



National Life Group®



A CLOSER LOOK

# BasicSecure: Meet Ted

“I’ve always had life insurance as a benefit of being a federal employee. But as I approach retirement, I need a permanent solution since my current coverage will begin to reduce once I turn 65 unless I pay an extra premium to keep it.”

## Background:

<b>Age</b>	60
<b>Occupation</b>	Federal Government Employee
<b>Status</b>	Widowed with 3 adult children, 2 of whom he helps support financially
<b>Situation</b>	Currently enrolled in the Federal Employee Group Life Insurance (FEGLI), which will be reduced once Ted turns 65. Since he still has financial obligations with a mortgage and two children, he needs a more permanent solution that he can keep in retirement.

## Ted's Needs:

Ted still plans to have multiple responsibilities as he approaches retirement age. In addition to his mortgage, he has two active college bound children. In addition, Ted would like to leave something behind for them when he’s gone so keeping his money safe from market volatility is key. While he identifies as a no-frills type, having dependable interest crediting to his cash value and access to multiple riders to customize his policy is appealing. He will be able to contribute more to his policy when both of his kids are out of college in ten years.

## Goals:

- Replace the FEGLI coverage, which would be an increased expense over his current premium to maintain into retirement\*
- Switch to permanent protection so that he can have peace of mind as he prepares for retirement
- Continue with no-frills coverage that can be designed to meet a variety of budgets.

One Insurance Policy Does All of These:

BasicSecure Fixed Universal Life

Products issued by

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

\*FEGLI coverage requirements must be met at retirement age, at which time the insured has the option to cancel, reduce or maintain coverage. There is a larger extra premium for maintaining coverage, however, some coverage can be continued by retirees at no cost. OPM.gov, Federal Employees' Group Life Insurance Handbook, June 2019.

National Life Group® is a trade name of National Life Insurance Company (NLIC), Montpelier, VT, Life Insurance Company of the Southwest (LSW), Addison, TX and their affiliates. Each company of National Life Group is solely responsible for its own financial condition and contractual obligations. Life Insurance Company of the Southwest is not an authorized insurer in New York and does not conduct insurance business in New York. National Life Group and its agents are neither endorsed by nor affiliated with any government agency.

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



## Ted's Solution:

## BasicSecure Fixed Universal Life Insurance

Ted worked with his financial professional and decided to purchase a BasicSecure policy with monthly premiums designed to meet his budget. The death benefit will replace the coverage that he currently has with his FEGLI policy, and he feels good about finding a solution with additional features, such as:

- Cash value at a guaranteed fixed interest rate and unaffected by markets
- The potential to accumulate even more cash value with an accumulated value enhancement of 0.35% starting in the sixth policy year
- The Additional Protection Benefit Rider which provides extra death benefit protection.



**Simple permanent life insurance protection**



**Cash accumulation growth potential without market exposure**



**Optional riders<sup>1</sup> to help customize his protection**

## BasicSecure Fixed Universal Life Insurance — Getting Back to Basics

This is a hypothetical example and is not the story of an actual client

<sup>1</sup> Riders are optional, may require additional premiums, and may not be available in all states.

NL BasicSecure Universal Life Insurance, form series 20680(0120) / ICC20-20680(0120) and the Additional Protection Benefit rider, form series 20414(0616)/ICC16-20414(0616), are underwritten by National Life Insurance Company. BasicSecure Universal Life Insurance, form series 20684(0120) / ICC20-20684(0120) and the Additional Protection Benefit rider, form series 20418(0616)/ICC16-20418(0616), are underwritten by Life Insurance Company of the Southwest.