

# Mortgage Protection for Less



Life insurance is about protection, and can even help cover mortgage debt. But instead of simply matching a term policy with the amount and duration of the mortgage, consider this example which shows how Protective Custom Choice UL can offer even more flexibility.

### TYPICAL 30-YEAR TERM STRATEGY

LEGAL & GENERAL OPTERM			
YEAR	MORTGAGE	DEATH BENEFIT	ANNUAL PREMIUM
1	\$375,000	\$375,000	\$427
5	\$339,178	\$375,000	\$427
10	\$295,440	\$375,000	\$427
15	\$242,036	\$375,000	\$427
20	\$176,829	\$375,000	\$427
25	\$97,212	\$375,000	\$427
30	\$0	\$375,000	\$427
31	\$0	\$375,000	\$13,928
<b>CUMULATIVE PREMIUM (years 1-30)</b>			<b>\$12,810</b>

Assumes Male, Age 35, Preferred Non-Tobacco

### MORE FLEXIBLE 20-YEAR UNIVERSAL LIFE STRATEGY

PROTECTIVE CUSTOM CHOICE UL			
YEAR	MORTGAGE	DEATH BENEFIT	ANNUAL PREMIUM
1	\$375,000	\$500,000	\$331
5	\$339,178	\$500,000	\$331
10	\$295,440	\$500,000	\$331
15	\$242,036	\$500,000	\$331
20	\$176,829	\$500,000	\$331
25	\$97,212	\$110,680	\$331
30	\$0	\$59,964	\$331
31	\$0	\$54,110	\$331
<b>CUMULATIVE PREMIUM (years 1-30)</b>			<b>\$9,930</b>

For less premium, the client gets \$125,000 extra death benefit to cover his mortgage plus more to leave for his loved ones.

When the death benefit begins to decrease after year 20, the amount could still cover outstanding mortgage debt.

This strategy costs 22% less over time than the traditional term approach.

Data for product and company comparison is based on a basic policy comparison of Protective Custom Choice UL to Legal and General's product with level premiums for 30 years. This is based on information publicly available from the company which is believed to be current as of August 2016 and is subject to change. Mortgage of \$375k at 4% APR for 30 years.



Additional Information on Reverse Side.

# Change your approach, and sell what matters!

Provide your clients with more coverage for less money, and help them tailor a life insurance strategy providing mortgage loan protection for loved ones. For more information contact the Life Department at Underwriters Marketing Service: 800-524-1774

\*After the initial benefit period ends, the guaranteed death benefit will begin to decrease while the premium payment remains level. The death benefit amount will decrease each year until it reaches the minimum of \$10,000. At that point, premiums will increase each year.

This case study is hypothetical and for illustrative purposes only. Each individual situation will be different based on the age, sex and health status of the insured. Different planned premium frequencies will require different total annual premium amounts. More frequent planned premiums will typically require higher premium payments to be made.

Lapse protection guarantees the policy death benefit for the duration of the guarantee and does not cover cash or surrender value. Loans, withdrawals, and other policy and premium changes will affect the cost and length of protection. Failure to make premium payments as planned may cause the policy to lose lapse protection, and premiums required to restore it could be significantly higher. Refer to the policy and endorsements for complete terms, conditions and limitations.

Protective Custom Choice UL (UL-22) is a universal life insurance policy issued by Protective Life Insurance Company, Birmingham, AL. Policy form numbers, product features and availability may vary by state. Consult policies for benefits, riders, limitations and exclusions. Subject to underwriting. Up to a two-year contestable and suicide period. Benefits adjusted for misstatements of age or sex. In Montana, unisex rates apply.

All payments and all guarantees are subject to the claims-paying ability of Protective Life Insurance Company.



[www.myprotective.com](http://www.myprotective.com)

Not a Deposit	Not Insured By Any Federal Government Agency
No Bank or Credit Union Guarantee	Not FDIC/NCUA Insured