



Group Whole Life Training

Atlantic American Employee Benefits (AAEB)

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Welcome to Strength and Stability

Raising the bar on employee benefit solutions

- Headquartered in Atlanta, GA
- Founded in 1955
- Financial Rating: AM Best A-
- 3 Business Units:
 - Employee Benefits
 - Medicare and Senior Products
 - Commercial P&C
- First group life policy written in 1971
- No outsourcing of operations or employees



Internal Resources

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The Need for Life Insurance with Living Care Benefits

70%

70% is the chance that someone turning 65 today will likely need some type of long-term care services and supports in their remaining years.



\$7,908 is the monthly median cost for a semi-private room in a nursing home, or an annual total of \$94,900.



19% is the approximate percentage (nearly one in five Americans) who provide unpaid care to an adult with health or functional needs.



And only **16%** are very or extremely confident they will have the financial resources to pay for care.

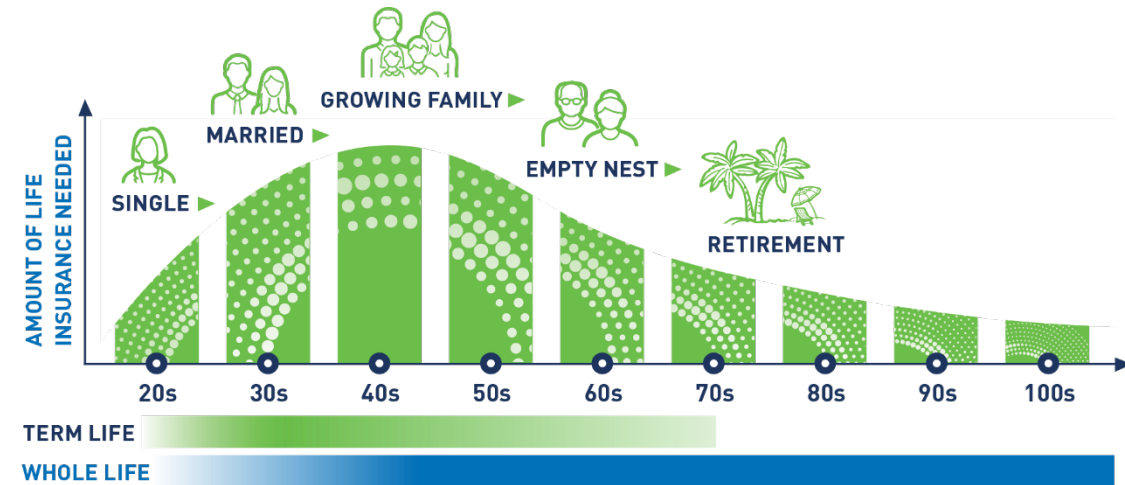
Group Whole Life is designed to work in conjunction with Voluntary Term Life Insurance

Voluntary Term Life Insurance is designed to provide protection for employees, spouses and dependents during their working years

- Inexpensive
- High policy face amount
- Price goes up as you age
- The death benefit reduces as you get older
- Term Insurance ends at retirement

Permanent life insurance is post-retirement life insurance

- Rates are guaranteed until age 120
- Accumulates a cash value
- Have benefits for expenses associated with chronic care over long periods of time
- Access to lifelong coverage through retirement with no increase in premiums



Group Whole Life Insurance Product Guide

Product Highlights

- Permanent life insurance to age 120
- A level premium that is guaranteed to never increase
- Guaranteed death benefit, generally free from federal income tax
- Guaranteed access to Living Care benefit
- Guaranteed Cash Value
- Portable at the same rate and benefit amount

