

PlanRight Whole Life Insurance

Foresters 
Financial



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What does Foresters PlanRight offer your clients?



- A non-participating whole life certificate that offers:
 - Protection for individuals preplanning for post-life needs to help:
 - Pay final expenses, probate fees, or medical bills
 - Create a legacy for a loved one or favorite charity important to them
 - Three plan types are available based on underwriting qualification (Preferred, Standard, Basic)
 - Guaranteed level premiums, cash values, and death benefit amount as long as premiums are paid¹
 - A quick application process: no medical exam, blood profiles, or home office specimen required

1. Assumes no changes are made to the certificate.

PlanRight

Product details

Competitive simplified issue² platform

- Foresters assesses insurability based on answers to the medical and other application questions, underwriting searches and review, and a personal health interview



- MIB
- Prescription history
- Personal phone interview
- Build chart



- Medical or paramedical exam
- Blood, urinalysis, or saliva swab test
- No APS

Available underwriting

- Underwriting risk classes:
 - Only available for:
 - Non-Tobacco (no use of tobacco in past 12 months)
 - Tobacco
 - Once the certificate is issued, no changes are allowed to the underwriting class

Three plan types at issue are available based on underwriting qualification

- PlanRight Preferred and Standard (level death benefit):
 - The death benefit³ is based on 100% of the face amount starting day one

- PlanRight Basic (graded death benefit):
 - Based on return of premium (ROP) + 10% interest⁴ in years one and two, then 100% of the face amount starting in year three
 - Accidental death occurring in the first two years will receive 100% of the face amount

3. Unearned premium will be added and debt subtracted from the applicable amount in calculating the death benefit. Debt includes each outstanding certificate loan amount and unpaid premium owed.

4. Interest is compounded annually and is accrued on a daily basis from the certificate issued date to the date of death.

Product limits- Age (based on age last birthday) and death benefit

- PlanRight Preferred (level death benefit):
 - Ages 50-80: Death benefit between \$5,000-\$35,000
 - Ages 81-85: Death benefit between \$5,000-\$15,000
- PlanRight Standard (level death benefit):
 - Ages 50-80: Death benefit between \$5,000-\$20,000
 - Ages 81-85: Death benefit between \$5,000-\$10,000
- PlanRight Basic (graded death benefit):
 - Ages 50-80: Death benefit between \$5,000-\$15,000
 - Ages 81-85: Not eligible for coverage

Coverage specifics

- Coverage period:
 - The certificate endows at age 121, which means the cash value will equal the death benefit amount at that age

- Cash value:
 - The cash value is guaranteed. The guaranteed amount varies based on many factors including the plan type, gender, and tobacco status
 - The guaranteed cash value amounts will be shown on the certificate data pages delivered with the certificate

Premium requirements

- First premium requirement:
 - Pre-authorized check (PAC) from payer's checking/savings account
 - Check from the applicant

- Subsequent premium requirement:
 - Pre-authorized check (PAC) from payer's checking/savings account
 - Direct billing (quarterly, semi-annual, annual)

Premium requirements

- Minimum premium, modal factors, and certificate fee (commissionable and included in the premium calculation)

Premium mode	Minimum premium	Modal factors	Certificate fee
Monthly PAC	\$10.00	.0875	\$3.15
Quarterly	\$30.00	.026	\$9.36
Semi-annual	\$50.00	.51	\$18.36
Annual	\$100.00	1.00	\$36.00

Premium payment options

- Initial draft and issue date must be within 45 days from the date of the Apptical interview
- Three options are available for draft dates:
 - Draft immediately: Premium drafts begin on the certificate issue date
 - Specific date: Select between the 1st through the 28th
 - Specific day of the month (“Nth” day process): Select between a Monday and Friday. Example: Select the 2nd Wednesday of the month to match your client’s Social Security payment date
- Premiums are payable to age 121
- This product does not allow 1035 exchanges into the certificate

Premium payments not allowed

- Cash
- Post-dated checks
- Money orders
- Cashier's checks
- Check from the producer

