

**Life Insurance**

# **AGENT'S GUIDE TO WHOLE LIFE INSURANCE**

Guaranteed Whole Life Level Pay, 10 Pay and Paid up at 65

Policy Form CLI-155

Guaranteed Whole Life Single Pay

Policy Form CLI-156



## **Table of Contents**

Introduction.....	2
Product features .....	2
Optional benefit riders .....	3
Underwriting classifications .....	4
Underwriting requirements .....	4
Underwriting class criteria .....	5
Substandard cases .....	6
Tobacco and marijuana usage .....	6



## GUARANTEED WHOLE LIFE\*

Guaranteed Whole Life offers clients continuous protection and a guaranteed death benefit with four payment options.

### Features include:

- Paid-Up Life Insurance Rider increases the death benefit and cash value through the purchase of additional paid-up life insurance
- Level-pay, 10-pay, single-pay and Paid Up at 65 premium options
- Tax-deferred cash value accumulation
- Permanent coverage that can never be canceled, provided premiums are paid when due
- Various optional benefit riders to tailor the plan to suit your clients' individual needs

Use Guaranteed Whole Life to provide liquidity to cover estate settlement expenses, to convert current term insurance to a guaranteed, permanent plan or to provide guaranteed cash value and death benefit to fund future business needs.

### Product features

- Issue ages:**
- Level-pay: 0-85 years
  - 10-pay: 0-80 years
  - Single-pay: 0-85 years
  - Paid Up at 65: 0-54 years

Based on the applicant's actual age versus nearest age.

**Maturity age:** 121

**Minimum specified amount:** \$10,000

**Band ranges:** \$10,000-\$99,999  
\$100,000 and above

**Annual policy fee:** \$50 (fully commissionable)

**Modal factors:** .515 Semiannual  
.265 Quarterly  
.088 Monthly EFT\*  
.088 List bill

\* Available in most states.

\* \$10 minimum modal premium.

## Optional benefit riders\*

### Accelerated Benefit Rider (CLI-680-CV)

- Allows advanced payment of the death benefit if the insured has been diagnosed by a physician with a terminal illness or has been confined continuously for 90 days in a nursing home and is reasonably expected to remain there for the duration of the insured's life
- Maximum lifetime benefit available is the lesser of 50% of the death benefit or \$250,000
- Minimum benefit that can be advanced is \$2,500
- One advanced payment allowed per calendar year
- Available on all plans at no charge
- Cannot be combined with Chronic Illness and Terminal Illness Accelerated Benefit Rider
- Issue ages: 15 days-85 years

### Chronic Illness and Terminal Illness Accelerated Benefit Rider (CLI-681-WL)

- Allows advanced payment of a portion of the death benefit if the insured is:
  - diagnosed by a licensed health care practitioner as being chronically ill within the preceding 12 months, OR
  - diagnosed by a physician with a terminal illness that is reasonably expected to result in death within 24 months
- One advanced payment allowed per calendar year
- Minimum benefit that can be advanced is \$10,000
- Maximum lifetime benefit available is the lesser of \$1,000,000 and the policy death benefit minus \$10,000
- Available on all plans at issue only
- Cannot be combined with Accelerated Benefit Rider
- Not available above Table 2
- Minimum specified amount: \$100,000
- Issue ages: 15 days-70 years

### Children's Term Life Insurance Rider (CLI-671)

- Term insurance for insured's children who qualify for coverage. Covers any child, stepchild or legally adopted child from 15 days after birth until the policy anniversary nearest each child's 25<sup>th</sup> birthday. After the date of application, it includes any child born to the insured or legally adopted by the insured who is less than 19 years of age. The benefit is limited to 50% if the covered child dies on or prior to the child's first birthday
- Provides conversion opportunity for covered children at the policy anniversary date nearest each child's 25<sup>th</sup> birthday for up to five times the death benefit of the in-force rider
- Rider converts to paid-up term insurance if death of the insured occurs prior to the anniversary nearest the covered child's 25<sup>th</sup> birthday
- Eligible child's issue ages: 15 days-18 years
- Issue amounts and premiums:
  - \$10,000 – \$30 annual premium
  - \$20,000 – \$60 annual premium
- Available on Level-pay and Paid Up at 65
- Issue ages: 18-60 years