Available Plan Options for Monthly Chronic Illness Benefit

Pays 6.25% monthly for 16 months up to 100% of death benefit

Pays 6.25% monthly for 32 months up to 200% of death benefit

Pays 6.25% monthly for 48 months up to 300% of death benefit

Pays 4% monthly for 25 months up to 100% of death benefit

Pays 4% monthly for 50 months up to 200% of death benefit

Pays 4% monthly for 75 months up to 300% of death benefit

Available Death Benefit Restoration Options

25%

50%

Dependent Coverage

Spouse Whole Life Coverage

Child Term Rider

Type of Coverage Available

Employee

Issue Age rate based on the age as of the effective date

Whole Life w/Cash Accumulation Value

Spouse

Issue Age rate based on the date of birth as of the effective date

Whole Life w/Cash Accumulation Value

Dependent

Term Life Rider

Convertible to Whole Life at age 26 with Guarantee Issue to \$50,000

Cash Value Accumulation

Issue Age	\$10,000		\$20,000		\$30,000		\$40,000		\$50,000	
	Total Cash Value at Age 65	Total Reduced Paid-Up at Age 65	Total Cash Value at Age 65	Total Reduced Paid-Up at Age 65	Total Cash Value at Age 65	Total Reduced Paid-Up at Age 65	Total Cash Value at Age 65	Total Reduced Paid-Up at Age 65	Total Cash Value at Age 65	Total Reduced Paid-Up at Age 65
18	4,295.10	8,560.00	8,590.20	17,120.00	12,885.30	25,680.00	17,180.40	34,240.00	21,475.50	42,800.00
19	4,269.70	8,510.00	8,539.40	17,020.00	12,809.10	25,530.00	17,078.80	34,040.00	21,348.50	42,550.00
20	4,243.20	8,460.00	8,486.40	16,920.00	12,729.60	25,380.00	16,972.80	33,840.00	21,216.00	42,300.00
21	4,215.50	8,400.00	8,431.00	16,800.00	12,646.50	25,200.00	16,862.00	33,600.00	21,077.50	42,000.00
22	4,186.50	8,340.00	8,373.00	16,680.00	12,559.50	25,020.00	16,746.00	33,360.00	20,932.50	41,700.00
23	4,156.20	8,280.00	8,312.40	16,560.00	12,468.60	24,840.00	16,624.80	33,120.00	20,781.00	41,400.00
24	4,124.50	8,220.00	8,249.00	16,440.00	12,373.50	24,660.00	16,498.00	32,880.00	20,622.50	41,100.00
25	4,091.60	8,160.00	8,183.20	16,320.00	12,274.80	24,480.00	16,366.40	32,640.00	20,458.00	40,800.00
26	4,057.10	8,090.00	8,114.20	16,180.00	12,171.30	24,270.00	16,228.40	32,360.00	20,285.50	40,450.00
27	4,020.80	8,010.00	8,041.60	16,020.00	12,062.40	24,030.00	16,083.20	32,040.00	20,104.00	40,050.00
28	3,982.70	7,940.00	7,965.40	15,880.00	11,948.10	23,820.00	15,930.80	31,760.00	19,913.50	39,700.00
29	3,942.60	7,860.00	7,885.20	15,720.00	11,827.80	23,580.00	15,770.40	31,440.00	19,713.00	39,300.00
30	3,900.50	7,770.00	7,801.00	15,540.00	11,701.50	23,310.00	15,602.00	31,080.00	19,502.50	38,850.00
31	3,856.30	7,690.00	7,712.60	15,380.00	11,568.90	23,070.00	15,425.20	30,760.00	19,281.50	38,450.00
32	3,810.00	7,590.00	7,620.00	15,180.00	11,430.00	22,770.00	15,240.00	30,360.00	19,050.00	37,950.00
33	3,761.60	7,500.00	7,523.20	15,000.00	11,284.80	22,500.00	15,046.40	30,000.00	18,808.00	37,500.00
34	3,711.00	7,400.00	7,422.00	14,800.00	11,133.00	22,200.00	14,844.00	29,600.00	18,555.00	37,000.00
35	3,658.20	7,290.00	7,316.40	14,580.00	10,974.60	21,870.00	14,632.80	29,160.00	18,291.00	36,450.00
36	3,602.90	7,180.00	7,205.80	14,360.00	10,808.70	21,540.00	14,411.60	28,720.00	18,014.50	35,900.00
37	3,545.20	7,070.00	7,090.40	14,140.00	10,635.60	21,210.00	14,180.80	28,280.00	17,726.00	35,350.00
38	3,485.00	6,950.00	6,970.00	13,900.00	10,455.00	20,850.00	13,940.00	27,800.00	17,425.00	34,750.00
39	3,422.20	6,820.00	6,844.40	13,640.00	10,266.60	20,460.00	13,688.80	27,280.00	17,111.00	34,100.00
40	3,356.30	6,690.00	6,712.60	13,380.00	10,068.90	20,070.00	13,425.20	26,760.00	16,781.50	33,450.00
41	3,287.20	6,550.00	6,574.40	13,100.00	9,861.60	19,650.00	13,148.80	26,200.00	16,436.00	32,750.00
42	3,214.50	6,410.00	6,429.00	12,820.00	9,643.50	19,230.00	12,858.00	25,640.00	16,072.50	32,050.00
43	3,137.90	6,260.00	6,275.80	12,520.00	9,413.70	18,780.00	12,551.60	25,040.00	15,689.50	31,300.00
44	3,056.80	6,090.00	6,113.60	12,180.00	9,170.40	18,270.00	12,227.20	24,360.00	15,284.00	30,450.00
45	2,970.90	5,920.00	5,941.80	11,840.00	8,912.70	17,760.00	11,883.60	23,680.00	14,854.50	29,600.00
46	2,879.80	5,740.00	5,759.60	11,480.00	8,639.40	17,220.00	11,519.20	22,960.00	14,399.00	28,700.00
47	2,783.30	5,550.00	5,566.60	11,100.00	8,349.90	16,650.00	11,133.20	22,200.00	13,916.50	27,750.00
48	2,680.90	5,350.00	5,361.80	10,700.00	8,042.70	16,050.00	10,723.60	21,400.00	13,404.50	26,750.00
49	2,572.00	5,130.00	5,144.00	10,260.00	7,716.00	15,390.00	10,288.00	20,520.00	12,860.00	25,650.00
50	2,456.40	4,900.00	4,912.80	9,800.00	7,369.20	14,700.00	9,825.60	19,600.00	12,282.00	24,500.00
51	2,333.40	4,650.00	4,666.80	9,300.00	7,000.20	13,950.00	9,333.60	18,600.00	11,667.00	23,250.00
52	2,202.70	4,390.00	4,405.40	8,780.00	6,608.10	13,170.00	8,810.80	17,560.00	11,013.50	21,950.00
53	2,063.70	4,120.00	4,127.40	8,240.00	6,191.10	12,360.00	8,254.80	16,480.00	10,318.50	20,600.00
54	1,915.60	3,820.00	3,831.20	7,640.00	5,746.80	11,460.00	7,662.40	15,280.00	9,578.00	19,100.00
55	1,757.80	3,510.00	3,515.60	7,020.00	5,273.40	10,530.00	7,031.20	14,040.00	8,789.00	17,550.00

