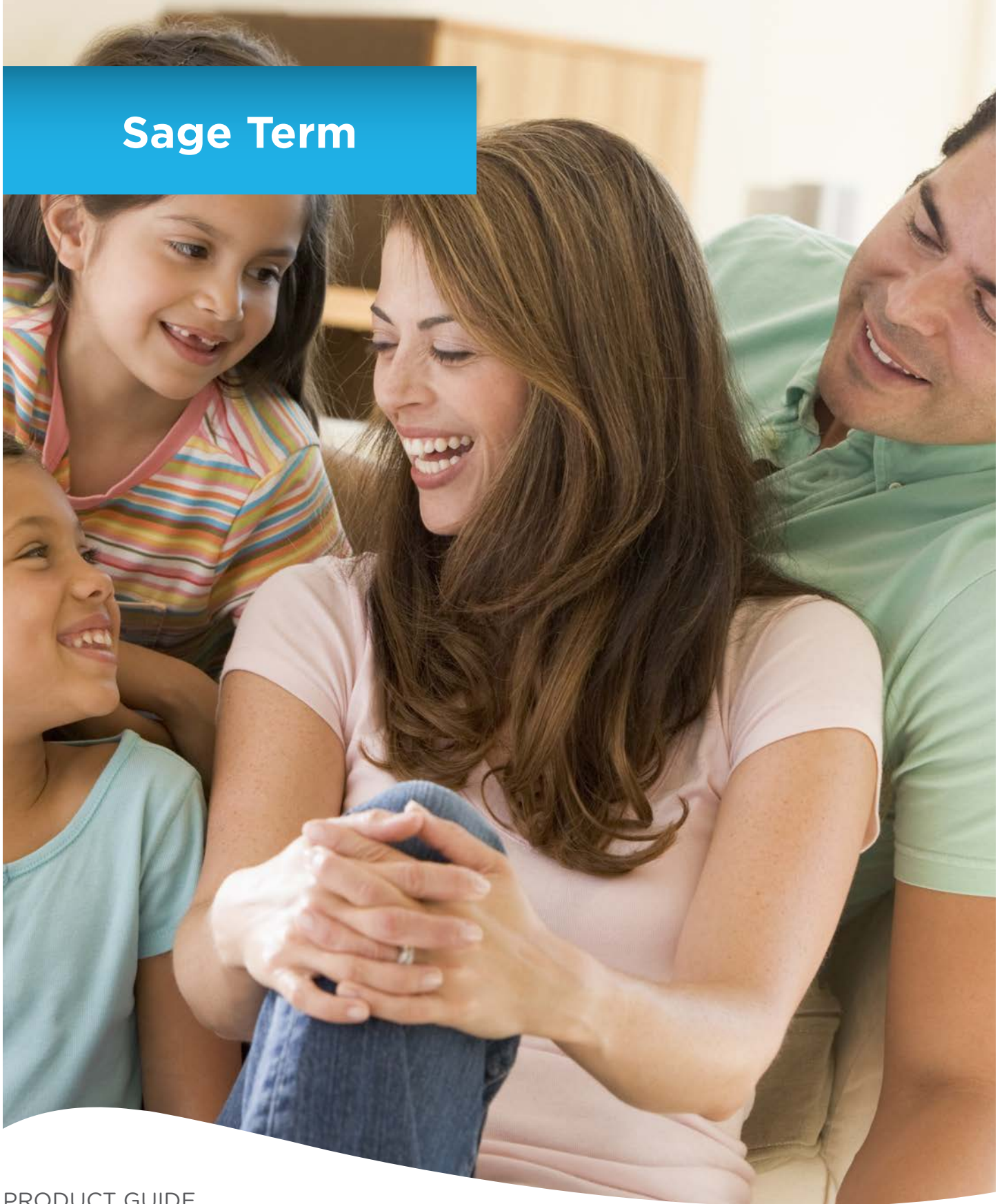


# Sage Term



PRODUCT GUIDE

## 10/15/20 Year Term Life Insurance

[SagikorLifeUSA.com](http://SagikorLifeUSA.com)

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**Sagikor**  
LIFE INSURANCE COMPANY

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**DISCLOSURE:** The information contained in this product guide is summary in nature. If you have questions about the policy and riders, please contact Sagcor's Producer Resource Center (PRC) at 888-724-4267 ext. 4680. Products issued by Sagcor Life Insurance Company. Not available in all states and variations may apply. Sagcor does not provide tax, legal or accounting advice. Home Office: Scottsdale, Arizona.

