



# Financial Protection

For Agent Use Only. Not for Solicitation Purposes.

### **RELI EXCHANGE**

**Formerly** 



altruis benefit consulting

Accident | Hospital Indemnity | Critical Illness | Whole Life | Term Life | LTD/STD



### It's easy to promise great service. We deliver it.

We check all the right boxes because we know that even the smallest details can make a big difference. We're driven to do the little things right because it helps us deliver what matters most to our customers, like providing valuable coverage, quickly paying claims and being there to answer questions. From the moment you start working with us, we're focused on providing you and your clients with the support you deserve. Here's how we're working to enhance the insurance experience.

#### Averages for Q2 2025 Accident, Critical Illness & Hospital Indemnity Insurance

- Policies issued in less than 1 day\*
- Approved claims paid in less than 1 day

#### **Long Term Care Insurance**

- Policies issued in less than 1 day\*
- Approved claims paid in less than 1 day

#### Service to Agents & Policyholders

### PROACTIVELY GUIDING YOU AND YOUR CLIENTS TO SMARTER, BETTER HEALTHCARESM



Protect Your Finances



Provide for the unexpected



Plan for the future

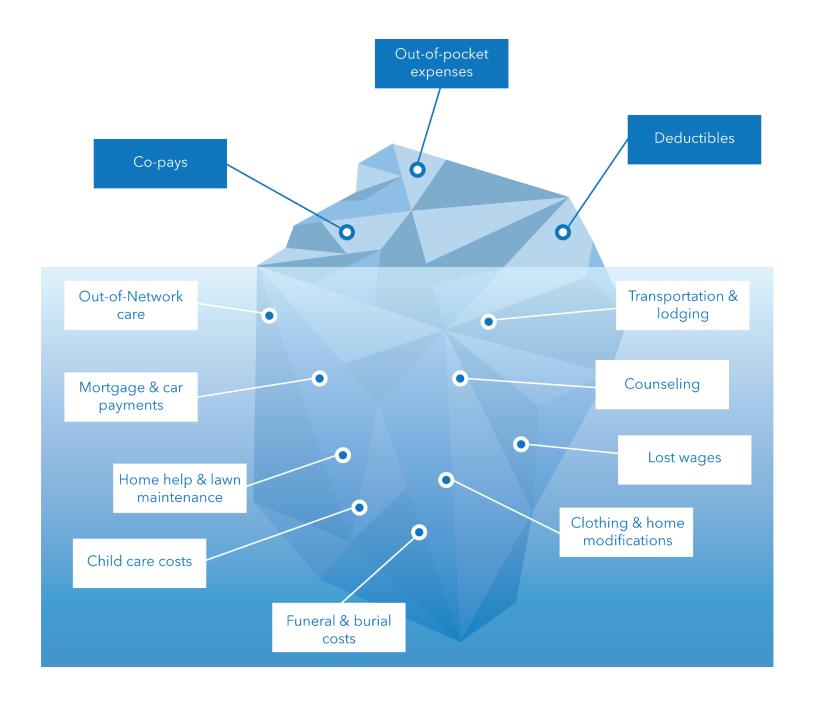






Hospital Indemnity

The unconsidered costs of a health emergency



#### **DID YOU KNOW?**

61% of all Americans, and 77% of Americans who make less than \$50,000 a year, are living paycheck to paycheck<sup>1</sup>

47% of Americans have less than \$25,000 saved for retirement, and 24% have less than \$1,000 saved 2

62% of all bankruptcies were medical in nature ...75% of them had medical insurance<sup>3</sup>

<sup>&</sup>lt;sup>1</sup>PYMNTS.com. New reality check: The paycheck-to-paycheck report. PAYMNTS.com, 2022. PYMNTS-New-Reality-Check-Paycheck-To-Paycheck-Report-February-2022.pdf. Accessed July 11, 2022.

<sup>&</sup>lt;sup>2</sup> Greenwald, Lisa, Craig Copeland, and Jack VanDerhei. The 2017 Retirement confidence Survey: many workers lack retirement confidence and feel stressed about retirement preparations. Employee Benefit Research Institute, March 21, 2017. ebri ib 431 rcs.pdf. Accessed July 11, 2022.

<sup>&</sup>lt;sup>3</sup> David Himmelstein, et al. Medical Bankruptcy in the United States, 2007: Results of a national study. The American Journal of Medicine, no. 8 (2009): 741-746, www.sciencedirect.com. Accessed July 11, 2022.



#### WHAT IS ACCIDENT INSURANCE?

LifeSecure's Personal Accident Insurance provides benefits for qualified medical and recovery expenses resulting from an accidental injury.

#### **Including:**

- ✓ Slip and fall
- ✓ Sports injury
- ✓ Car accident



#### ACCIDENT

#### **DID YOU KNOW?**





- 1 out of 7 Americans each year seeks medical care due to injuries.<sup>1</sup>
- More than 90% of accidents are non-traffic related.<sup>1</sup>
- Falls are the leading cause of accidental injuries among Americans in almost every age group.<sup>1</sup>
- More than **2.6 million** children under the age of 19 are treated in emergency departments each year for sports and recreation-related injuries.<sup>2</sup>

#### PRODUCT FEATURES:

- Issue Ages from 18 75 (Guaranteed renewable to age 85)
- Benefit Amounts range from \$2,500 to \$50,000 in \$100 increments
- 24 7 coverage, on and off the job
- No coordination of benefits, pays in addition to any other insurance in force

- Reimbursement policy, not a scheduled benefit plan
- Accidental Death Benefit of \$10,000 on primary and the spouse and \$5,000 on each child
- Need to seek treatment within 1 week of the accident
- \$0 or \$500 deductible available

<sup>&</sup>lt;sup>1</sup> National Safety Council, Injury Facts, 2019

<sup>&</sup>lt;sup>2</sup> Centers for Disease Control and Prevention, February 2019



### ACCIDENT **NEW ACCIDENT RIDER**

### **New Accident Rider**

Sickness or Illness Lump Sum Hospital Admission: This rider requires simplified issue underwriting. You choose a \$1,000 or \$2,000 Benefit Payout (one per calendar year)

Note: This benefit is not payable for hospital confinements due to accidental injuries or for treatments in observation units. Please refer to the Rider document for information on exclusions and pre-existing conditions limitations.

This rider offers additional protection against other expenses you might face following a hospital admission. You may add this rider to your Personal Accident Insurance policy for an additional premium. Benefit payouts are available per covered family member.



#### CRITICAL ILLNESS

#### DID YOU KNOW?





- The odds of developing cancer are 1 in 2 for men and 1 in 3 for women.<sup>1</sup>
- Someone in the United States suffers a heart attack about every 40 seconds. <sup>2</sup>
- About one-third of Americans struggle to pay their medical bills, including those with insurance, while 27 percent delay or skip getting the health-care they need due to cost.<sup>3</sup>

#### **PRODUCT FEATURES:**

- Issue Ages from 18 70 (Guaranteed renewable to age 75)
- Benefit Amounts range from \$5,000 to \$50,000 in \$5k increments
- Spouse benefits are the SAME as the Policyholder
- Rate structure is gender-specific; nicotine and non-nicotine
- \$2,500 coverage for each dependent child *no additional cost*

- Simplified Issue, short application process
- Pays benefits for nine different specified diseases
- Return of Premium (minus benefit payouts) upon death embedded in policy
- Re-occurrence Benefit embedded in policy
- Subsequent Diagnosis of Different Disease embedded in policy

<sup>&</sup>lt;sup>1</sup> American Cancer Society, Cancer Facts & Figures 2017.

