

Compulife Software Inc.

Prepared for Joe Good by Bob Barney

June 21th, 2011

Comparison Results

Premiums for: Male Preferred Plus Non-Smoker
Birthdate: June 15th 1970
Actual Age: 41 **Nearest:** 41
State: California
Face Amount: \$500,000

20 Year Level Term Guaranteed						
Company Name	AMB	Annual	Monthly		Product Name	Health Category
Banner Life Insurance Company	A+	\$395.00	\$34.56	P+	OPTerm 20 - 20 Year Term	Preferred Plus Non-Smoker
Genworth Life and Annuity Insurance Co	A	\$414.99	\$35.09	P+	Colony Term UL 20 (200K+)	Preferred Best No Nicotine Use
Genworth Life Insurance Company	A	\$414.99	\$35.09	P+	Colony Term UL 20 (200K+)	Preferred Best No Nicotine Use
Ohio National Life Assurance Corporation	A+	\$400.00	\$35.60	P+	Term 20	Super Preferred Non-Smoker
Savings Bank Life Insurance Co of MA	A+	\$410.00	\$35.67	P+	T-20/20 - 20 Year Term Guaranteed 20	Preferred Plus Non-Nicotine
Cincinnati Life Insurance Company	A	\$410.00	\$36.08	P+	LifeHorizons Termsetter 20	Super Select Non-Smoker
American General Life Insurance Company	A	\$424.00	\$37.10	P+	Select-a-Term - 20 Year	Preferred Plus Non-Tobacco
Ohio National Life Assurance Corporation	A+	\$420.00	\$37.38	P+	Term 20 Plus	Super Preferred Non-Smoker
North American Co for Life and Health	A+	\$435.00	\$38.06	P+	ADDvantage 20	Super Preferred Non-Tobacco
Midland National Life Insurance Company	A+	\$435.00	\$38.38	P+	Premier CS4 - 20 Year Term	Preferred Plus Non-tobacco
The Penn Mutual Life Insurance Company	A+	\$445.00	\$38.72	P+	Guaranteed 20 Year Term	Preferred Best Non-Smoker
ReliaStar Life Insurance Company (ING)	A	\$443.00	\$38.76	P+	TermSmart 20 - 20 Year Term	Super Preferred Non-Tobacco
Transamerica Life Insurance Company	A+	\$460.00	\$38.93	P+	TransTerm UL 20	Preferred Plus Non-Smoker
MTL Insurance Company	A-	\$455.00	\$39.13	P+	SelecTerm-20	Preferred Plus Non-Tobacco
Minnesota Life Insurance Company	A+	\$450.00	\$39.60	P+	Advantage Elite Term Life - 20 Year	Preferred Select Non-Tobacco
Transamerica Life Insurance Co (TIIG)	A+	\$465.00	\$40.69	P+	Trendsetter Super 20	Preferred Plus Non-Smoker
Transamerica Life Ins Co (Family Mkt)	A+	\$465.00	\$40.69	P+	Champion Term II 20	Preferred Plus Non-Smoker
Western Reserve Life Assurance Co of OH	A+	\$465.00	\$40.69	P+	WRL TermPlus II 20	Preferred Plus Non-Smoker
MetLife Investors USA Insurance Company	A+	\$454.00	\$40.86	P+	Guaranteed Level Term 20	Elite Plus Nonsmoker

Symetra Life Insurance Company	A	\$470.00	\$41.13	P+	20 Year Level Term	Preferred Best Non-Nicotine
Guardian Life Insurance Co of America	A++	\$480.00	\$41.20	P+	Level Term Gold 20	Elite
Principal National Life Insurance Co	A+	\$475.00	\$41.56	P+	20-Year Term	Super Preferred non-tobacco
TIAA-CREF Life Insurance Company	A++	\$477.90	\$41.82	P+	20-Year Level Term	Preferred Plus Non-Tobacco
Jackson National Life Insurance Company	A+	\$485.00	\$42.44	P+	Protector 20-Year Term	Preferred Plus Nontobacco
Columbus Life Insurance Company	A+	\$500.00	\$42.50	P+	Nautical Term - 20 Year	Super Preferred Non-tobacco

P+, Pf, R+, and Rg are indicators that will help you determine the underwriting (health and lifestyle) criteria that you will need to satisfy in order to qualify for the premium shown.

P+ - indicates a rate for an individual in very preferred (preferred plus) health. A company offering a P+ premium also offers a preferred (Pf) and a regular (Rg) health premium. Pf premiums are less difficult to qualify for. Rg premiums are much less difficult to qualify for.

