

EVERYTHING BUT ONE-SIZE-FITS-ALL

TRANSAMERICA LIFETIMESM
WHOLE LIFE INSURANCE



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TRANSAMERICA[®]

Insurance / Investments / Retirement

A NEW, GUARANTEED SOLUTION YOU'RE GOING TO LOVE

*Transamerica Lifetime*SM is all about guarantees:¹ guaranteed cash value, guaranteed level premiums, and a guaranteed level death benefit. It works for clients who want more than what some guaranteed universal life policies can offer. And it provides protection for life² — whether your clients live to age 85, 105, or even longer.

But what makes our offering so special? *Transamerica Lifetime* is a solution with a variety of riders to address different needs. Because clients who buy permanent life insurance for legacy or final expense purposes may also have a need for supplemental term life insurance to help replace income or provide mortgage protection. And as clients age, having living benefit riders available may provide additional peace of mind.

***Transamerica Lifetime* is all about guarantees: Guaranteed cash value, guaranteed level premiums, and a guaranteed level death benefit.**

ADDITIONAL LOW-COST PROTECTION

In addition to providing guaranteed permanent life insurance protection, *Transamerica Lifetime* offers a fully commissionable, term rider option. It's available in 10-, 20-, or 30-year term periods to assist your clients in meeting their short or long term protection needs.³ Think of it as two life insurance policies in one.

EXAMPLE ONE*

At age 45, Chris, a successful high-tech entrepreneur, purchases permanent lifetime insurance. Knowing he is going to retire in 10 years, he also needs temporary life insurance protection to ensure business needs are still met if he passes away.



Base Policy: \$500,000 Permanent, Guaranteed *Transamerica Lifetime*, Preferred Elite Risk Class

- Annual Lifetime premium payments of \$7,520
- Fully commissionable

Additional Protection: \$1,000,000 10-Year Term Rider, Preferred Elite Risk Class

- Annual premium: \$490⁴
- Lower than competitor standalone policies for this scenario
- Fully commissionable

* Rates accurate as of March 16, 2020

Chris' *Transamerica Lifetime* term rider is lower than the lowest competitor's stand-alone term policy.

CARRIER	Transamerica <i>Trendsetter[®] Super</i>	Lincoln TermAccel	North American Classic Term	Lincoln LifeElement SM	Protective Life Classic Choice Term	Pacific Life PL Promise Term	Nationwide YourLife SM GLT
ANNUAL TERM PREMIUM**	\$490³	\$545	\$545	\$552	\$553	\$553	\$555

Age 45, Best Class male, 10-year term rates accurate as of March 16, 2020

Source: Compulife[®] is a registered trademark of Compulife Software, Inc.

EXAMPLE TWO*

David is a 55-year-old nonsmoker and plans to retire at age 65. He decides to purchase permanent lifetime insurance, but only wants to make premium payments for 10 years. He also wants 10 years of term insurance to help cover his grandchildren's educational needs if he passes before retiring.



Base Policy: \$90,000 permanent, guaranteed *Transamerica Lifetime*, nontobacco

- Annual premium for 10 years = \$7,188.60
- Fully commissionable

* Rates accurate as of March 16, 2020

CARRIER	Transamerica <i>Trendsetter® Super</i>	Protective Life Classic Choice	Lincoln TermAccel	Pacific Life PL Promise Term	Protective Life Custom Choice	Banner OPTerm	Nationwide YourLife SM GLT
ANNUAL TERM PREMIUM**	\$423⁴	\$439	\$442	\$442	\$461	\$467	\$468

Age 55, Best Class male, 10-year term rates accurate as of March 16, 2020
Source: Compulife® is a registered trademark of Compulife Software, Inc.

EXTRA PROTECTION WITH LIVING BENEFIT RIDERS

Transamerica Lifetime is designed to improve your clients' quality of life by providing protection from the financial distress of an unexpected injury or illness. At no additional direct cost,⁵ it offers living benefit riders for chronic, critical, and terminal illness.