<sup>&</sup>lt;sup>2</sup> American Heart Association, Heart Disease and Stroke Statistics, 2017.

<sup>&</sup>lt;sup>3</sup> Kaiser Family Foundation, Americans' Challenges with Health Care Costs, March 2017

### **\***

#### **HOW IT WORKS & COVERED CONDITIONS**

#### **Cover Conditions**

- Invasive Cancer 100% of Benefit Amount
- Carcinoma In Situ 25% of Benefit Amount
- Prostate Cancer 25% of Benefit Amount
- Skin Cancer 5% of Benefit Amount
- End Stage Renal Failure 100% of Benefit Amount
- Major Organ Failure 100% of Benefit Amount

- Heart Attack 100% of Benefit Amount
- Stroke (CVA) 100% of Benefit Amount
- Coronary Artery Disease 25% of Benefit Amount

Your clients will receive a lump-sum payment based on their Benefit Amount upon the initial diagnosis of a covered condition.

For example, if they selected a \$10,000 Benefit Amount and were later diagnosed with invasive cancer, they would receive a \$10,000 cash benefit payment.

See the benefit payout example for a person with multiple illnesses and a re-occurrence of a specified disease.

Benefit Payout Examples	
Invasive cancer	\$10,000
After being treatment free for a year , invasive cancer returns Re-occurrence benefit	+ \$5,000
After being treatment-free for a year, invasive cancer returns Re-occurrence benefit	+ \$5,000
Six months later, he had a heart attack Subsequent diagnosis of a different specified disease	+ \$10,000
Total cash benefit payout: (Based on a \$10,000 Benefit Amount)	= \$30,000



#### CRITICAL ILLNESS INSURANCE SAMPLE MONTHLY PREMIUMS - INDIVIDUAL RATES

#### Female, Non-Nicotine

Age	\$10,000 Benefit Amount		
22	\$7.90		
25	\$8.50		
35	\$12.00		
45	\$18.20		
55	\$26.90		

#### CRITICAL ILLNESS

#### CRITICAL ILLNESS E-APP: SIMPLIFIED ISSUE

#### Critical Illness

If a "Yes" response is provided to any question in the initial insurability section of the Critical Illness application, coverage will be declined for that person.

- 1. Within the past 10 years, have you ever been... for any of the following conditions: heart disease; chronic lung disease; major organ transplant; coronary artery disease; heart attack; angina; angioplasty; stent replacement or bypass surgery; atrial fibrillation; valvular heart disease; carotid artery disease; cerebral vascular disease; brain aneurysm; stroke (CVA) or transient ischemic attack (TIA); peripheral vascular disease; cancer (including carcinoma, sarcoma, Hodgkin's Disease tumor, leukemia, lymphoma, in situ, malignant tumor, melanoma and basal cell or squamous cell carcinoma); liver disease; impaired kidney function; diabetes; AIDS, HIV; ARC; or chronic obstructive pulmonary disease (COPD)?
- 2. For any condition listed above, within the past 2 years, have you had any abnormal diagnostic tests for which you are awaiting results, or have you been advised by a healthcare professional to seek consultation with a medical professional or undergo diagnostic testing (including self-administered), but have not done so?
- 3. Within the past 5 years, have you been diagnosed with, treated for or received medical advice from a healthcare professional for alcohol or drug abuse?
- 4 Are you currently receiving, or within the past 2 years, have you received or applied for Social Security Disability Income Benefits?

## Boost Your Earnings with a Cash Bonus in addition to your commission!

### **Open Enrollment**

Endless Earning Cash Bonus















#### WHAT IS HOSPITAL INDEMNITY INSURANCE?

# Hospital Indemnity Insurance is an affordable plan that:

- Complements health insurance protection
- Provides cash benefits upon discharge from a hospital stay
- Assists in the recovery phase following an 'inpatient or observation' hospital stay





#### HOSPITAL INDEMNITY

#### DID YOU KNOW?



In 2016 the average hospital stay was **4.7** days<sup>1</sup>

The average cost of a 3-day hospital stay is around \$30,000<sup>2</sup>

Risk of being hospitalized almost **doubles** when you reach age 65.3

#### References

- <sup>1</sup> https://www.healthcare.gov/why-coverage-is-important/protection-from-high-medical-costs/
- <sup>2</sup> https://www.healthcare.gov/why-coverage-is-important/protection-from-high-medical-costs/
- <sup>3</sup> National Center for Health Statistics, Health, United States, 2012: With Special Feature on Emergency Care, 2013

#### PRODUCT FEATURES:

- Issue Ages from 18 85 (Guaranteed renewable for life)
- Benefit Amounts range from \$100 to \$900 a day in \$10 increments
- Choose 3, 6, 10, or 21 days (Once out of the hospital for 60 days in a row, benefit resets to the number selected)
- Observation Coverage (up to 6 days of observation coverage per calendar year)
- Guaranteed Issue aging into Medicare (ages 64 ½ through 70)

- Mental Health Indemnity Benefit included: \$150/day for up to 7 days per calendar year.
- Simplified Issue, short application process
- Rider: Lump Sum Hospital Admission
- Rider: Outpatient Surgery
- Rider: Emergency Room & Ambulance Benefit
- Rider: Outpatient Major Diagnostic Exam
- Rider: Rehabilitation or Skilled Nursing Facility Benefit
- Rider: First Cancer Diagnosis Lump Sum
- Rider: Outpatient Rehabilitation Therapy

### HOSPITAL INDEMNITY HOW DOES HOSPITAL INDEMNITY INSURANCE WORK?

Your client chooses a Daily Benefit Amount of \$100-\$900.

- Choose 3, 6, 10, or 21 days
- Once you have been out of the hospital for 60 days in a row, your available number of days resets to the number you selected.

#### **Benefit Payout Examples**

Example 1 — INPATIENT HOSPITALIZATION

Sam selects a Daily Benefit Amount of \$300 and 10 days per period of confinement. He is later hospitalized for 4 days after back surgery. Sam's benefit payout will be \$1,200. Sam has 6 days remaining in this period of confinement.

\$300	X	4	=	\$1,200
Daily Benefit Amount		# Days in Hospital		Sam's Benefit Payout

A month later while walking through the woods, Sam experiences a severe allergic reaction to a plant and is treated in an observation unit of a nearby hospital for several hours, from mid-morning until midnight. His benefit payout will be \$300. He has 5 observation benefit days remaining for this calendar year, and 5 inpatient hospital days remaining in this period of confinement.

\$300	X	1	=	\$300
Daily Benefit Amount		# Days in Observation Unit		Sam's Benefit Payout



### HOSPITAL INDEMNITY LUMP SUM HOSPITAL ADMISSION RIDER

### With the Lump Sum Hospital Admission Rider:

- You choose a \$500 or \$1,000 Benefit Payout (one per calendar year)
- Benefit pays in addition to the Hospital Confinement Indemnity Benefit





### HOSPITAL INDEMNITY OUTPATIENT SURGERY RIDER

# With the Outpatient Surgery Rider:

- You choose a \$500 or \$1,000 Benefit Payout (one per calendar year)
- Must be an outpatient surgery

Not available in CT





### HOSPITAL INDEMNITY EMERGENCY ROOM & AMBULANCE BENEFIT

## Emergency Room & Ambulance Benefit:

- Emergency Room Visit (up to two days per calendar year)
  - \$150 Benefit Payout per day
- Ambulance Services (one per calendar year):
  - Ground transportation: \$150 Benefit
     Payout; or
  - Air transportation: \$500 Benefit Payout