### Paid-Up Life Insurance Rider (CLI-682)

- Increases the death benefit and cash value through the purchase of additional paid-up life insurance
- Minimum benefit amount: Base policy benefit plus rider benefit must be equal to or greater than \$100,000
- Available on Level-pay, 10-pay and Paid Up at 65
- Not available above Table 4
- Issue ages: 0-85 years

### Accidental Death Benefit Rider (01901)

- In the event of accidental bodily injury, this rider pays an additional death benefit amount for deaths that occur within 120 days after the injury
- Available on Level-pay and Paid Up at 65
- Issue limits: \$10,000-\$500,000 (not to exceed face amount of base policy)
- Male rates apply in Montana, regardless of gender
- Issue ages: 1-60 years

\*Available in most states.

## Optional benefit riders\* (cont'd)

### Insured Insurability Rider (01903)

- Guarantees the option to purchase additional amounts of insurance on future option dates without providing evidence of insurability
- Exercisable at ages 22, 25, 28, 31, 34, 37 and 40 years
- Alternate option dates include the purchase of a home, marriage of the insured, and birth or legal adoption of a child
- Issue limits: \$10,000-\$25,000 (not to exceed face amount of base policy)
- Available on Level-pay and Paid Up at 65
- Male rates apply in Montana, regardless of gender
- Issue ages: 15 days-37 years

### Disability Waiver of Premium Rider (01900)

- After four consecutive months of total disability, this benefit waives the premium of the policy during the total disability of the primary insured
- Available on Level-pay and Paid Up at 65
- Male rates apply in Montana, regardless of gender
- Issue ages: 15-60 years

## Underwriting classifications

### \$100,000 and above

Preferred Plus, Preferred, Standard Plus, Standard Nonsmoker, Preferred Smoker, Standard Smoker

### \$10,000-\$99,999

Standard Nonsmoker, Standard Smoker

## Class comparison based on multi-carrier software

Cincinnati Life	Compulife	iPipeline	VitalQuote
Preferred Plus	Preferred Plus Non-Smoker	Preferred Best Non-Tobacco	Super Preferred Non-Tobacco
Preferred	Preferred Non-Smoker	Preferred Non-Tobacco	Preferred Plus Non-Tobacco and Preferred Non-Tobacco
Standard Plus	Regular Plus Non-Smoker	Standard Plus Non-Tobacco	Standard Plus Non-Tobacco
Standard Nonsmoker	Regular Non-Smoker	Standard Non-Tobacco	Standard Non-Tobacco and Tobacco Non-Cigarette
Preferred Smoker	Preferred Smoker	Preferred Tobacco	Preferred Smoker and Standard Plus Smoker
Standard Smoker	Regular Smoker	Standard Tobacco	Standard Smoker

\*Available in most states

## Medical underwriting requirements

(All requirements are subject to underwriter discretion.)

Specified amounts applied for and already in force with Cincinnati Life	Ages 18-40	Ages 41-50	Ages 51-60	Ages 61-69	Ages 70-above
Through \$99,999	A	A	A	C	C
\$100,000 - \$249,999	B	B	B	D	E
\$250,000 - \$500,000	B	B	D	D	E
\$500,001 - \$2,999,999	D	D	D	D	F
\$3,000,000	D	D	D	E	F
\$3,000,001 - \$5,000,000	G	G	G	H	I
\$5,000,001 - \$10,000,000	G	G	H	H	I
\$10,000,001 and above	G	H	H	H	I

Ages 0 through 17 are all nonmedical, subject to special request by the underwriter. Teleunderwriting Lite applications are not appropriate for these ages.

Key
A. Nonmedical - medical history completed by agent (No Lite applications)
B. Amplified nonmedical exam, blood profile, urinalysis
C. Paramedic exam, urinalysis
D. Paramedic exam, blood profile, urinalysis
E. Paramedic exam, blood profile, urinalysis, EKG
F. Paramedic exam, blood profile, urinalysis, EKG, mature assessment*
G. Paramedic exam, blood profile, urinalysis, telephone inspection report
H. Paramedic exam, blood profile, urinalysis, EKG, telephone inspection report
I. Paramedic exam, blood profile, urinalysis, EKG, telephone inspection report, mature assessment*

