



## A New, Patented Way to Extend Your Client's Term Life Policy

### Clients Who Qualify for Term LifeXtender™

- Have an active-term life policy with an option to convert to a universal life
- A minimum \$250,000 death benefit
- An insurance carrier rated A- or better by A.M. Best or an equivalent agency
- Have experienced a decline in health since their policy was issued
- Want or need to maintain life insurance coverage

### How Term LifeXtender™ Works

Term LifeXtender™ uses a proprietary pricing engine to develop a cost-effective extension for individual insureds.

### Here's How We Do It:

- The existing policy is converted to universal life.
- During the 5-10 year extension, TLE issues a split-dollar loan to the insured for the premiums.
- Proceeds from the split-dollar loan are paid directly to the issuer in a lump sum to cover the extension.

### What Your Client Can Expect?

- The client will pay an annual "term extension fee." This is typically up to 75% lower than the cost of conversion.
- If the policyholder dies during the "term extension period," the split-dollar loan is paid back from the death benefit.
- Their policyholder's beneficiary will receive the balance, typically 85-90% of the death benefit.

Contact us at 914-701-0300 or visit us online  
at [www.termlifextender.com](http://www.termlifextender.com)

**Term LifeXtender™**



## INCREASED HEALTH CARE COSTS

John is a 69-year-old man who purchased a \$750,000 term life policy almost 10 years ago.

Since he purchased the policy, his cardiovascular health deteriorated. Doctors installed four stents to increase circulation and avert the risk of coronary.

During the last 10 years, doctors also diagnosed him with kidney disease, which has remained stable since the diagnosis.

As his policy nears term, he is left with few options. He needs coverage, but he can't afford the premiums associated with term conversion.

**This is how Term LifeXtender™ helped him.**

**Term LifeXtender™**

### ABOUT THE INSURED

INSURED	69-Year Old Male
ORIGINAL POLICY	\$750,000, 10-year term
ORIGINAL RATING CLASS	Non-smoker plus
INSURED'S CURRENT HEALTH	Deteriorating heart condition
LEVEL PREMIUM TO AG4E 120	\$22,613

### TLE OPTION 1 (RIGHT TO KEEP POLICY)

10-YEAR EXTENSION FEE	\$10,927
5-YEAR EXTENSION FEE	\$6,035

### TLE OPTION 2 (NO RIGHT TO KEEP POLICY)

10-YEAR EXTENSION FEE	\$9,834
5-YEAR EXTENSION FEE	\$5,431

### AGENTS FEE

10-YEAR EXTENSION	\$18,151
5-YEAR EXTENSION	\$17,944

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## ESTATE PLANNING CHANGES

Tim is a widower with two children, both of whom recently had children. When he was 58, he purchased a term life policy to ensure his wife was taken care of.

Since then, Tim was diagnosed with late-stage prostate cancer and pulmonary embolism, both of which drained his available liquidity.

He's afraid that, without a life insurance policy, he will leave his children and grandchildren burdened by debt.

Tim originally looked into converting his term life policy to UL, but the term conversion was cost-prohibitive. A new term policy costs nearly as much.

**Here's how Term LifeXtender™ helped Tim:**

**Term LifeXtender™**

### ABOUT THE INSURED

INSURED	67-Year Old Male
ORIGINAL POLICY	\$1,000,000, 10-year term Life
ORIGINAL RATING CLASS	Preferred Best
INSURED'S CURRENT HEALTH	Prostate Cancer with Spread. Pulmonary Embolism.
LEVEL PREMIUM TO AG4E 120	\$22,947

### TLE OPTION 1 (RIGHT TO KEEP POLICY)

10-YEAR EXTENSION FEE	\$11,778
5-YEAR EXTENSION FEE	\$8,250

### TLE OPTION 2 (NO RIGHT TO KEEP POLICY)

10-YEAR EXTENSION FEE	\$10,601
5-YEAR EXTENSION FEE	\$6,223

### AGENTS FEE

10-YEAR EXTENSION	\$19,294
5-YEAR EXTENSION	\$19,294

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## TERM POLICY CONVERSION

Ed is a 75-year-old man who was rated preferred plus when he purchased his term life policy nearly 20 years ago. He purchased the policy to protect his wife, their children, and their grandchildren's financial future.

Since then, he has been diagnosed with cancer. After aggressive treatment, his doctors declared him in remission.

He hadn't thought about that until he looked at converting his term life policy and saw the astronomical conversion premium.

Despite being wealthy, Ed simply does not have the liquidity for the protection his family would rely on...

**Until he found Term LifeXtender™.**

**Term LifeXtender™**

### ABOUT THE INSURED

INSURED	75-Year Old Male
ORIGINAL POLICY	\$3,000,000, 20-year term
ORIGINAL RATING CLASS	Preferred Plus
INSURED'S CURRENT HEALTH	Cancer survivor. In Remission.
LEVEL PREMIUM TO AG4E 120	\$134,625

### TLE OPTION 1 (RIGHT TO KEEP POLICY)

10-YEAR EXTENSION FEE	\$60,472
5-YEAR EXTENSION FEE	\$21,952

### TLE OPTION 2 (NO RIGHT TO KEEP POLICY)

10-YEAR EXTENSION FEE	\$54,761
5-YEAR EXTENSION FEE	\$19,757

### AGENTS FEE

10-YEAR EXTENSION	\$76,950
5-YEAR EXTENSION	\$74,340

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