Cash Value Accumulation

Issue Age	Total Cash Value at 10 Years*	Total Reduced Paid-Up at 10 Years*	Total Cash Value at 10 Years*	Total Reduced Paid-Up at 10 Years*	Total Cash Value at 10 Years*	Total Reduced Paid-Up at 10 Years*	Total Cash Value at 10 Years*	Total Reduced Paid-Up at 10 Years*	Total Cash Value at 10 Years*	Total Reduced Paid Up at 10 Years*
56	1,826.00	3,540.00	3,652.00	7,080.00	5,478.00	10,620.00	7,304.00	14,160.00	9,130.00	17,700.00
57	1,895.90	3,580.00	3,791.80	7,160.00	5,687.70	10,740.00	7,583.60	14,320.00	9,479.50	17,900.00
58	1,967.90	3,620.00	3,935.80	7,240.00	5,903.70	10,860.00	7,871.60	14,480.00	9,839.50	18,100.00
59	2,042.20	3,660.00	4,084.40	7,320.00	6,126.60	10,980.00	8,168.80	14,640.00	10,211.00	18,300.00
60	2,118.80	3,700.00	4,237.60	7,400.00	6,356.40	11,100.00	8,475.20	14,800.00	10,594.00	18,500.00
61	2,197.60	3,740.00	4,395.20	7,480.00	6,592.80	11,220.00	8,790.40	14,960.00	10,988.00	18,700.00
62	2,278.70	3,780.00	4,557.40	7,560.00	6,836.10	11,340.00	9,114.80	15,120.00	11,393.50	18,900.00
63	2,361.80	3,830.00	4,723.60	7,660.00	7,085.40	11,490.00	9,447.20	15,320.00	11,809.00	19,150.00
64	2,446.70	3,870.00	4,893.40	7,740.00	7,340.10	11,610.00	9,786.80	15,480.00	12,233.50	19,350.00
65	2,533.40	3,920.00	5,066.80	7,840.00	7,600.20	11,760.00	10,133.60	15,680.00	12,667.00	19,600.00
66	2,621.80	3,960.00	5,243.60	7,920.00	7,865.40	11,880.00	10,487.20	15,840.00	13,109.00	19,800.00
67	2,719.00	4,020.00	5,438.00	8,040.00	8,157.00	12,060.00	10,876.00	16,080.00	13,595.00	20,100.00
68	2,831.60	4,100.00	5,663.20	8,200.00	8,494.80	12,300.00	11,326.40	16,400.00	14,158.00	20,500.00
69	2,947.20	4,180.00	5,894.40	8,360.00	8,841.60	12,540.00	11,788.80	16,720.00	14,736.00	20,900.00
70	3,065.70	4,260.00	6,131.40	8,520.00	9,197.10	12,780.00	12,262.80	17,040.00	15,328.50	21,300.00