\*Mature assessment must be completed by APPS or ExamOne

## Underwriting class criteria

	Preferred Plus	Preferred
<b>Tobacco</b>	No use in 5 years, urine negative Celebratory cigar*	No use in 3 years, urine negative Celebratory cigar*
<b>Cholesterol</b>	Total not > 240 Chol/HDL ratio 4.5 or less	Total not > 250 Chol/HDL ratio 5.0 or less
<b>Blood pressure</b>	Currently controlled and average reading in last 2 years (including treatment) does not exceed: 135/85 through age 60 145/85 age 61+	Currently controlled and average reading in last 2 years (including treatment) does not exceed: 140/85 through age 60 150/90 age 61+
<b>Personal history</b>	No cardiovascular disease or cancer history except basal cell and/or superficial squamous cell skin cancer	No cardiovascular disease or cancer history except basal cell and/or superficial squamous cell skin cancer
<b>Family history</b>	No cardiovascular or cancer death of a parent or sibling prior to 60  Disregard gender-specific cancers of the opposite sex, except breast cancer	No more than 1 cardiovascular or cancer death in a parent prior to 60  Disregard gender-specific cancers of the opposite sex, except breast cancer
<b>Residence</b>	Permanent resident of U.S. for at least 3 years	Permanent resident of U.S. for at least 1 year
<b>Avocations (hazardous)</b>	None – recreational SCUBA up to depths of 75 feet is acceptable	Available if no flat extra premium would be required and not hazardous
<b>Aviation</b>	Pilot and crew members on regularly scheduled passenger flights on major airlines with exclusion rider  Private pilot with exclusion rider	Pilot and crew members on regularly scheduled passenger flights on major airlines  Private pilot with exclusion rider
<b>Motor Vehicle History</b>	No more than 2 moving violations in 5 years; and no DUI, reckless operation, revocation or suspension in last 5 years	No DUI, reckless operation, revocation or suspension in last 5 years
<b>Alcohol/substance abuse</b>	No history of, or treatment for, alcohol or substance abuse	No history of, or treatment for, alcohol or substance abuse
<b>Impairments</b>	No diseases, disorders or activities that would affect mortality	No diseases, disorders or activities that would affect mortality

\* See Celebratory cigar on Page 7.

## Build chart

Maximum weights for Preferred Plus, Preferred and Standard Plus

Standard Plus	
No cigarette use within 1 year; some tobacco users may qualify	
Total not > 280 Chol/HDL ratio 6.0 or less	
Currently controlled and average reading in last 2 years (including treatment) does not exceed: 140/90 through age 60 150/90 age 61+	
No ratable impairment or cancer history except basal cell and/or superficial squamous cell skin cancer	
No specific criteria	
Permanent resident of U.S. for at least 1 year	
May have flat extra	
Major airlines only, private aviation with flat extra or exclusion rider	
No DUI, reckless operation, revocation, suspension in last 3 years	
No history of, or treatment for, alcohol or substance abuse	
No diseases, disorders or activities that would affect mortality	

Height	Weight					
	Male			Female		
Ft. In.	Pfd+	Pfd	Std+	Pfd+	Pfd	Std+
4 8	126	137	145	123	134	141
4 9	131	142	150	127	139	146
4 10	136	147	155	132	144	151
4 11	141	153	161	137	149	157
5 0	146	158	166	142	154	162
5 1	150	163	172	147	159	167
5 2	155	168	177	151	163	173
5 3	160	173	183	156	168	178
5 4	164	178	188	161	173	183
5 5	169	183	194	165	178	189
5 6	174	188	200	170	183	195
5 7	179	193	206	175	188	200
5 8	184	199	211	180	194	206
5 9	189	204	217	185	199	211
5 10	195	210	223	190	205	217
5 11	200	215	229	195	210	222
6 0	205	221	235	200	216	228
6 1	211	227	241	206	222	234
6 2	217	234	248	211	229	240
6 3	222	240	255	217	235	246
6 4	228	246	261	223	242	253
6 5	234	253	268	229	248	259
6 6	240	260	275	235	255	265
6 7	245	266	282	241	261	272

## Underwriting class criteria (cont'd)

### Standard Nonsmoker, Preferred Smoker and Standard Smoker

As with Preferred Plus, Preferred and Standard Plus the above classifications are based on:

