

[Term] life in the fast lane

FlashTerm vs. OPTerm

FlashTerm, a collaboration between Legal & General America (LGA) and Ash Brokerage, is the new express lane in our underwriting superhighway, offering a seamless, lab-free term life insurance option for your customers. An estimated 70% of prequalified FlashTerm applications submitted are approved instantly or within 72 hours. Below is a quick comparison of FlashTerm vs. OPTerm.

Step 1: Prequalify

Complete Ash Express questions to determine if clients prequalify for FlashTerm.
If your client qualifies for FlashTerm, it will be quoted. Otherwise, OPTerm will be quoted automatically.
Both products feature highly competitive rates.

Step 2: Know the differences

Product details	FlashTerm	OPTerm
Medical exam	No exam or labs needed for qualifying individuals	May be required, depending on responses to application questions
Coverage levels	\$100,000-\$1.5M for ages 20-40 \$100,000-\$1M for ages 20-50	All face amounts available for ages 20-75
Terms	10-, 15-, 20-, 25-, 30-, 35- or 40-year term depending on issue age and risk class	10-, 15-, 20-, 25-, 30-, 35- or 40-year term
Issue ages	20-50, varies by term and underwriting class	20-75, varies by term and underwriting class
Prequalification underwriting class	Preferred Plus through Standard, tobacco/non-tobacco classes	Preferred Plus through Table 12
Underwriting classes available after prequalification*	Preferred Plus through Table 12 on standard plus and standard tobacco classes, subject to underwriting discretion	Preferred Plus through Table 12 Tobacco classes also available

*If a client prequalifies as standard and is determined to be Table 2 during underwriting for FlashTerm, we will make the Table 2 offer on FlashTerm.



Convertibility	FlashTerm	OPTerm
Convertible?	For the duration of the guaranteed level premium period or up to attained age 70, whichever comes first.	For the duration of the guaranteed level premium period or up to attained age 70, whichever comes first. Policies issued at age 66+ are convertible during the first five policy years.

Step 3: Provide more protection with these riders

Included for FlashTerm and OPTerm
<p align="center">Accelerated death benefit</p> <p>If the insured experiences a qualifying terminal illness, the accelerated death benefit payment is payable. The amount is the lesser of 500,000 or 75% of the policy's primary death benefit, less any policy loan.</p>
Only available for OPTerm
<p align="center">Children's rider</p> <p>Provides death benefit protection for families with one or multiple children. Eligible children of the policy insured may include any unmarried child, stepchild or legally adopted child under age 18 at the time of application. A single rider covers all eligible children to the earlier of the child's 25th birthday, the insured's 65th birthday or policy termination.</p>
<p align="center">Waiver of premium rider</p> <p>If the insured is totally disabled for a continuous period of at least six months, the policy premium is waived during the period of total disability. Waiver of premium coverage ceases at attained age 65.</p>
<p align="center">Term rider</p> <p>Provides temporary life insurance coverage for 10, 15 or 20 years after which the coverage ceases.</p>

Step 4: Succeed, with life made easier

FlashTerm is one more way Ash and LGA are closing the coverage gap, by making life insurance more accessible, with fast, lab-free, affordable coverage.

Legal & General America life insurance products are underwritten and issued by Banner Life Insurance Company, Urbana, MD and William Penn Life Insurance Company of New York, Valley Stream, NY. Banner products are distributed in 49 states and in DC. William Penn products are available exclusively in New York; Banner Life is not an authorized New York insurer and does not do business in New York. The Legal & General America companies are part of the worldwide Legal & General Group. OPTerm policy form # ICC21-DTCV and state variations. In New York, OPTerm policy form # DTCV21-NY. NexTerm policy form # ICC21-DTCV1 and state variations. A Waiver of Premium Benefit Rider is available, Banner policy form # ICC09 WPTR and state variations (William Penn # WPTR). Children's Life Insurance Rider, form # ICC16-CLIR and state variations, can provide life insurance coverage on eligible children. The Children's Life Insurance Rider is not available in New York or Maryland and is not available on base plans with Term Riders or in conjunction with A-List Term. Children's Life Insurance Rider premiums are guaranteed to stay level. Coverage expires at the earlier of the insured child's 25th birthday, the base policy insured's 65th birthday or base policy termination. Two-year contestability and suicide provisions apply. Policy descriptions provided here are not a statement of contract. Please refer to the policy forms for full disclosure of all benefits and limitations. For broker use only. Not for public distribution. CN10302023-2