Extended Term Insurance

The Extended Term Insurance Provision is a feature commonly found in Whole Life insurance policies. Whole Life insurance is a type of permanent life insurance that provides coverage for the entire lifetime of the insured person as long as the premiums are paid. The Extended Term Insurance Provision is one of the options available to policyholders when they can no longer afford or wish to continue paying premiums for their Whole Life Policy.

How does Extended Term Insurance Provision work?

1. **Whole Life Policy:** You initially purchase a whole life insurance policy, which provides both a death benefit to your beneficiaries upon your death and a cash value component that grows over time.
2. **Premium Payments:** You've been paying regular premiums to keep the policy in force. These premiums are typically higher than those of term life insurance policies, as they not only cover the cost of insurance but also contribute to the cash value component.
3. **Financial Constraints or Changing Needs:** At some point, you might find it challenging to continue paying the premiums due to financial difficulties, a change in priorities, or other reasons.
4. **Extended Term Insurance Option:** Instead of surrendering the policy or letting it lapse, you can utilize the Extended Term Insurance Provision.
5. **Conversion of Cash Value:** With this provision, the accumulated cash value of your whole life policy is converted into a term life insurance policy with a death benefit equal to the original policy's face value.
6. **No More Premiums:** The key benefit of this option is that you no longer need to pay premiums. The cash value you've built up is used to fund the new term policy.
7. **Term Length:** The new term policy's length is determined by the amount of cash value you have and the available premium credit. The death benefit remains the same as your original policy.
8. **Term Policy Termination:** Once the term policy reaches the end of its term (which can be shorter than the original policy's term), the coverage ends, and there is no cash value left.
9. **Conversion Flexibility:** Some policies allow you to convert back to Whole Life insurance or other options within a certain time frame if your financial situation improves.
10. **Beneficiary Protection:** The beneficiaries named in the original whole life policy will receive the death benefit if you pass away during the term of the extended term policy.

The Extended Term Insurance Provision offers a way to maintain some level of coverage without continuing premium payments. However, it's important to note that if you choose this option, the cash value that was contributing to the growth of your policy and providing financial flexibility will be used to fund the term policy. Additionally, the term coverage might be for a limited duration compared to the permanent coverage of the original Whole Life Policy.

Reduced Paid-Up

Reduced Paid-Up Term Insurance is a feature or option that can be found in some types of life insurance policies. It allows policyholders to reduce the coverage amount of their policy while still maintaining some level of life insurance protection without the need to continue paying premiums. This can be a useful option for individuals who are facing financial difficulties or who want to adjust their insurance coverage for various reasons.

Here's how Reduced Paid-Up Term Insurance typically works:

1. **Original Policy:** Let's say you initially purchased a term life insurance policy with a specific coverage amount and a certain premium payment term (the period during which you're required to pay premiums).
2. **Premium Payments:** You've been making regular premium payments to keep the policy in force and maintain the full coverage amount.
3. **Financial Constraints:** However, at some point, you might face financial challenges that make it difficult for you to continue paying premiums at the same level.
4. **Choosing Reduced Paid-Up Option:** Instead of surrendering or canceling the policy, you might have the option to convert your existing policy into a reduced paid-up policy.
5. **Reduced Coverage Amount:** With the reduced paid-up option, your coverage amount will be lowered to a certain level, typically based on the accumulated cash value of the policy.
6. **Premiums Cease:** The key benefit of this option is that you no longer have to make premium payments. The coverage continues, albeit at the reduced coverage amount.
7. **Death Benefit:** In the event of your death, your beneficiaries will receive the reduced coverage amount as the death benefit.
8. **Cash Value:** Depending on the policy and how long you've been paying premiums, your policy might have accumulated a cash value. This value could be used to provide the reduced coverage without the need for further premium payments.
9. **No Further Flexibility:** Once you opt for the reduced paid-up option, you generally can't change your mind and revert to the original coverage amount without resuming premium payments.