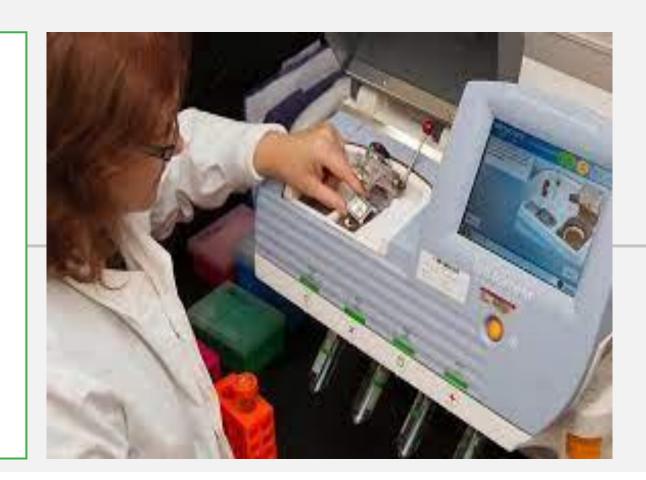
### HOSPITAL INDEMNITY OUTPATIENT MAJOR DIAGNOSTIC EXAM BENEFIT

# Outpatient Major Diagnostic Exam Benefit:

**\$500 Benefit Payout** for a major diagnostic exam (one per calendar year):

- Computerized Tomography (CT); or
- Magnetic Resonance Imaging (MRI); or
- Electroencephalogram (EEG)

IN CT: Not Available

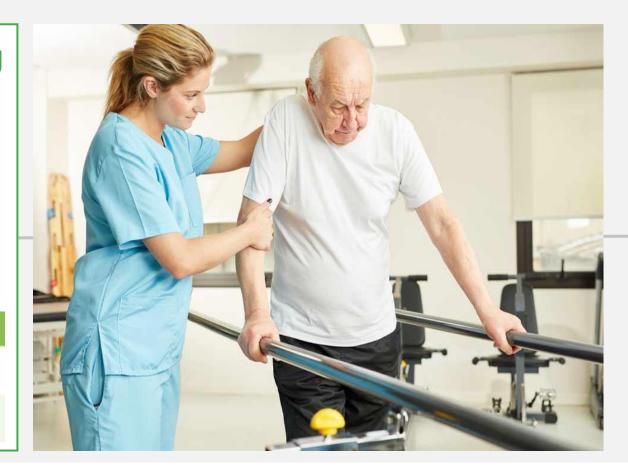


### HOSPITAL INDEMNITY REHABILITATION or SKILLED NURSING FACILITY BENEFIT RIDERS

# Rehabilitation or Skilled Nursing Facility Benefit Riders:

You may elect one or both riders listed in the chart. Benefit payouts are for each day in a facility, when confinement begins with 30 days of a qualified hospital stay. Days reset once you have been out of a facility for 60 days in a row.

Rehab/SNF Day Options:	Benefit Payout Options:
Days 1 – 20	\$100 or \$200 (per day)
Days 21 – 100	\$100 or \$200 (per day)





### HOSPITAL INDEMNITY FIRST CANCER DIAGNOSIS LUMP SUM

### First Cancer Diagnosis Lump Sum Benefit

You choose a **Benefit Payout between \$1,000 - \$20,000** (in \$1,000 increments) for a first diagnosis of:

- Invasive Cancer at the full amount, or
- Cancer in Situ at 50% of the benefit amount, or
- Skin Cancer\* at 25% of the benefit amount

Michigan Only

For all applicants, including those ages 64.5 - 70: These riders require simplified issue underwriting.

Has any person applying for coverage been advised in the past 2 years by a licensed health care practitioner:

- to have Cancer-related inpatient hospital stay which has not yet been completed, or
- to have Cancer-related diagnostic tests, surgery, biopsies, staging surgery, or other tests or surgery which have not yet been completed or for which results have not yet been received, or
- of abnormal diagnostic test results?



<sup>\*</sup> Note: If you first receive a benefit for a Skin Cancer diagnosis, this rider includes a benefit for a subsequent Skin Cancer diagnosis



### HOSPITAL INDEMNITY OUTPATIENT REHABILITATION THERAPY

### Outpatient Rehabilitation Therapy

You choose a \$50 or \$100 Benefit Payout per day:

- Occupational, Physical, or Speech Therapy choose up to 15 or 30 days per calendar year
- Acupuncture or Chiropractic Services up to 5 days per calendar year

Michigan Only

For all applicants, including those ages 64.5 - 70: These riders require simplified issue underwriting.

Has any person applying for coverage been advised in the past 2 years by a licensed health care practitioner to:

- Have surgery or therapy which has not yet been completed, or
- Have diagnostic tests which have not yet been completed or for which results have not yet been received?





### HOSPITAL INDEMNITY NEW HOSPITAL INDEMNITY RIDERS

### **New Hospital Indemnity Rider**

### **Accidental Injury**

You choose an Annual Benefit Bank between **\$1,000** and **\$5,000**, in \$100 increments. (available per calendar year, up to 2 times lifetime max; shared among all covered family members) **\$5,000** Accidental Death Benefit pays if death occurs because of the Accidental Injury, within 90 days.



#### HOSPITAL INDEMNITY E-APP: SIMPLIFIED ISSUE

#### Four underwriting questions:

- 1. Has any person applying for coverage been advised to have surgery?
- 2. Is any person applying for coverage currently pregnant, bedridden, etc...?
- 3. Has any person applying for coverage been hospitalized 3 or more times in the past 2 years?
- 4. In the past 2 years, has any person applying for coverage been diagnosed with, treated for or...?

YES to any of these questions disqualifies applicant

#### Hospital Indemnity

#### Medical Information

	Self	Spouse / DP	Child (ren)
<ol> <li>Has any person applying for coverage been advised in the past 2 years by</li></ol>	○ Yes	○ Yes	O Yes
a Licensed Health Care Practitioner to:	○ No	○ No	O No
<ul> <li>have surgery or therapy which would require an inpatient hospital stay which has not yet been completed, or</li> <li>have diagnostic tests which have not yet been completed or for which results have not yet been received?</li> </ul>			
2. Is any person applying for coverage currently pregnant, bedridden, confined to a wheelchair, receiving home healthcare services, staying in a nursing home, or receiving medical assistance at an assisted living facility?	O Yes O No	O Yes O No	O Yes O No
3. Has any person applying for coverage been hospitalized 3 or more times in	○ Yes	O Yes	O Yes
the past 2 years?	○ No	O No	O No
4. In the past 2 years, has any person applying for coverage been diagnosed with, treated for, or received medical advice from a Licensed Health Care Practitioner for:			
a. Diabetes requiring Insulin, Kidney Failure, Kidney Dialysis, Cirrhosis of	O Yes	O Yes	O Yes
the Liver, or Hepatitis C?	O No	O No	O No
b. Cancer (other than Basal Cell or Melanoma), Leukemia, Hodgkin's	O Yes	O Yes	O Yes
Disease, or Lymphoma?	O No	No	O No
c. Congestive Heart Failure, Heart Surgery of any type, Stroke (CVA), or	O Yes	O Yes	O Yes
Transient Ischemic Attack (TIA)?	O No	O No	O No
d. Emphysema, Chronic Obstructive Pulmonary Disease or the use of	O Yes	<ul><li>Yes</li><li>No</li></ul>	O Yes
oxygen to assist in breathing?	O No		O No
e. Alzheimer's Disease, Senile Dementia, Amyotrophic Lateral Sclerosis (ALS), Parkinson's Disease, Systemic Lupus Erythematosus, Hemophilia, or Neurological Disorders?	○ Yes ○ No	<ul><li>Yes</li><li>No</li></ul>	O Yes O No
f. Having or testing positive for Human Immunodeficiency Virus (HIV) infection, Acquired Immune Deficiency Syndrome (AIDS), or AIDS Related Complex (ARC)?	O Yes No	O Yes O No	O Yes No
g. Multiple Sclerosis, Muscular Dystrophy, Cerebral Palsy, or Cystic	O Yes	O Yes	O Yes
Fibrosis?	O No	O No	O No