- Tobacco (users of e-cigarettes are considered the same as a cigarette user)
  - Standard Nonsmoker: Includes some tobacco (except cigarette) users who do not fit Standard Plus criteria.
  - Preferred Smoker (\$100,000 and above): Includes some tobacco users who do not fit Standard Nonsmoker criteria. **Smoking tobacco users applying for Preferred Smoker must:**
    - ▶ Meet Preferred medical requirements
    - ▶ Fit Preferred criteria, including Preferred Build Chart
  - Standard Smoker: Includes most cigarette users, past cigarette users still dependent on a nicotine substitute and other tobacco users who do not fit Preferred Smoker criteria.
- Other medical/nonmedical factors, such as the Preferred criteria listed on page 8-9

### Build chart

Maximum weights of both male and female for Standard Nonsmoker and Standard Smoker

Height	Weight	Height	Weight
4' 8"	165	5' 8"	243
4' 9"	171	5' 9"	250
4' 10"	177	5' 10"	258
4' 11"	183	5' 11"	265
5' 0"	189	6' 0"	273
5' 1"	196	6' 1"	280
5' 2"	202	6' 2"	288
5' 3"	209	6' 3"	296
5' 4"	215	6' 4"	304
5' 5"	222	6' 5"	312
5' 6"	229	6' 6"	320
5' 7"	236	6' 7"	328

Weights that exceed the corresponding heights **may** be subject to an additional premium charge. Contact underwriting for more information.

## Substandard Cases

You may write substandard cases using the Standard Nonsmoker and Standard Smoker classifications.

Avocations may warrant a flat extra premium on an otherwise Standard Plus risk.

### Tobacco and marijuana usage

Use the following to help determine which underwriting class applies to your clients who use tobacco or marijuana products.

#### Non-smoking tobacco

- Smokeless tobacco, chewing tobacco, dip, snuff
- Cigar
- Pipe
- Urine specimen may be positive for nicotine
- Tobacco use must be reported on initial application

#### Smoking tobacco

- Cigarettes
- E-cigarettes, vape
- Hookah
- Nicotine substitute, such as gum, patch and others

Underwriting Classes	Non-smoking Tobacco Users	Smoking Tobacco Users
Preferred Plus	No use for five years Celebratory cigar allowed	No use for five years
Preferred	No use for three years Celebratory cigar allowed	No use for three years
Standard Plus	Eligible	No use for one year
Standard NS	Eligible	No use for one year
Preferred SM	Not eligible	Eligible
Standard SM	Not eligible	Eligible

### Celebratory cigar

Preferred Plus and Preferred consideration is available for applicants who meet all outlined class criteria, but smoke no more than six cigars per year. Urine specimen must be negative for nicotine.

### Marijuana

- Smoking
- Edibles
- All other derivatives

These guidelines apply to ages 25 and above, with individual consideration available for ages 21-24 and assumes none of these exist:

- ADHD, anxiety disorder, depression or other psychiatric condition
- Asthma or COPD
- Adverse driving record
- Aviation
- Other illicit drug use, alcohol abuse or opioid use

Marijuana Use		
Underwriting Classes	Type	Frequency of Use
Preferred Plus	Inhaled/Edibles	2 times per month or less
Standard Plus	Inhaled/Edibles	3-8 times per month
Standard Nonsmoker	Inhaled/Edibles	9-12 times per month
Standard Nonsmoker Table 2 and up	Edibles	13 times per month or more*
Standard Smoker Table 2 and up	Inhaled	
Decline	Inhaled/Edibles	Daily use

\*For Type, if use includes both inhalation and edibles then refer to Inhaled.

- **Medical Marijuana Use** – Class based upon medical history. Use nonsmoker classes unless Type is inhaled and frequency is 13 or more times per month, then use smoker classes.
- **Automatic decline** – Marijuana users under the age of 21



This is not a policy. For a complete statement of the coverages and exclusions, please see the policy contract. All applicants are subject to underwriting approval. Products and riders available in most states.

Do not reproduce, post online or otherwise reuse this work, in whole or in part, without written permission. © 2024 The Cincinnati Life Insurance Company. 6200 S. Gilmore Road, Fairfield, OH 45014-5141. Mailing Address: P.O. Box 145496, Cincinnati, OH 45250-5496.