

Term Life



SONS of
NORWAY

For Agent Use Only



◆ Simple application

We want to make the process as easy as possible.

◆ Customize the coverage

Ability to protect the insurability of your client's children as well as waive premium in the event of a disability.

◆ Convertible to permanent insurance

Your clients can decide at a later date to keep their insurance beyond the selected term.

◆ Valuable conversion credits

If they convert in the first five years, they will receive a conversion credit toward their new premium (not available in NJ).

Target Market



Clients ages 25-60



Your client is in their peak earning years and would need to replace income if they were not around to support their family



They want to be sure to leave funds for paying off the mortgage or other loans



This may be in addition to the permanent coverage they currently have

Term insurance with Sons of Norway will help your clients get more life insurance coverage for their premium dollars than a permanent policy would. With several coverage periods available, you can place either 10, 15, 20 or 30 years of coverage on your client.

This type of insurance works well for income replacement or covering a debt your client may have for a specific period of time. Maybe you are working with a young family that has just purchased a new home with a 30-year mortgage, or your client has taken out 10-15-year loan to help their children with college tuition. These are great examples of how to use term to supplement their insurance coverage should something unforeseen happen before the debt is paid off.

You might also consider pairing some term insurance with a permanent policy to leverage the budget dollars while maximizing the coverage your client needs.

Available terms

- 10, 15, 20 & 30

Issue ages

Term	All States except NY	New York
10 year term	18-70	18-69
15 year term	18-65	18-64
20 year term	18-60	18-58
30 year term	18-50	18-44

*Renewable annually to age 95 (age 80 in NY) rates will increase annually

Face amounts

- \$50,000 and up for Standard Non-Tobacco & Tobacco
- \$100,000 and up for Select & Super Select Non-Tobacco

Premiums

- \$120 minimum annual premium (without riders)

Premium bands

- \$50K - \$100K
- \$100K - \$250K
- \$250K and above

Certificate fee

- \$70 (commissionable)

Mode of payment

- Monthly/AWP
- Quarterly
- Semi- Annual
- Annual

Underwriting classes

- Super Select Non-Tobacco (Z)
- Select Non-Tobacco (X)
- Standard Non-Tobacco (P)
- Tobacco (S)

Grace period

- 30 Days

Free look period

- 30 days

Loans and withdrawals

- Loans and withdrawals do not apply, there is no cash value with this policy

Riders available

- Children's Insurance Rider – available at issue
 - Death benefit per child \$5,000 to \$25,000 until age 22
 - Issue ages for base insured are 18-55 years old
 - Covers child ages 14 days to 17 years
 - Coverage ends when child turns 22 or insured turns 65 years old
 - The child can convert when they turn 22 up to 5 times the rider face amount
- Waiver of Premium
 - Will waive premiums in the event of a total and permanent disability prior to the certificate anniversary after age 65
 - Issue ages 5-60
 - Insured must be disabled for 6 months before premiums will be waived
- Terminal Illness Accelerated Benefit (not available in NY)
 - Provides up to 50% of the death benefit if future life expectancy of insured is less than 12 months (max is \$50,000)
 - Issue ages are 0-85
 - There are no premiums charged
 - The benefit amount received will be reduced by one year's interest and an administrative fee

Conversion options

- Available in first 20 years of contract or before attained age 70, if earlier
- Guaranteed convertible to any available permanent certificate
- Conversion of Waiver of Premium rider will require underwriting
- Conversion Credits

Certificate Year	% of first year Premium Credit
1	100% (80% in NY)
2	80%
3	60%
4	40%
5	20%

Sons of Norway, a financial services and international cultural organization headquartered in Minneapolis, began with shared values and a simple promise of financial security when like-minded people came together to protect their families, celebrate their culture and strengthen their community.

Members of Sons of Norway receive valuable member benefits such as Viking magazine and access to discounts on a wide spectrum of products and services from local and national retailers.

We are glad you are a part of our distribution team and value the business you place with us. We pride ourselves on providing excellent customer service to both our Financial Benefits Counselors and your clients.

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