### **Demographics**

- Age 67
- Married, retiring soon
- 'Paycheck protector'
- Primary breadwinner, works in a factory
- Wife works as a part-time cashier
- Blue collar roots
- Household Income \$85K



#### **Health Plan**

Blue Cross Blue Shield Essentials PPO 2022

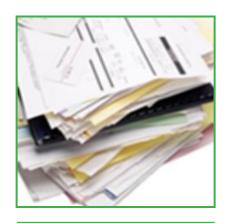
- Deductible \$0
- Office Visits: \$0
- Specialty Visits: \$10
- Hospital Daily Copays Days 1-6: \$325
- OOP Maximum: \$6,000











Mike's cold takes a turn for the worse

X-ray reveals Mike has pneumonia

Mike is monitored in the hospital for 5 days

Total Medical Costs of Mike's Hospital Visit: \$17,686



Discounted Medical Cost of Hospitalization	\$17,686
X-ray	\$359
Lab Tests	\$753
Hospital (5 days)	\$16,574
Other Medical Costs	\$40
Over the Counter medications	\$40
Medical Cost Share	\$1,625
Deductible	\$0
Hospital Copays Days 1-5	\$1,625

Non-Medical Expenses Incurred	\$1,548
Lost wages (Mike and his wife) from inability to work	\$1,298
Air purifier	\$250

Mike's Total Expenses: \$3,213



Monthly Premium (self only) \$21.13

Annual Premium \$253.56

Hospital Recovery claim (5-day hospitalization)

Daily Benefit Amount \$300

**Total Benefit Payout** \$1,500 (\$300 x 5 days)

Who believes that, within the Individual Market and Medicare, there is **Great Opportunity** for **Financial Protection Products?** 

Why would I pair an accident, critical illness, or hospital indemnity plan together with health insurance?

# What do a good salesperson and a good lawyer have in common?

# People hate to be sold, but they love to buy.

What's the secret?

# Questions

## THE SUPPORT YOU NEED TO SELL LIFESECURE PRODUCTS UNCOVER THE CONCERNS AND CREATE THE "NEED" BY ASKING QUESTIONS

## How are you?

What worries you about your current health insurance plan?

What are some ways you can expect to reach that large out-of-pocket max?

-accident, illness, or hospital stay

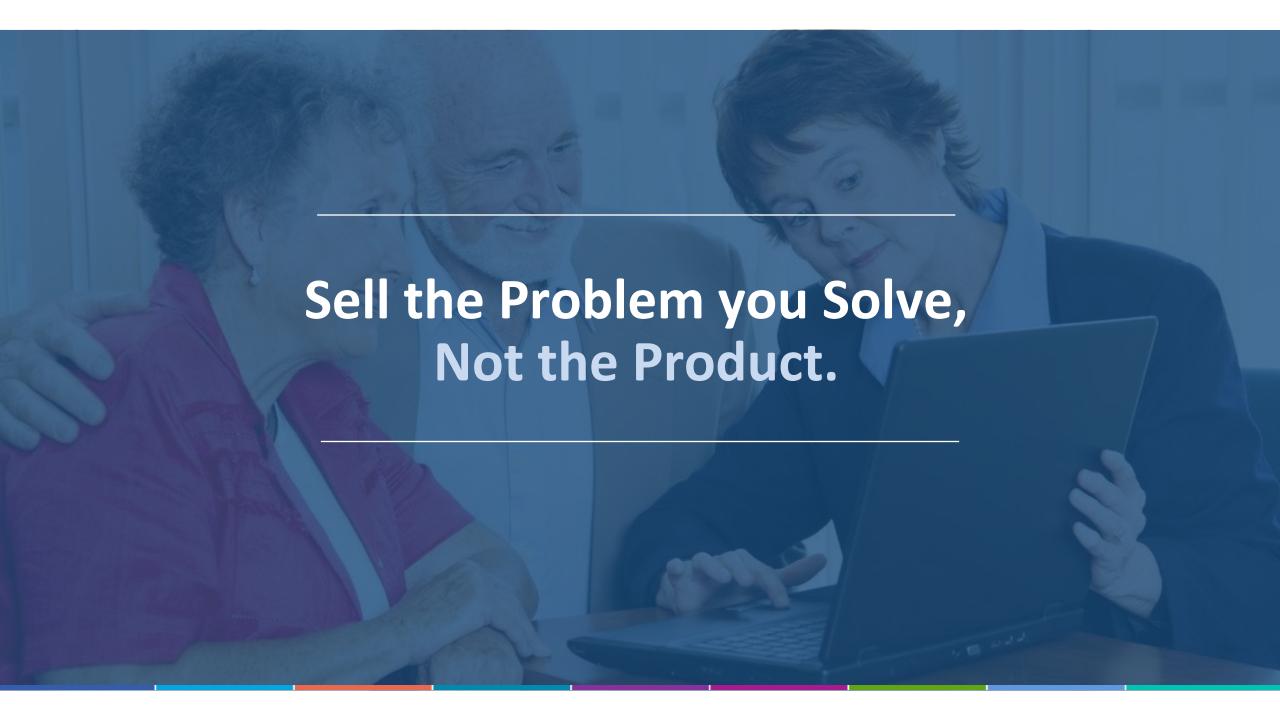
# LAST YEAR THERE WERE 20 MILLION 1/2 INCH DRILL BITS SOLD.

How many people wanted to buy drill bits?

**NONE!** They just needed holes!

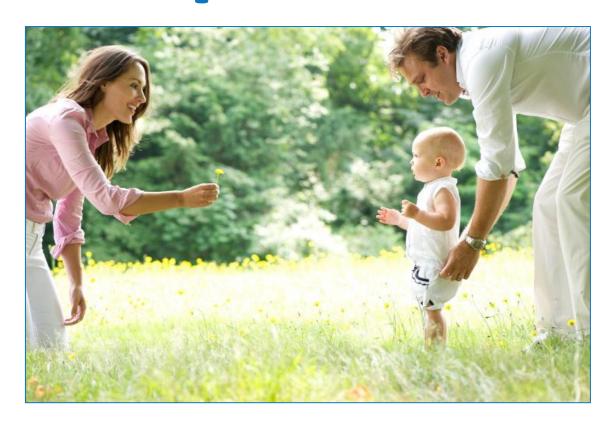
## THE SUPPORT YOU NEED TO SELL LIFESECUE PRODUCTS THREE SIMPLE STEPS TO BEGIN SELLING SOLUTIONS

- 1. Know your customers & their potential concerns.
- 2. Uncover the concerns and create the "need" by asking questions.
- 3. Link the needs to product benefits = providing a solution.



