

Lifetime Mortgage Protection with MTL™ Non-Par Whole Life

Protect the Home. Preserve the Legacy.

A home is more than a house—it's where families grow, memories are made, and futures are built. Homeowners want confidence that if something happens to them, their loved ones will be able to remain in the place they call home. Mortgage protection helps make that promise a reality.

Life insurance is one of the most reliable ways to safeguard a family's home through mortgage protection. It can be used in a way to provide an immediate, tax-free benefit that can pay off or reduce the mortgage, providing financial stability during difficult times. Life insurance puts your clients in control of their funds, and whole life adds even more long-term value. With guaranteed lifetime coverage and growing cash value, life insurance plans can be tailored in a way to help meet mortgage needs today and continue to offer financial security long after the loan is paid off.

MTL™ Non-Par Whole Life offers a blend of guaranteed coverage, cash value growth, and customizable riders that can be used to meet mortgage protection needs, while also providing permanent insurance solutions.



Key Benefits for Homeowners

- **Guaranteed Death Benefit:** Provides a fixed payout that can be used to help cover the mortgage balance if chosen.
- **Level Premiums:** Predictable, budget-friendly premiums that never increase.
- **Cash Value Accumulation:** Can be accessed for emergencies or even used to pay down the mortgage.
- **Accelerated Death Benefit Rider:** Offers early access to funds in the event of a critical, chronic, or terminal illness.
- **No Surrender Charges:** Flexibility to adjust or access value without penalties.

Customizing the Policy to Help Meet Mortgage Protection Needs

- **Term Rider (10, 15, 20, or 30 years):** Boost coverage and minimize cost during peak mortgage years.
- **Waiver of Premium:** Maintains coverage even if the policyholder becomes disabled.
- **Accidental Death Benefit:** Adds additional protection for unexpected events.

Example Strategy

- Match the face amount to the mortgage balance.
- Select a term rider that aligns with the mortgage duration (e.g., 20 years).
- Treat cash value as a financial cushion/emergency fund.

Let's look at a scenario...



A 42-year-old male client wants to help protect his home mortgage in the amount of \$259,100, the national average mortgage for his age.* He is considering \$300,000 of coverage through either term or whole life insurance.

ILLUSTRATION COMPARISON:

Male 42, Standard Non-Tobacco, \$300K Death Benefit, 2-Year Waiver of Premium

SelecTerm 20—\$300K, 2-Year Waiver		MTL Non-Par Whole Life—\$300K (\$100K Base, \$200K 20-Year Term Rider, 2-Year Waiver)	
Monthly	\$76.91	\$169.49	Monthly
20-Year Outlay	\$18,458.40	\$40,677.60	20-Year Outlay
Cash Value Year 20	\$0	\$23,495.00	Cash Value Year 20
Total Net Cost	\$18,458.04	\$17,182.60	Total Net Cost
Death Benefit Year 21	\$0	\$59,700.00**	Death Benefit Year 21+

* Source: Kilroy, A. (2022, February 4). *Average mortgage balance by age*. SmartAsset. <https://smartasset.com/mortgage/average-mortgage-balance-by-age>

** After 20 years, the whole life policy transitions into a Reduced Paid-Up (RPU) plan. No further premiums are required, cash value continues to grow, and coverage remains in force—shifting naturally from mortgage protection to final expense coverage.

While term insurance alone can be a good solution in some situations, combining a permanent product with term riders offers more flexible lifetime insurance coverage and valuable peace of mind for your clients.

Let Pan-American Life help you and your clients reach your objectives!

Contact **Sales Development** today at **(800) 323-7320** or **SalesDevelopment@palig.com** for a customized solution to meet your client's needs.

Critical and chronic accelerated death benefit are not available in California.
Pan-American Life producers are prohibited from giving tax or legal advice. Your clients should consult with a tax or legal advisor of their choice.

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