Policy Forms: 1000/1000FL, ICC096001/6001/6001CA/6001FL, 6002/6002FL/6002SD, ICC096003/6003/6003FL/6003SD, ICC096005/6005ND, 6014FL, ICC141015, ICC146062

## SAGE TERM PRODUCT DESCRIPTION

Sagicor Life Insurance Company's (Sagicor's) Sage Term Life Insurance offers affordable level premium term periods of 10, 15, and 20 years. After the initial term period, coverage becomes renewable annually until the insured's 95<sup>th</sup> birthday. Conversion to a permanent life policy is also available until the insured's 70<sup>th</sup> birthday. This product is available through Sagicor's Accelewriting® automated underwriting process and fully underwritten process for certain face amounts and ages.

## WHAT IS SAGICOR'S ACCELEWRITING® PROCESS?

Sagicor's Accelewriting® is an automated underwriting system that utilizes an eApplication. In most instances, Accelewriting® will provide an underwriting decision within minutes with no medical exams<sup>1</sup>, bodily fluids, Attending Physician's Statements (APS), or telephone interview required. In some cases, additional requirements may be requested. Policy eDelivery is available with Accelewriting®. Other policy issue ages and coverage amounts are available through the fully underwritten process.

## WHAT IS SAGICOR'S FULLY UNDERWRITTEN PROCESS?

Policy issue ages and coverage amounts outside the Accelewriting® limits are available through a fully underwritten process utilizing eApplication or paper application. Policy eDelivery is not available with the fully underwritten process.

## ISSUE AGES (AGE OF LAST BIRTHDAY)

18 years to 65 years - 20 Year Term (to age 55 for Tobacco)

18 years to 70 years - 15 Year Term

18 years to 75 years - 10 Year Term

## DEATH BENEFIT/FACE AMOUNT

Minimum Face Amount: \$50,000 (no maximum)

## POLICY FEE (NON-COMMISSIONABLE)

\$70 Annually/\$35 for a spousal policy

## POLICY ISSUE DATES

1<sup>st</sup> - 28<sup>th</sup>

## MODAL FACTORS

Annual	1.00
Semi Annual	0.52
Quarterly	0.265
Monthly Bank Draft	0.09

## CONVERSION

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

Term Conversion credits are available in years 2 through 5 and allows the owner to apply 100% of their prior 12 months' premium towards the cost of any eligible permanent life insurance policy. Conversion credits apply to full and partial policy conversions. Refer to form 4367 - Term Conversion Program located on Sagicor's Producer Portal for complete details.

## AVAILABLE RIDERS

### Inherent Rider

#### ACCELERATED BENEFIT INSURANCE RIDER

This inherent rider is included at no additional cost. The rider advances a portion of the death benefit proceeds if eligibility requirements are satisfied for a Terminal Condition or a Nursing Home Confinement. The minimum amount that may be accelerated is \$25,000 and the maximum amount is the lesser of \$300,000 or 50% of the death benefit. A one-time administrative fee, the lesser of \$250 or the maximum allowed by state law, will be deducted from the elected accelerated benefit amount.

##### **Terminal Condition**

Terminal Condition<sup>2</sup> means that the insured's death is expected within 12 months or less. The elected accelerated benefit amount will be paid in a lump sum.

##### **Nursing Home Confinement<sup>2,3</sup> (Policy Form# ICC146062)**

An 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 death. Monthly payments will be made to the owner.

If the insured dies prior to all payments being made, the death benefit will be adjusted to reflect the accelerated benefit paid and the remaining amount will be paid to the beneficiary as a lump sum or under an available income option. If the insured is no longer confined to a nursing home facility, 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 Confinement<sup>2,4</sup> (Policy Form# ICC106002/6002)**

An accelerated benefit will be paid if the insured has been continuously confined to a nursing home facility for 180 days and is expected to remain confined until death. Monthly payments will be made to the owner.