SOME WILL SOME WON'T SO WHAT!!! **SOMEONE IS** WAITING

# Repetition



# How do you get started?

# Get Appointed

#### THE SUPPORT YOU NEED TO SELL SPECIALTY BENEFITS

#### OPPORTUNITIES FOR A BETTER VALUE FOR YOUR CLIENTS & MORE COMMISSIONS FOR YOU

EX: Female 25 non-smoker, Macomb County

**OPTION 1** 

**BCBS BCN Preferred Bronze Extra** 

Deductible: \$7,500

Preventive Care: 100% Coverage

50/50 Coinsurance: \$9,400 OOP Max Individual

OPTION 2

**BCBS BCN Select Value** 

Deductible: \$9,450

Preventive Care: 100% Coverage

100% Coinsurance: \$9,450 OOP Max Individual

With \$9,500 of Accident Insurance (\$0 Deductible); \$10,000 of Critical Illness

Premium: \$278.21

Avg. health comp: 6%

Commission: \$200.31

Premium: \$251.50

Avg. health comp: 6%, Average comp for ACC, CI, HI

Commission: \$407.17

#### THE SUPPORT YOU NEED TO SELL SPECIALTY BENEFITS

#### OPPORTUNITIES FOR A BETTER VALUE FOR YOUR CLIENTS & MORE COMMISSIONS FOR YOU

EX: Husband/Wife,45 non-smokers, two (2) children, (No Subsidy, Macomb County

#### **OPTION 1**

#### **BCBS BCN Preferred Silver Saver**

Deductible: \$5,450

Preventive Care: 100% Coverage

80/20 Coinsurance: \$8,000 OOP Max Individual

OOP Maximum: \$16,000/family

Premium: \$1,557.65

Avg. health comp: 6%

Commission: \$1121.64

#### **OPTION 2**

#### **BCBS BCN Select Bronze Saver HSA**

Deductible: \$7,950

Preventive Care: 100% Coverage

100% Coinsurance: \$7,950 OOP Max Individual

OOP Maximum: \$15,900/family

With \$16,000 of Accident Insurance (\$0 Deductible);

\$20,000 of Critical Illness on primary and spouse, \$2,500 on each child; \$400 a day of Hospital Indemnity 10-day benefit

Premium: \$1,370.21

Avg. health comp: 6%, Average comp for ACC, CI, and HI

Commission: \$2033.56

# Opportunities For A Better Value For Your Clients And More Commissions For You:

EX: Female age 65 (non-smoker)

OPTION 1

MED SUP

Avg. health comp:

Commissions: \$400

#### **OPTION 2**

### MEDICARE ADVANTAGE \$0 Premium

With \$5,000 of PAI (\$0 Deductible), \$5,000 of Critical Illness and \$330 a day (6-day benefit) of Hospital Indemnity

**Premium:** \$82.79

Avg. health comp: Average compensation for PAI, CI and HI

Commissions: \$1086.15!!!

# Opportunities For A Better Value For Your Clients And More Commissions For You:

EX: Female age 70 (non-smoker)

#### OPTION 1

MED SUP (YEAR 5)

Avg. health comp:

Commissions: \$150

#### **OPTION 2**

### MEDICARE ADVANTAGE \$0 Premium

With \$5,000 of PAI (\$0 Deductible), \$300 a day (6-day benefit), \$200 a day (Days 21-100) Skilled Nursing Rider

**Premium: \$78.97** 

Avg. health comp: Average compensation for PAI, and HI

Commissions: \$732.44!!!

#### LIFESECURE MARKETING MATERIALS



for the remaining expenses. Your individual deductible resets to \$500 on Jan. 1 each year.

If you select the \$500 individual deductible and your spouse/partner and/or children are covered as dependents on your policy, the annual family deductible is \$1,000 and must be satisfied by two or more covered family members.

Once the \$1,000 family deductible is satisfied, benefits will be eligible for payment for all covered family members for the rest of the calendar year, up to your Annual Benefit Bank amount. Benefits may be paid for a covered family member before the full family deductible is satisfied.

Benefit Payout: If you receive care within one week of a covered accident, simply submit proof of claim for your actual medical and/or recovery expenses. While your medical coverage pays benefits directly to the provider, you can receive cash benefit payouts, minus your deductible (if any) from your Personal Accident Insurance policy, Your Personal Accident

#### Example - Individual Personal Accident Benefit Payout

Donna chose a Personal Accident Plan with an Annual Benefit Bank of \$10,000 and an Annual Personal Accident Deductible of \$500 to supplement her medical plan. She broke her collar bone while skiing with friends and required

Reimbursable Expenses	Personal Accident Deductible	Donna's Personal Accident Benefit Payout
\$8,800	\$500	\$8,300

LS-AC3-0307 MI 04/24

Policy form series: LS-AC-0003



LIFESECURE INSURANCE COMPANY

#### Plan-at-a-Glance

Critical Illness - INDIVIDUAL

#### Supplement your medical coverage and help protect your family, lifestyle and finances.

Your medical plan offers health care coverage you and your family rely on. Now you can supplement your benefits beyond medical with Critical Illness insurance.

A major health event like a heart attack or cancer can quickly throw an average family into a financial crisis. While health uncovered treatments - these can all contribute to a financial hardship. Cash benefits from a Critical Illness insurance plan can help pay the expenses traditional health insurance doesn't cover, enabling you to focus on recovery.

#### Standard Features

Eligible Issue Ages: 18 through 70. This policy is guaranteed renewable to age 75. (In CA: Issue Ages 18-64)

Benefit Amount: You choose an amount between \$5,000 and \$50,000, in \$5,000 increments.

The Benefit Amount represents the cash payout you may receive upon diagnosis of a Specified Disease, as shown in the

#### Coverage for the Whole Family

- . If you're including your Spouse or Partner on your application, his or her Benefit Amount must match yours (In GA: Coverage not available for Partners).
- Each Dependent Child is automatically covered with a \$2,500 Benefit Amount at no additional cost (In NH- \$2 000 Renefit Amount)

#### What type of conditions does Critical Illness Insurance pay benefits for?

Specified Disease*	% of Benefit Amount payable upon first diagnosis
Heart Attack	100%
Stroke (CVA) 1	100%
Coronary Artery Disease	25%
Invasive Cancer (Sometimes referred to as infiltrating cancer)	100%
Carcinoma in Situ (Stage 0 and/or TisN0M0) 2	25%
Prostate Cancer <sup>2</sup>	25%
Skin Cancer <sup>3</sup>	5%
End Stage Renal Failure (Stage 5 Chronic Kidney Disease)	100%
Major Organ Failure	100%
In DA. Considered Disease is solled Califord Illeges	

- In PA: Specified Disease is called Critical Illness
- In NH: This disease is called Severe Stroke
- <sup>2</sup> In CA: This disease is called Cancer Confined in its Site of Origin <sup>3</sup> In CA: This disease is called Excluded Skin Cancer

See Limitations and Exclusions on next page for Pre-Existing Condition Limitation and the Benefit Wait Periods.

If you received a cash benefit payout for a Specified Disease, and are later diagnosed with a re-occurrence of that disease you can receive another cash benefit equal to half of your previous payout, as long as the two diagnoses are at least 12 months apart, or for Invasive Cancer 12 months treatment-free (In AR & GA: 6 months for both). The Re-Occurrence Benefit is not available for Skin Cancer.

LS-CI-I-0307 ST 04/24

Policy form series: LS-CI-0001

#### ♦ lifesecure\*

LIFESECURE INSURANCE COMPANY

#### Plan-at-a-Glance | Michigan Hospital Indemnity Insurance - INDIVIDUAL

#### Affordable insurance to assist in your recovery

Your medical plan provides benefits to help with medical costs resulting from an inpatient hospitalization or treatment rour relocate plany provises benefits to help with rheducal code reducing from an impalient ricipalitation of treatment expect during your recovery. Things like medical deductibles and copying your recovery. Things like medical deductibles and copying your provises plan the cost for help with transportation, meals, child care, or even housekeeping can all add up. Hospital Indemnity Insurance provides cash benefits based on your time in the hospital, regardless of any other insurance you have.