Pf - indicates a rate for an individual in preferred health. A company offering a Pf premium also offers a regular (Rg) health premium. Rg premiums are less difficult to qualify for.

R+ - indicates a rate for an individual in somewhat better health than regular (Rg), but not what the life insurance industry typically terms "preferred health". A company offering an R+ premium also offers a regular (Rg) health premium. Rg premiums are less difficult to qualify for.

Rg - indicates a rate for a person in normal health who does not have any medical or lifestyle condition which would increase their future risk of dying.

Example: A person who has moderately elevated blood pressure may not qualify for P+, Pf or R+ premium rates, but they might qualify for Rg. A private pilot may not qualify for P+ or Pf premiums, but might qualify for R+ or Rg rates. You will need to speak to the company or an insurance agent for more details. Premiums quoted for smokers already take into account that the insured person smokes and therefore has a greater risk of death than a non-smokers. Premiums offered to smokers are already higher than those for non-smokers.

Differences Between Companies and Products

The following is a brief list of some of the other factors that you will need to consider when comparing products and companies:

Company Financial Strength - Not all life insurance companies are the same. Some are very large financially, some are small. Some companies are in better financial condition than others. The longer the level term period, the more important it is to consider how healthy and strong the life insurance company is. Make sure that you ask your agent for information about the financial ratings for the companies that you are considering.

Renewal Period - Most level term policies have the ability to renew the policy beyond the initial level premium period. Two products may offer identical premiums for the initial level period, and yet there may be an enormous difference in renewal costs beyond the level period. In addition, Compulife includes in our term insurance database, products known in the industry as Universal Life. These "hybrid" U/L products have term-like premiums which offer initial guaranteed level premiums comparable to the level periods of corresponding guaranteed level term policies. For the initial level period, U/L policies with term-like guaranteed premiums provide comparable premium/death benefits as the corresponding level term products. However, the ability to renew those U/L policies, and the premiums that you might pay to renew those policies, can differ significantly from a corresponding level premium term policy. An agent using Compulife has access to that renewal information and can provide a year by year future premium printout that lets you compare more fully.

Conversion Period - Many term policies offer the ability to exchange the term policy for a whole life policy without having to again medically qualify. Should your health change, and should you not be able to buy a new policy elsewhere, you may find the conversion option important. Not all policies offer the same time period for conversion to take place, and not all give you access to the same types of whole life. An agent using Compulife has access to more information about that.

Comparing Different Level Periods - Should you be buying a 10 year term product, a 20 year term or a 30 year term? How long do you need the insurance? If you buy a 10 year term, how will future cost increases after the 10th year compare to a longer level term plan such as 20 year term? If you only need insurance for 10 years, you could be wasting your money buying a 20 year term product. You should discuss why you are buying the insurance with the agent and let them give you the benefit of their knowledge and experience. The agent may be able to identify other factors you have not yet considered. A Compulife subscriber can easily compare, side by side, the future cost of different level term insurance policies.

Monthly Payment Options - Many consumers pay their term insurance premiums on a monthly basis. The least expensive product based upon the annual premium may not have the lowest monthly, quarterly or semi-annual premium. Many life insurance companies charge extra to pay more frequently than annually, and some charge more than others. Once again, an agent using Compulife has access to that information.

Health Risk Conditions - Each life insurance company establishes its own health and lifestyle requirements to determine what premiums you may qualify for. Slightly high blood pressure may disqualify you for one company's preferred health premium, but might be acceptable to obtain another company's preferred health premium. Your agent will be able to give you more guidance.

Smoking Considerations - Not all life companies define smoking the same way. If you have never smoked or used tobacco products in any way, then a non-smoking comparison will include products that you can qualify for based upon non-smoking. If you were a smoker and later quit, then how long ago that you quit may limit your choices. If you do smoke, some companies may offer products with better premiums depending on how little you smoke, or whether you smoke cigars or pipe rather than cigarettes. You will need to discuss all of this with your agent.

There are other considerations that you will want to discuss with your agent.

About This Comparison

The information used in this comparison has been taken from the rate cards and rate manuals which life companies routinely publish and distribute to life agents and brokers. To the best of Compulife's ability we have done everything we can to ensure that the information contained in this comparison is up-to-date and accurate. However, **WE CANNOT GUARANTEE ACCURACY.**

In the event that there is a discrepancy between the information contained in this comparison, and any life company authorized illustration and/or policy, **the policy shall govern** .

Powered by [COMPULIFE](#) ®

Copyright 2011 Compulife Software, Inc.
Compulife is a registered trademark of Compulife Software, Inc.