Ability to take loans

- Available if there is positive cash surrender value within the certificate
- The certificate is used as security for the loan
- Loan interest rate:
 - Foresters variable loan rate (set annually); currently 4.5%
 - Loan interest accrues daily and is compounded annually
- The certificate will terminate if the loan amount and accrued loan interest exceeds the account value
- At death, the death benefit payable is reduced by any outstanding loan amount (includes accrued interest)

Automatic Premium Loan (APL) provision

- This provision allows Foresters to pay the required premium amount through a loan against the cash surrender value of the certificate
- This feature needs to be selected on the life application
 - Note: If not selected at issue, it can be elected at any time before the end of the grace period by a signed notice
- If an APL occurs on the certificate, the premium payment frequency will automatically change too, if not already, monthly

Non-forfeiture and surrender options

- Two non-forfeiture options available, which can be elected before a required premium is overdue for more than 60 days:
 - Cash surrender: Terminated the coverage for the cash surrender value
 - Reduced paid-up (default option): The cash surrender value is used as a new single premium payment to purchase the maximum face amount. The minimum face amount must be \$1,000 (for lower amounts Foresters may surrender the certificate and pay out the cash surrender value)
- Surrender options:
 - Full surrender: The certificate may be surrendered for its cash surrender value at any time less any outstanding debt
 - Partial surrender: This option is not available on this product

A window to keep coverage

- Grace period:
 - 31 days from the date that the unpaid total premium payment was due
- Certificate lapse:
 - Subject to non-forfeiture and automatic premium loan provisions, the certificate will lapse without cash surrender value at the end of the grace period if the unpaid total premium has not been received by that day

A window to keep coverage

- Reinstatements:
 - Within 3 years of the date of lapse subject to evidence of insurability with two available options for reinstatement:
 - Maintaining original issue date: Requires payment of all unpaid premiums, interest on unpaid premiums (not to exceed 6%), any existing debt, and accrued interest (interest on loans will not exceed Foresters variable loan rate in effect at the time of reinstatement)
 - Re-date of the contract: Requires payment of one modal premium. This option is available within a year of lapse if lapse occurred in year one. The contract is reinstated with a new issue date, which may affect issue age, premium requirements, and guaranteed cash values. This option is not available if the insured is past the maximum allowed issue age of the product

Are multiple certificates allowed?

- Yes, but with the following caveats:
 - Details must be provided as to sufficiently explain the need for the additional certificates
 - The total face amount cannot exceed the maximum death benefit from your client's initial certificate's approval level or the maximum cap for the newly-issued underwriting band
 - The PHI was not completed or is more than 45 days old
- Application will be cancelled if proposed insured had:
 - Two Foresters certificates within the previous 12 months
 - Three or more Foresters certificates since 2009, which have lapsed, been not taken, surrendered, or cancelled
- You're not licensed to solicit business in the state of solicitation
- Incorrect version of state application used

Options for modifying in-force coverage

- Based on the administrative rules in effect:
 - Current allowed changes:
 - Change to the payment frequency mode
 - Face amount decreases (minimum face limits apply), which also reduces all riders
 - Accidental Death Rider can be decreased or terminated
 - Current disallowed changes:
 - Face amount increases
 - Rider addition or increases after issue
 - Plan type changes between Preferred, Standard or Basic
 - Tobacco class changes

Customize coverage with riders

- Up to three built-in riders (Automatically included for no additional premium)⁵:
 - Accelerated Death Benefit Rider (For Terminal Illness):
 - This rider is available only on PlanRight Preferred & Standard plans
 - Family Health Benefit Rider
 - Common Carrier Accidental Death Rider
- Optional rider (Requires additional premium):
 - Accidental Death Rider
 - This rider is available only on PlanRight Preferred plan

5. Foresters products and riders may not be available or approved in all states and are subject to eligibility requirements, underwriting approval, limitations, contract terms and conditions and state variations. Refer to the applicable Foresters contract for your state for these terms and conditions. Underwritten by The Independent Order of Foresters.

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What should you know about the process?

Step 1: How are you planning on conducting your meeting?