Pair it with your medical plan to extend your protection and help with unexpected costs so you can focus on recovery.

Eligible Issue Ages: 18 through 85. This policy is guaranteed renewable for life.

- For applicants ages 64.5 through 70 no medical questions or build chart
   All other ages simplified underwriting

Daily Benefit Amount\* Choose an amount between \$100 and \$900, in \$10 increments.

Hospital Confinement\* Choose 3, 6, 10 or 21 days Days reset once out of the hospital 60 days in a row

The Daily Benefit Amount represents the cash benefit payable to you for each day you are confined to a hospital as an inpatient, up to the number of days you select. The Daily Benefit Amount is per covered family member.

\* Does not apply to hospital stays resulting from a mental or nervous disorder. See Mental Health Indemnity Benefit below.

#### Hospital Confinement Indemnity Benefit:

If you are admitted to a hospital as an inpatient, we will pay you a cash benefit equal to your Daily Benefit Amount for each day of your hospital stoy, up to the number of day you select. Multiple hospital stoy, will accumulate and your day count. Once you have been out of the hospital for 60 days in a row, your available number of days resets to the number you selected.

#### HOW IT WORKS:

Sam selects a Daily Benefit Amount of \$500 and 10 days per period of confinement. He is later hospitalized for 4 days after back surgery. Upon discharge, Sam's benefit payout will be \$2,000, Sam has 6 days remaining in this period of confinement which will alway now he have been out of this hospital for 40 days in a xeroid state.

		at or the nospital for bo days i		
<b>Daily Benefit Amount</b>		# Days in Hospital		
\$500	X	4 Days	\$2,000	

#### Hospital Observation Benefit:

If you receive treatment in an observation unit, we will pay a cash benefit equal to your Daily Benefit Amount, up to 6 days, per calendar year. On Jan 1 of each year, this benefit resets to 6 days. Observation days count toward your Hospital Confinement days.

A month later while welking through the woods, Sam experiences a severe ellergic reaction to a plant and as reased in the observation used of a nearly topologist for its eversal towar, from mile arrowing until 1 an. the following day, Sam's benefit payout will be \$500. He has 5 observation benefit days remaining for this calendar year, and 5 inpatient hospital days remaining in this period of confirmment.

Daily Benefit Amount		# of Day in Observation Unit		Sam's Benefit Payout
\$500	Х	1 Day	-	\$500

#### Mental Health Indemnity Benefit:

If you are admitted to a hospital as an inpatient as the result of a mental or nervous disorder, we will pay a daily cash benefit of \$150 for up to 7 days per calendar year.

LS-HI4-I-0307 MI 06/25

Policy form series: LS-HI4-0004 MI Generation 4.0

#### LIFESECURE MARKETING MATERIALS





Critical Illness Insurance Monthly Premium Rates
INDIVIDUAL – FEMALE ONLY – NON NICOTINE\* – MICHIGAN

					Benefit .	Amounts				
Age	\$5,000	\$10,000	\$15,000	\$20,000	\$25,000	\$30,000	\$35,000	\$40,000	\$45,000	\$50,00
8-22	\$6.70	\$7.90	\$9,10	\$10.30	\$11.50	\$12.70	\$13.90	\$15.10	\$16.30	\$17.50
23	\$6.80	\$8,10	\$9.40	\$10.70	\$12.00	\$13.30	\$14.60	\$15,90	\$17.20	\$18.50
24	\$6.90	\$8.30	\$9.70	\$11.10	\$12.50	\$13.90	\$15.30	\$16.70	\$18.10	\$19.50
25	\$7.00	\$8.50	\$10.00	\$11.50	\$13.00	\$14.50	\$16.00	\$17.50	\$19.00	\$20.50
26	\$7.15	\$8.80	\$10.45	\$12.10	\$13.75	\$15.40	\$17.05	\$18.70	\$20.35	\$22.00
27	\$7.25	\$9.00	\$10.75	\$12.50	\$14.25	\$16.00	\$17.75	\$19.50	\$21.25	\$23.00
28	\$7,40	\$9,30	\$11.20	\$13,10	\$15.00	\$16,90	\$18.80	\$20,70	\$22.60	\$24.50
29	\$7.55	\$9.60	\$11.65	\$13.70	\$15.75	\$17.80	\$19.85	\$21.90	\$23.95	\$26.00
30	\$7.70	\$9.90	\$12.10	\$14.30	\$16.50	\$18.70	\$20.90	\$23.10	\$25.30	\$27.50
31	\$7.85	\$10.20	\$12.55	\$14.90	\$17.25	\$19.60	\$21.95	\$24.30	\$26.65	\$29.0
32	\$8.05	\$10.60	\$13.15	\$15.70	\$18.25	\$20.80	\$23.35	\$25.90	\$28.45	\$31.0
33	\$8.25	\$11.00	\$13.75	\$16.50	\$19.25	\$22.00	\$24.75	\$27.50	\$30.25	\$33.0
34	\$8.50	\$11.50	\$14.50	\$17.50	\$20.50	\$23.50	\$26.50	\$29.50	\$32.50	\$35.5
35	\$8.75	\$12.00	\$15.25	\$18.50	\$21.75	\$25.00	\$28.25	\$31.50	\$34.75	\$38.0
36	\$9.00	\$12.50	\$16.00	\$19.50	\$23.00	\$26.50	\$30.00	\$33.50	\$37.00	\$40.5
37	\$9.30	\$13.10	\$16.90	\$20.70	\$24.50	\$28.30	\$32.10	\$35.90	\$39.70	\$43.5
38	\$9.55	\$13.60	\$17.65	\$21.70	\$25.75	\$29.80	\$33.85	\$37.90	\$41.95	\$46.0
39	\$9.85	\$14.20	\$18.55	\$22.90	\$27.25	\$31.60	\$35.95	\$40.30	\$44.65	\$49.0
40	\$10.15	\$14.80	\$19.45	\$24.10	\$28.75	\$33.40	\$38.05	\$42.70	\$47.35	\$52.0
41	\$10.50	\$15.50	\$20.50	\$25.50	\$30.50	\$35.50	\$40.50	\$45.50	\$50.50	\$55.5
42	\$10.85	\$16.20	\$21.55	\$26.90	\$32.25	\$37.60	\$42.95	\$48.30	\$53.65	\$59.0
43	\$11.20	\$16.90	\$22.60	\$28.30	\$34.00	\$39.70	\$45.40	\$51.10	\$56.80	\$62.5
44	\$11.50	\$17.50	\$23.50	\$29.50	\$35.50	\$41.50	\$47.50	\$53.50	\$59.50	\$65.5
45	\$11.85	\$18.20	\$24.55	\$30.90	\$37.25	\$43.60	\$49.95	\$56.30	\$62.65	\$69.0
46	\$12.25	\$19.00	\$25.75	\$32.50	\$39.25	\$46.00	\$52.75	\$59.50	\$66.25	\$73.0
47	\$12.65	\$19.80	\$26.95	\$34.10	\$41.25	\$48.40	\$55.55	\$62.70	\$69.85	\$77.0
48	\$13.05	\$20.60	\$28.15	\$35.70	\$43.25	\$50.80	\$58.35	\$65.90	\$73.45	\$81.0
49	\$13.45	\$21.40	\$29.35	\$37.30	\$45.25	\$53.20	\$61.15	\$69.10	\$77.05	\$85.0
50	\$13.85	\$22.20	\$30.55	\$38.90	\$47.25	\$55.60	\$63.95	\$72.30	\$80.65	\$89.0
51	\$14.30	\$23.10	\$31.90	\$40.70	\$49.50	\$58.30	\$67.10	\$75.90	\$84.70	\$93.5
52	\$14.75	\$24.00	\$33.25	\$42.50	\$51.75	\$61.00	\$70.25	\$79.50	\$88.75	\$98.0
53	\$15.20	\$24.90	\$34.60	\$44.30	\$54.00	\$63.70	\$73.40	\$83.10	\$92.80	\$102.5
54	\$15.70	\$25.90	\$36.10	\$46.30	\$56.50	\$66.70	\$76.90	\$87.10	\$97.30	\$107.5
55	\$16.20	\$26.90	\$37.60	\$48.30	\$59.00	\$69.70	\$80.40	\$91.10	\$101.80	\$112.5
56	\$16.75	\$28.00	\$39.25	\$50.50	\$61.75	\$73.00	\$84.25	\$95.50	\$106.75	\$118.0
57	\$17.30	\$29.10	\$40.90	\$52.70	\$64.50	\$76.30	\$88.10	\$99.90	\$111.70	\$123.5
58	\$17.95	\$30.40	\$42.85	\$55.30	\$67.75	\$80.20	\$92.65	\$105.10	\$117.55	\$130.0
59	\$18.60	\$31.70	\$44.80	\$57.90	\$71.00	\$84.10	\$97.20	\$110.30	\$123.40	\$136.5
60	\$19.30	\$33.10	\$46.90	\$60.70	\$74.50	\$88,30	\$102.10	\$115.90	\$129.70	\$143.5
61	\$20.05	\$34.60	\$49.15	\$63.70	\$78.25	\$92.80	\$107.35	\$121.90	\$136.45	\$151.0
62	\$20.85	\$36.20	\$51.55	\$66.90	\$82.25	\$97.60	\$112.95	\$128.30	\$143.65	\$159.0
63	\$21.65	\$37.80	\$53.95	\$70.10	\$86.25	\$102.40	\$118.55	\$134.70	\$150.85	\$167.0
64	\$22.50	\$39.50	\$56.50	\$73.50	\$90.50	\$107.50	\$124.50	\$141.50	\$158.50	\$175.5
65	\$23.40	\$41.30	\$59.20	\$77.10	\$95.00	\$112.90	\$130.80	\$148.70	\$166.60	\$184.5
66	\$24.40	\$43.30	\$62.20	\$81.10	\$100.00	\$118.90	\$137.80	\$156.70	\$175.60	\$194.5
67	\$25.55	\$45.60	\$65.65	\$85.70	\$105.75	\$125.80	\$145.85	\$165.90	\$185.95	\$206.0
68	\$27.00	\$48.50	\$70.00	\$91.50	\$113.00	\$134.50	\$156.00	\$177.50	\$199.00	\$220.5
69	\$28.75	\$52.00	\$75.25	\$98.50	\$121.75	\$145.00	\$168.25	\$191.50	\$214.75	\$238.0
70	\$31.25	\$57.00	\$82.75	\$108,50	\$134.25	\$160.00	\$185,75	\$211.50	\$237.25	\$263.0