Guarantee Issue isn't always guaranteed

- It's important to remember that if an employee isn't actively at work on the policy effective date due to hospitalization or inability to perform 2 or more of the Activities of Daily Living, the life insurance policy will not be bound.
- The same rule applies to spouses and dependents.
- Conversely, a dependent who remains in the care of a policyholder due to a severe cognitive disability, or can no longer perform 2 or more Activities of Daily Living after the limiting age of 26, may continue to take advantage of the dependent life insurance benefit with underwriting approval.



Additional Provisions

DELAYED EFFECTIVE DATE PROVISION – Atlantic American Employee Benefits will postpone the Effective Date only to an eligible Spouse/Children covered under a term insurance rider, other than a newborn child's coverage if, on that date, he or she is: 1) confined to a hospital or other health care facility; 2) home confined; or 3) unable to perform two or more daily living activities. In that case, we will postpone the Effective Date of his or her coverage until the day after the date: (a) of his or her discharge from such facility; (b) his or her home confinement ends; or (c) he or she is no longer requires assistance with two or more activities of daily living. If a Spouse/Dependent was covered under a prior plan at replacement, this language will not apply to the amount of coverage that was in force with the prior plan.

COVERED CHILDREN AND GRANDCHILDREN – Children are covered under the Children's term insurance rider if the child is a natural, step, or legally adopted child and dependent of the employee. A grandchild is covered if the child is a dependent of the employee and filed as such on their federal tax returns. Children/grandchildren must reside in the U.S. to receive coverage.

CONVERSION OF CHILDREN TERM INSURANCE – Within the 31-day period after the expiration date of the term insurance on each Dependent Child, such term insurance may be converted to a new whole life policy without evidence of insurability up to 5x the term rider coverage amount.

EXPIRATION OF CHILDREN TERM INSURANCE – The term insurance on each Dependent Child will expire on the earlier of 1) the end of the month of the child's 26th birthday; or 2) the date the Certificate matures or becomes paid up for its full Face Amount.

'CHRONICALLY ILL' CHRONIC ILLNESS – the Insured has been Diagnosed by a Physician with a medical condition requiring: 1) Substantial Assistance from another person, due to the inability to perform at least two (2) Activities of Daily Living; or 2) Substantial Supervision due to a Severe Cognitive Impairment.

PORTABILITY OPTION – If you, an employee, lose eligibility for this insurance, coverage can be continued by paying the premiums directly to us within 31 days after termination. We will bill the employee directly once we receive notification to continue coverage.

Waiver of Premium

Plan Premiums are waived during a disability period after insured has been disabled for 6 months. Waiver of Premium terminates at age 70. Once declared disabled premiums are waived for as long as the insured remains disabled.

IMPORTANT NOTE: Waiver of Premium only applies to employee life insurance. Spouse and dependent are excluded.

Accelerated Death Benefit Rider for Terminal Illness

- Insured may receive up to 50% of the face amount of the policy during their life if they are diagnosed with a terminal illness that leaves them with a life expectancy of 12 months or less.
- Payment of benefits reduces the face amount and cash value by the amount paid out.
- This rider does not terminate unless the certificate terminates.
- If there are any outstanding loans on the policy, 50% of the outstanding loan will be deducted from the payout.

Extension of Benefits Rider & Death Restoration Rider

Extension of Benefits

- A rider that extends the chronic illness acceleration beyond 100% of the death benefit.
- This rider increases the face amount of the certificate by the amount reduced with each monthly payment of the Accelerated Death Benefit for Chronic Illness.
- We will restore up to 200% of the death benefit that was in force on the date the first monthly payment was made. This rider terminates after the cumulative death benefit increases have been paid.