Chronic and Critical Accelerated Death Benefits are only available on policies of \$100,000 or more, and must be elected at the time of issue.⁶ However, conversion from a Transamerica term product with living benefits to *Transamerica Lifetime* does not require a \$100,000 minimum face amount. This means your clients get to keep their living benefits on their new whole life policy. The sum of all living benefit rider coverage under all Transamerica policies cannot exceed \$1.5 million.

How it might work with a critical illness:

EXAMPLE THREE*

Sarah is a successful, 45-year old CEO who purchased a *Transamerica Lifetime* policy and opted for the chronic, critical, and terminal living benefit riders.

Unfortunately for Sarah, she has a severe heart attack at age 70. Her doctor reported that this resulted in an 80% reduction in her life expectancy. Luckily, Sarah was able to accelerate a portion of her policy's death benefit to use the money as she wished. This allowed her to focus on her recovery and not on paying bills.



Sarah, 45, Preferred Elite: \$500,000 *Transamerica Lifetime*

- Annual Lifetime premium payments of \$6,795
- Fully commissionable
- Accelerates 90%, or \$450,000, of her death benefit
- Cash received from Critical Illness Rider = \$331,915
- Death benefit remaining for family = \$50,000⁴

* Rates accurate as of March 16, 2020

Medical costs are the number one reason people file for bankruptcy.⁷ As life expectancy increases, living benefits could become even more important.

WHY TRANSAMERICA?

No one can predict the future, but Transamerica can help you and your clients prepare for it. Not only do we offer competitively-priced solutions, but with no medical exams required for policies less than \$2 million,⁸ iGO e-App[®], and *Express Protect Underwriting*SM, policies can often be issued quickly and easily. *Transamerica Lifetime* is available for policy amounts of \$25,000-\$2,000,000.

For more information about *Transamerica Lifetime*, including the complete selection of riders, please contact your Regional Vice President or the sales desk.



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Call Your Sales Desk

¹ Guarantees are based on the claims paying ability of the issuing company.

² Maturity date - attained age 121.

³ The term rider can only be up to three times the base policy death benefit (e.g., a \$100,000 base policy death benefit can have up to a \$300,000 term rider for a total of \$400,000).

⁴ This rate does not include a \$30 policy fee. It is waived when purchased as a term rider.

⁵ An administrative charge will apply if an acceleration of the death benefit is made and the request is approved.

⁶ If Chronic and Critical Illness living benefit riders are selected, the case is not eligible for an immediate, point of sale decision. However, the case could still qualify for fluidless acceleration.

⁷ "This Is The Thing Most Likely To Cause You Financial Ruin," MarketWatch, February 2019.

⁸ For certain age and face amounts.

** These comparisons are not a comprehensive analysis and they do not account for possible advantages or disadvantage of the policies compared. Competitors' premiums have been obtained from publicly available sources and are believed to be accurate as of January 27, 2020

Benefits provided through the critical, chronic, and terminal illness accelerated death benefit riders are subject to certain limitations and exclusions and may not be available in all jurisdictions. Benefits paid under accelerated death benefit riders will reduce the life insurance policy's death benefit and policy value. Administrative fees per request apply. Riders should not be the sole basis to purchase any life insurance policy. For complete details, including the terms and conditions of each rider and exact coverage provided, please refer to the individual riders.

Riders and benefits have specific limitations, may incur additional costs, and may not be available in all jurisdictions. For complete details, including charges, terms and conditions of each rider and exact coverage provided.

Not available in New York.

*Transamerica Lifetime*SM is a whole life insurance policy issued by Transamerica Life Insurance Company, Cedar Rapids, IA. Policy Form No. ICC19 TPWL121C-1018. Policy form and number may vary, and this product may not be available in all jurisdictions. Insurance eligibility and premiums are subject to underwriting.

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