If the insured dies prior to all payments being made, the death benefit will be adjusted to reflect the accelerated benefit paid and the remaining amount will be paid to the beneficiary as a lump sum or under an available income option. If the insured is no longer confined to a nursing home facility, the accelerated benefit payments will be discontinued. The remaining accelerated benefit amount and premium will be reduced in proportion to the percentage of eligible term policy benefits remaining after the payments are stopped.

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

## Optional Riders

### ACCIDENTAL DEATH BENEFIT RIDER

For an additional charge, this rider provides an additional death benefit if death is the result of a covered accident.

- Issue Ages: 18 years 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
- Rider Charge: \$1.32 per \$1,000 annually

### CHILDREN'S TERM RIDER

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 a 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 25<sup>th</sup> birthday or the date of the child's marriage)
- Minimum Face Amount: \$2,000
- Maximum Face Amount: \$20,000
- Rider Charge: \$5.76 per \$1,000 annually
- 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.

- Issue Ages: 18 years to 55 years (terminates at age 60)
- Rider Charge: Annual rate per \$1,000 (see page 6)

**WAIVER OF PREMIUM CHART:**

Annual Rate Per Thousand of Base Policy Face Amount			
Issue Age	10 Year Term	15 Year Term	20 Year Term
18	0.13	0.14	0.15
19	0.13	0.14	0.15
20	0.13	0.14	0.15
21	0.13	0.14	0.15
22	0.13	0.14	0.15
23	0.13	0.14	0.15
24	0.13	0.14	0.15
25	0.13	0.14	0.15
26	0.13	0.14	0.15
27	0.13	0.14	0.15
28	0.13	0.14	0.15
29	0.13	0.145	0.16
30	0.13	0.145	0.16
31	0.13	0.145	0.16
32	0.13	0.15	0.17
33	0.13	0.15	0.17
34	0.14	0.16	0.18
35	0.14	0.165	0.19
36	0.15	0.18	0.20
37	0.17	0.195	0.22
38	0.18	0.205	0.23
39	0.20	0.225	0.25
40	0.24	0.26	0.28
41	0.26	0.28	0.30
42	0.31	0.33	0.35
43	0.35	0.37	0.39
44	0.39	0.41	0.43
45	0.44	0.465	0.49
46	0.52	0.545	0.57
47	0.60	0.63	0.66
48	0.72	0.75	0.78
49	0.85	0.885	0.92
50	1.00	1.045	1.09
51	1.19	1.245	1.30
52	1.42	1.485	1.55
53	1.69	1.765	1.84
54	1.97	2.06	2.15
55	2.29	2.395	2.50



## UNDERWRITING

### Accelewriting® (eApplication only)

- Issue Ages: 18 years to 45 years for face amounts of \$50,000 to \$1,000,000
- Issue Ages: 46 years to 55 years for face amount of \$50,000 to \$750,000
- Issue Ages: 56 years to 65 years for face amounts of \$50,000 to \$500,000
- Risk Classifications available: Preferred Plus Non-Tobacco, Preferred Non-Tobacco, Standard Non-Tobacco, Rated Non-Tobacco, Rated 2 Non-Tobacco<sup>5</sup>, Preferred Plus Tobacco, Preferred Tobacco, Standard Tobacco, Rated Tobacco<sup>5</sup> and Rated 2 Tobacco<sup>5</sup>

### Fully Underwritten (eApplication and paper applications available)

- Issue Ages: 18 years to 45 years for face amounts of \$1,000,001 or higher
- Issue Ages: 46 years to 55 years for face amount of \$750,001 or higher
- Issue Ages: 56 years to 65 years for face amounts of \$500,001 or higher
- Issue Ages: 66 years to 75 years for face amounts of \$50,000 or higher
- Risk Classifications available: Preferred Plus Non-Tobacco, Preferred Non-Tobacco, Standard Non-Tobacco, Preferred Plus Tobacco, Preferred Tobacco and Standard Tobacco (Substandard ratings up to Table 8)

## UNDERWRITING PROCESSES AND GUIDELINES

Please refer to the Accelewriting® Process Brochure for Sage Term (Form 4992) for complete and detailed information on Sagicor's underwriting processes and guidelines for this product. Underwriting guidelines include Financial Underwriting, Non-Medical Risks, Build Table, Risk Classes, Ineligible Prescription Drug Lists and Medical Impairments.