\* Different rates apply for nicotine users – see other page.

LS-CI-I-0306-F MI 09/19

Policy Series LS-CI-0001

#### LIFESECURE INSURANCE COMPANY

**♦** lifesecure<sup>™</sup>

Personal Accident Insurance Monthly (Unisex) Rates - **MICHIGAN** with Accidental Death Benefit

	\$0 Deductible							
Annual Benefit Bank	Self	Self + Spouse	Self + Child(ren)	Self + Family \$30.06				
\$2,500	\$23.41	\$26.81	\$29.37					
\$3,000	\$25.72	\$29.49	\$33.16	\$33.92				
\$4,000	\$28.01	\$32.16	\$36.93	\$38.94				
\$5,000	\$30.27	\$34.81	\$40.68	\$43.93				
\$6,000	\$31.28	\$37.22	\$43.73	\$47.92				
\$7,000	\$32.87	\$39.62	\$46.76	\$51.88				
\$8,000	\$34.45	\$42.00	\$49.77	\$55.82				
\$9,000	\$36.01	\$44.37	\$52.77	\$59.74				
\$10,000	\$39.24	\$49.21	\$58.87	\$67.69				
\$11,000	\$40.22	\$50.87	\$61.31	\$70.55				
\$12,000	\$41.19	\$52.52	\$63.74	\$73.40				
\$13,000	\$42.15	\$54.16	\$66.16	\$76.23				
\$14,000	\$43.10	\$55.79	\$68.56	\$79.05				
\$15,000	\$45.12	\$59.18	\$73.51	\$84.85				
\$16,000	n/a	\$60.16	\$75.55	\$86.94				
\$17,000	n/a	\$61.13	\$77.58	\$89.02				
\$18,000	n/a	\$62.10	\$79.60	\$91.09				
\$19,000	n/a	\$63.06	\$81.61	\$93.15				
\$20,000	n/a	\$64.02	\$83.61	\$95.19				
\$21,000	n/a	\$64.98	\$85.60	\$97.24				
\$22,000	n/a	\$65.93	\$87.58	\$99.27				
\$23,000	n/a	\$66.88	\$89.56	\$101.29				
\$24,000	n/a	\$68.50	\$92.43	\$106.43				
\$25,000	n/a	\$70.55	\$96.59	\$110.79				
\$30,000	n/a	n/a	n/a	n/a				
\$40,000	n/a	n/a	n/a	n/a				
\$50,000	n/a	n/a	n/a	n/a				

To review monthly premiums for different benefit amounts, visit **www.YourLifeSecure.com** and login to your secure

LS-AC3-0306-II MI 05/20

Policy Series LS-AC-0003

#### LIFESECURE INSURANCE COMPANY

**♦** lifesecure<sup>™</sup>

Hospital Indemnity Insurance Monthly Rates\*

#### \$300 Daily Benefit Amount

		3 Days	S				6 Days	5		
Issue Age Bands		Self + Spouse	Self + Child(ren)	Self + Family	Issue Age Bands		Self + Spouse	Self + Child(ren)	Self + Family	
18-29	\$9.24	\$12.75	\$15.30	\$20.16	18-29	\$10.24	\$14.73	\$17.93	\$24.14	
30-39	\$10.04	\$14.60	\$17.06	\$23.19	30-39	\$11.32	\$17.21	\$20.21	\$28.11	
40-49	\$11.61	\$17.80	\$17.93	\$25.48	40-49	\$13.44	\$21.52	\$21.45	\$31.26	
50-59	\$15.05	\$24.90	\$20.27	\$30.80	50-59	\$18.10	\$31.05	\$24.71	\$38.53	
60-64	\$17.14	\$29.87	\$21.59	\$34.54	60-64	\$21.13	\$37.93	\$26.77	\$43.85	
65-69	\$21.26	\$37.89	\$26.22	\$42.84	65-69	\$26.62	\$48.57	\$32.89	\$54.85	
70-74	\$25.99	\$46.91	\$31.16	\$52.09	70-74	\$32.62	\$60.26	\$39.19	\$66.82	
75-79	\$32.08	\$58.63	\$37.40	\$63.95	75-79	\$40.56	\$75.65	\$47.30	\$82.39	
80-85	\$46.82	\$86.40	\$53.29	\$92.86	80-85	\$59.50	\$111.81	\$67.69	\$120.00	

