

DOUBLE DUTY PROTECTION



DON'T FEAR THE UNEXPECTED. PREPARE FOR IT.

Healthcare costs are among the biggest expenses people will deal with. That's why we're committed to helping clients prepare for every part of their futures, including the possibility of facing an unexpected illness. An emergency medical expense can drain the nest egg of even the most diligent saver.

Help clients protect their family and retirement savings, and give them solutions to secure what they value most. *Trendsetter® LB* provides death benefit protection combined with the ability to accelerate a portion of the policy's death benefit* if a client is diagnosed with a qualifying critical illness. It's cash when cash is needed most.

24%

of workers we surveyed said medical expenses were the reason they took a hardship withdrawal from their 401(k)s.¹

How it might work with a critical illness:

DALE, 40, PREFERRED NONSMOKER, MALE

- Buys a \$500K, 30-year *Trendsetter LB* policy
- At 45, Dale suffers a serious heart attack
- The impact on Dale's life's expectancy is severe
- Dale accelerates 90%, or \$450,000, of his death benefit

Premiums paid by Year 5 = **\$4,900**
(\$980 annual premium X 5 years)

Cash received from living benefits = **\$268, 219**

Death benefit remaining for family = **\$50,000**

Dale can use the money as he wishes, and he can leave his 401(k) and other savings to grow.

He could:

- Pay medical bills
- Pay his mortgage
- Replace income
- Fund his children's education
- Something else — it's his choice

*Benefits provided through the chronic and critical illness accelerated death benefit riders are subject to certain limitations and exclusions. Amounts payable under the riders vary based in part on the nature and severity of the Insured's health condition and the Insured's remaining life expectancy at the time of the acceleration as determined by the company. The actual benefit paid to the policy owner will be less than the amount that is accelerated because the amount is discounted to reflect early payment of the policy's death benefit. Administrative fees per request apply. Riders should not be the sole basis to purchase any life insurance policy. Benefits paid under accelerated death benefit riders will reduce the life insurance policy's death benefit. Consideration should be given to whether life insurance needs would still be met if rider benefits are paid out in full.

¹ "17th Annual Transamerica Retirement Survey," Transamerica Center For Retirement Studies," December 2016.



TRANSAMERICA®

CHRONIC ILLNESS PROTECTION

Paying for a chronic illness can quickly deplete savings, as well. Medical expenses are the leading cause of bankruptcy in the United States even though 78% of bankruptcy filers had some sort of medical insurance.²

Help your clients preserve their retirement savings in case they must face one of life's unpredictable challenges. Give them a financial safety net and income replacement when they need it most.

How it might work with a chronic illness.

DALE, 40, PREFERRED NONSMOKER, MALE

- Buys a \$500K, 30-year *Trendsetter LB* policy
- Dale suffers from rheumatoid arthritis (RA)
- When Dale is 55, his doctor certifies he's unable to perform two of six activities of daily living for 90 days
- The effects are determined to be severe

Premiums paid by 55 = **\$14,700** (\$980 X 15 years)

First death benefit acceleration = **\$120,000**

First annual cash benefit received = **\$81,482**

Death benefit remaining for family after first annual acceleration = **\$380,000**

May re-qualify annually up to the maximum lifetime acceleration of **90%** of the policy face amount, or **\$1,500,000** whichever is less.

Dale can use the money as he wishes, and he can leave his 401(k) and other savings to grow.

He could:

- Pay a home healthcare provider to help reduce family stress
- Customize his home to address mobility needs
- Cover medical bills
- Replace income
- Something else — it's his choice

62%

The percentage of bankruptcies in the U.S. that are attributable to medical expenses, making them the nation's biggest cause of bankruptcy.²

3 THINGS TO KNOW:

1. Be sure they know how much of the death benefit they lose upon acceleration compared to how much cash they will receive
2. Transamerica determines the amount available based on its assessment of the insured's life expectancy, the present value of the death benefit, future premiums payable, and an administrative charge
3. It's the client's choice to accelerate the face amount or retain the full death benefit

Contact your wholesaler to discuss ways your clients can prepare for future healthcare costs.

Have you seen [Transamerica.com/beyondinsurance](https://www.transamerica.com/beyondinsurance)? It's a site featuring free resources to help agents increase sales and engage with Transamerica. Visit today to access prospecting strategies, sales tools, and much more.

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² "Top 5 Reasons Why People Go Bankrupt," by Mark P. Cussen, Investopedia.com, Dec. 10, 2018.

Trendsetter® LB is a term life insurance policy, Policy Form ICC16 TL23 or TL23 issued by Transamerica Life Insurance Company, Cedar Rapids, IA. Premiums increase annually beginning in year 11 for the 10-year policy, in year 16 for the 15-year policy, in year 21 for the 20-year policy, in year 26 for the 25-year policy, and in year 31 for the 30-year policy. Policy form and number may vary, and this policy and riders may not be available in all jurisdictions. Insurance eligibility and premiums are subject to underwriting.

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