## 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. 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

## APPROVED LAB COMPANIES

### CRL – Clinical Reference Lab

800-882-1922  
www.crlcorp.com

### LabOne

913-888-1770  
www.labone.com

## UNDERWRITING REQUIREMENTS

### ACCELEWRITING® PROCESS

Face Amount	Ages 18 years - 65 years	Ages 66 years - 75 years
\$50,000 - \$99,999	A	N/A
\$100,000 - \$249,999	A	N/A
\$250,000 - \$500,000	A	N/A

Face Amount	Ages 18 years - 55 years	Ages 56 years - 75 years
\$500,001 - \$750,000	A (1)	N/A

Face Amount	Ages 18 years - 45 years	Ages 46 years - 75 years
\$750,001 - \$1,000,000	A (1)	N/A

### FULLY UNDERWRITTEN PROCESS

Face Amount	Ages 18 years - 65 years	Ages 66 years - 75 years
\$50,000 - \$99,999	N/A	B
\$100,000 - \$249,999	N/A	C
\$250,000 - \$500,000	N/A	C

Face Amount	Ages 18 years - 55 years	Ages 56 years - 75 years
\$500,001 - \$750,000	N/A	D

Face Amount	Ages 18 years - 45 years	Ages 46 years - 75 years
\$750,001 - \$1,000,000	N/A	E

Face Amount	Ages 18 years - 50 years	Ages 51 years - 75 years
\$1,000,001 or higher	F	G



## UNDERWRITING REQUIREMENTS (CONT'D)

- A** - Accelewriting® eApplication (Accelewriting® Process/No Telephone Interview), Pharm DB, MIB/IAI, Consumer Report, MVR
  - 1** - Amounts \$500,001 or higher may require additional requirements such as APS, Paramed Exam, HOS and BCP. If application is RTU, you will be notified by underwriting of any additional requirements.
- B** - Fully Underwritten eApplication/Paper Application, Pharm DB, MIB/IAI, MVR, APS
- C** - Fully Underwritten eApplication/Paper Application, Pharm DB, MIB/IAI, MVR, APS, Paramed Exam, HOS, BCP
- D** - Fully Underwritten eApplication/Paper Application, Pharm DB, MIB/IAI, MVR, APS, Paramed Exam, HOS, BCP, EKG<sup>6</sup>
- E** - Fully Underwritten eApplication/Paper Application, Pharm DB, MIB/IAI, MVR, APS, Paramed Exam, HOS, BCP, EKG<sup>6</sup>, ICR<sup>7</sup>
- F** - Fully Underwritten eApplication/Paper Application, Pharm DB, MIB/IAI, MVR, APS, Paramed Exam, HOS, BCP, ICR
- G** - Fully Underwritten eApplication/Paper Application, Pharm DB, MIB/IAI, MVR, APS, MD Exam, HOS, BCP, EKG, ICR

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

MVR - Motor Vehicle Record

RTU - Referred to Underwriting

Consumer Report - LexisNexis Risk Classifier

Pharm DB - Pharmaceutical Database

## FOOTNOTES

1. **No Medical Exam for Qualified Applicants:** All applicants must answer application health questions and undergo automated underwriting review. Depending on health answers, electronic report results, age, and amount of insurance applied for, an applicant may not receive an immediate decision, and a review of more information and/or a medical exam may be required to determine eligibility.
2. Not available in all states. State variations may apply.
3. 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.
4. Available in the following states: CA, FL, DC, DE, MT, ND and SD.
5. Only available when applicant is referred to underwriting (RTU) for the following face amounts and ages: \$500,001 to \$750,000 for ages 18 years to 55 years and \$750,001 to \$1,000,000 for ages 18 years to 45 years.
6. Electrocardiogram (EKG) required at age 66 and face amounts starting at \$500,001 or higher.
7. Investigative Consumer Report (ICR) required at \$1,000,000.

**SAGICOR LIFE INSURANCE COMPANY**

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