Death Restoration Rider

- This rider is used to restore the death benefit that has been paid under the Accelerated Death Benefit for Chronic Illness.
- It will restore 25% or 50% of the death benefit for the beneficiary in the event the acceleration for chronic illness is exhausted.
- Benefits can only be restored once.

How does the Extension of Benefits Rider & Death Restoration Rider Work?

A

What if you need care for a long-term illness?

You are able to use our Living Care benefit with a maximum monthly benefit <\$6,250>, for up to <48> months.

When you pass away, your beneficiary still receives a Death Benefit of <50%>, or <\$50,000>.

Use it all and get restored

B

What if you need care for a brief period of time?

You could have a serious illness that leaves you needing care for a brief period. You use only <\$48,000> for your care, before passing away.

The remainder of your policy, <\$52,000>, is paid to your beneficiary as a death benefit.


Use some and leave some

C

You could pass away, without ever needing care

The entire <\$100,000> face amount of your policy will be paid as a death benefit to your beneficiaries.

Keep it all as a legacy

A photograph of two men sitting in an office environment. The man in the foreground is a Black man with short hair, wearing a mustard yellow sweater over a white shirt and light-colored trousers. He is smiling broadly and clapping his hands. The man in the background is a white man with dark hair, wearing a light blue button-down shirt, also smiling. The background is slightly blurred, showing office shelves and equipment.

How do employees qualify for Living Care Benefits?

Must satisfy a 90 day elimination period. Premium must be paid current.

The medical condition must require:

- 1) Substantial Assistance to perform at least 2 ADL's;
- 2) Or require Substantial Supervision due to having a cognitive impairment.

Please note the following states require the condition that requires substantial assistance to be permanent.

What are Activities of Daily Living (ADL's)?

ACTIVITIES OF DAILY LIVING – include the following activities:

1. Bathing – washing yourself without assistance by a sponge bath, or in a tub or shower, including getting into and out of the tub or shower;
2. Continence – maintaining bowel and/or bladder control, or the ability to care for a catheter or colostomy bag when bowel and/or bladder is not controlled;
3. Dressing - putting on and taking off clothing without assistance, including any necessary braces, fasteners or artificial limbs;
4. Eating - consuming food that has already been prepared and made available with or without the use of adaptive utensils (“Eating” does not include food preparation)
5. Transferring – moving from a bed to a wheelchair or other type of conveyance or furniture, and returning to bed, as needed; or
6. Toileting - includes both of the following: (a) getting on and off the toilet; and (b) maintaining a reasonable level of personal hygiene.



Definition of Chronic Illness

Chronic Illness – the Insured has been diagnosed by a Physician with a medical condition requiring:

- 1) Substantial assistance from another person, due to the inability to perform at least two Activities of Daily Living; or
- 2) Substantial supervision due to a Severe Cognitive Impairment.

Definition of Severe Cognitive Impairment

Diagnosis by a Physician that the Insured has suffered a deterioration or loss of intellectual capacity that can lead to the inability to understand the meaning or importance of something or the inability to talk or write, thereby requiring substantial supervision and resulting in the inability to live independently.



Can Benefits Be Paid if a Family Member is the Primary Care Giver?

Immediate Family – include:

- 1) parents, siblings or child(ren); or their Spouse or Spouse's parents, siblings or child(ren).
- 2) "Immediate Family" includes stepchildren, step-parents, step-siblings, adoptive parents and adopted siblings, children or stepchildren.



Can I take the policy with me if I leave my employer?

YES!

Upon separation, you and your spouse may take your Atlantic American Whole Life insurance policy with you.

Atlantic American will generate a letter sent to the address on file notifying you of your rights to continue the policy.

- Premium will remain unchanged
- You will be billed directly by Atlantic American
- The policy will continue to accumulate a cash value
- Living Care benefits provided by the Chronic Illness rider will remain in force

Disclaimers

- **CAUTION:** Receiving Accelerated Death Benefits may have tax consequences or could adversely affect your eligibility for public funds such as Medicare, Medicaid or Social Security.
- You should consult the Medicaid Unit of the Local Department of Public Welfare and Social Security Administration Office, a tax professional or another counselor before receiving such benefits.
- This Rider is not part of a supplemental health, nursing facility, or Medicare Supplement policy.
- Payments received under this Rider may not be sufficient or adequate to cover medical, nursing home, or other healthcare bills.