



National Life
Group®
Experience Life®



The Executive MultiLife Program

PROTECTING YOUR KEY PEOPLE

Improving...
The Business
You Own

The Impact
on Your
Key People

The Impact
on Your
Personal Life

You and your Key People are likely the most important assets of your business. It may be hard to think of people as assets – but it's true.

In fact, did you know:

- Business Succession plans should consider the consequence of the loss of non owner Key People.
- The loss of a Key Person, particularly an owner, may cause current loans and lines of credit to be called.
- New credit requests may be denied or come with adverse terms.
- Losing a Key Person may concern current clients enough to cause them to move their business.
- Potential new clients may not reach out due to the disruption following the departure of a Key Person.
- You may be faced with additional costs in recruiting and training to replace the person who has left – which may be difficult if there is a reduction in cash flow.

Products issued by

National Life Insurance Company® | Life Insurance Company of the Southwest®

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No bank or credit union guarantee | Not a deposit | Not FDIC/NCUA insured | May lose value | Not insured by any federal or state government agency

Guarantees are dependent upon the claims-paying ability of the issuing company.

Why do Key People leave?

There are any number of situations, some which may be preventable, others not. This includes:

- The death or disability of the Key Person
- Retirement
- Termination due to cause
- Leaving to join a competitor or open up their own business
- Relocation

So, what can you do?

There are solutions that can provide the business with an income tax free death benefit that gives the business funds to survive the initial period of loss.

There are also other benefit solutions that can help you keep your Key People in place and productive.

If you are considering any of these programs but are holding back because funding solutions may seem burdensome, there may be programs that help overcome those issues.

If you have 10+ Key People (which may include yourself and the other owners of the business) who will participate in the program and you will use life insurance as a funding vehicle – then you should consider our Executive MultiLife Program for Key People.

The Executive MultiLife Program allows our flagship products to be offered through a streamlined underwriting process where you may receive permanent life insurance based on a Guaranteed Issue or Simplified Issue basis.

If your group qualifies for one of our streamlined underwriting programs, that means no doctors appointments, no fluids, and no long delays.

There are, as you'd expect, certain qualifications and rules that apply. We'd be happy to fill you in on all the details. For instance, the General Guidelines for both Guaranteed Issue (GI) and Simplified Issue (SI) cases are:

- 1. Participating Employees:** The insureds must be select professionals, executives or senior management in white collar occupations.
- 2. Employment Status:** Employed full-time and actively at work in an employer/employee relationship.
- 3. Employee Income:** Earning a minimum of \$100,000 a year in W-2 or K-1 income.
- 4. Age of Insureds:** For GI – Maximum age of 65 with a weighted average age of 55 or under. (We will consider cases involving insureds to age 70 based on the plan design). For SI – Maximum age of 70.
- 5. Program Design:** A benefit formula must drive the premium or death benefit. The formula may be based on the premium to be paid, death benefit to be purchased, or a % of the participant's salary. We will also consider tiered formulas.
- 6. Plan Participation:** Employer sponsored plan which requires 100% of eligible employees to participate¹.
- 7. Employer Requirements:** Financially sound business with a strong profit history.
- 8. Other Insured Requirements:** US citizen or Permanent Resident.

We are here to help if...

- You want to conquer the time and knowledge challenge involved in identifying potential liabilities upon the departure of a Key Person
- You want to review the programs available for business succession, executive benefits or qualified plans
- You want to understand the different underwriting programs that may be available to you – including guaranteed or simplified issue life insurance.

1. Voluntary plans require that only 70% of eligible employees participate.