			10 Day	S		21 Days							
	Issue Age Bands		Self + Spouse	Self + Child(ren)	Self + Family		Issue Age Bands		Self + Spouse	Self + Child(ren)	Self + Family		
	18-29	\$11.91	\$17.47	\$21.42	\$29.11		18-29	\$13.72	\$20.51	\$25.30	\$34.68		
	30-39	\$15.68	\$24.36	\$28.69	\$40.29		30-39	\$16.69	\$26.44	\$31.20	\$44.21		
	40-49	\$18.87	\$30.81	\$30.58	\$45.05		40-49	\$21.89	\$36.37	\$35.96	\$53.47		
Г	50-59	\$25.13	\$43.79	\$34.52	\$54.42		50-59	\$32.08	\$56.66	\$44.31	\$70.50		
Е	60-64	\$28.70	\$52.15	\$36.45	\$60.30		60-64	\$36.02	\$66.16	\$45.85	\$76.48		
	65-69	\$31.34	\$57.75	\$38.77	\$65.19		65-69	\$43.52	\$80.86	\$53.88	\$91.22		
	70-74	\$38.46	\$71.72	\$46.23	\$79.49		70-74	\$53.46	\$100.48	\$64.29	\$111.31		
	75-79	\$47.97	\$90.20	\$55.93	\$98.17		75-79	\$66.84	\$126.55	\$77.95	\$137.66		
Е	80-85	\$66.97	\$126.80	\$76.17	\$136.00		80-85	\$74.79	\$142.47	\$85.05	\$152.73		

\* To review monthly premiums for different benefit amounts, visit **www.YourLifeSecure.com** and login to your secure portal to run quotes.

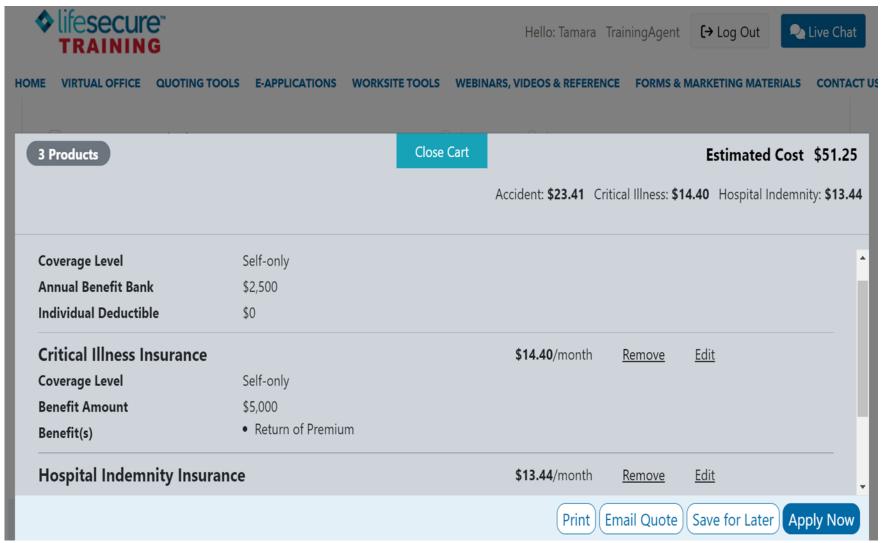
For use in the states of:

 $\mathsf{AK}, \mathsf{AL}, \mathsf{AR}, \mathsf{AZ}, \mathsf{CO}, \mathsf{DC}, \mathsf{DE}, \mathsf{GA}, \mathsf{HI}, \mathsf{IA}, \mathsf{IL}, \mathsf{IN}, \mathsf{KY}, \mathsf{LA}, \mathsf{ME}, \mathsf{MI}, \mathsf{MO}, \mathsf{MS}, \mathsf{ND}, \mathsf{NE}, \mathsf{NV}, \mathsf{OK}, \mathsf{RI}, \mathsf{SC}, \mathsf{SD}, \mathsf{TN}, \mathsf{WI} \, \& \, \mathsf{WV}$ 

LS-HI4-0306 M ST 09/23

Policy Series LS-HI4-0004

# COMBO QUOTES & APPLICATION; THE SIMPLICITY OF DOING BUSINESS WITH LIFESECURE



## THE SUPPORT YOU NEED TO SELL LIFESECURE PRODUCTS SUPPORT NUMBERS

LifeSecure Agent Support: (866) 582-7701 agentsupport@yourlifesecure.com

LifeSecure Policyholder Support: (888) 575-8246 phs@yourlifesecure.com

LifeSecure Training Portal:

Mo.yourlifesecure.com

Username: tamaratraining

Password: lifesecure1

## THE SUPPORT YOU NEED TO SELL LIFESECURE PRODUCTS CONTACT INFORMATION

Scott Wittman 313-407-7968 swittman@yourlifesecure.com



#### WHY LIFESECURE?











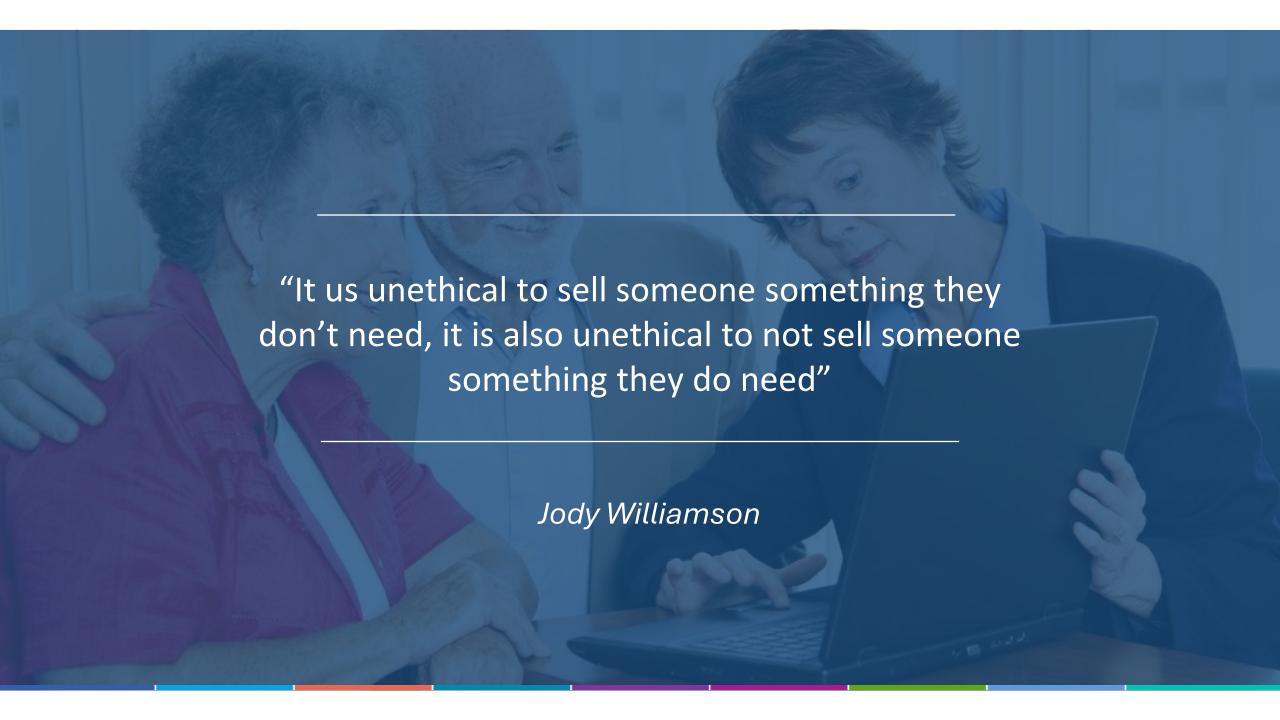


















# THANK YOU