- Paper application: You must be physically present face-to-face to complete the appropriate paper application and any required state-specific forms along with completing the PHI
 - If the payer is different than the owner or insured, make sure the Contingent Owner/Other Payer I.D. Form is completed and submitted with the application
- Apptical Liveapp⁶: You must complete the Apptical LiveApp⁶ application process for either face-to-face or non-face-to-face sales and must complete the PHI
 - Refer to the Apptical LiveApp training to learn how to complete an application

Step 2: Pre-screen your client by completing the application

- A client will not be eligible and should not apply if:
 - No Social Security Number (SSN)
 - Not mentally competent to answer the application questions alone or legal cannot conduct their own affairs)
 - Unable to complete the PHI by telephone (hearing impaired clients can use TTY or VRS)
 - Previously declined for another Foresters product
- Outside of the height/weight underwriting guidelines
- Taking prescribed prescription drugs listed as “not eligible” in the PlanRight Medical Reference Guide
- Does not have an approved form of identification for the application (approved forms: Driver’s license, Passport, or government-issued photo ID card)

Step 2: Pre-screen your client by completing the application

- Qualification based on answers to the medical questions in section 2:
 - A “**Yes**” answer to questions 1-6 means your client is not eligible for PlanRight coverage

If a “Yes” answer to questions 1-6, the proposed insured is not eligible for Foresters PlanRight. Do not complete or submit this application.

1. Are you:
 - a) A resident in, or have you been advised to move into, a nursing home or skilled nursing facility? _____ Yes No
 - b) Receiving, or have you been advised to receive, skilled nursing care, hospice care, or home healthcare? _____ Yes No
 - c) A patient in a hospital or psychiatric facility, or confined to a correctional facility? _____ Yes No
 - d) Using a wheelchair or electric scooter due to an ongoing diagnosed illness, medical condition, or disease? _____ Yes No
 - e) Requiring help (from anyone) with administering or taking your medications, or with bathing, dressing, eating, or toileting? _____ Yes No
2. Within the past year (12 months), have you been advised to:
 - a) Use, or have you used, oxygen equipment to assist with breathing (excluding use for sleep apnea)? _____ Yes No
 - b) Have, or have you had, kidney dialysis? _____ Yes No
 - c) Have surgery, a medical procedure, hospitalization, or have you been referred for a check up or consultation with a doctor or medical specialist, which has not yet been started, completed, or for which results are not known? _____ Yes No
 - d) Have a diagnostic test, or have you been referred to get a lab test, which has not yet been started, completed, or for which results are not known (excluding tests related to the Human Immunodeficiency Virus (HIV))? _____ Yes No
3. Within the past year (12 months), have you consulted a physician for, been diagnosed with, or received or been advised to receive treatment or medication for, unexplained weight loss greater than 10 pounds? _____ Yes No
4. Have you ever received, or been advised to receive, an organ or bone marrow transplant, or had an amputation that you were advised was due to complications of diabetes? _____ Yes No
5. Have you ever been diagnosed with, or received or been advised to receive treatment or medication for:
 - a) Cardiomyopathy, Congestive Heart Failure (CHF), Pulmonary Hypertension, or any other type of heart failure or heart muscle disease? _____ Yes No
 - b) Amyotrophic Lateral Sclerosis (ALS), or a terminal illness or end-stage disease? _____ Yes No
 - c) Alzheimer’s disease, dementia, or memory loss? _____ Yes No
 - d) Acquired Immune Deficiency Syndrome (AIDS), AIDS Related Complex (ARC), or tested positive for HIV? _____ Yes No
6. Have you ever been diagnosed with more than one occurrence of the same or different type of cancer, or do you currently have cancer (the term “cancer” excludes basal cell skin cancer)? _____ Yes No

If all “No” answers to questions 1-6, then continue with questions 7-12.

Step 2: Pre-screen your client by completing the application

- Qualification based on answers to the medical questions in section 2:
 - A “**Yes**” answer to questions 7-12 means your client may be eligible for Basic

Complete questions 7-12 and indicate (e.g. circle or underline) the condition(s) to which each “Yes” answer, if any, applies.

7. Have you ever been diagnosed with diabetes and have also been diagnosed with, or advised to receive treatment for:
 - a) Retinopathy (problems with your eyesight)? _____ Yes No
 - b) Nephropathy (kidney disease or kidney damage)? _____ Yes No
 - c) Peripheral Neuropathy (nerve damage or numbness)? _____ Yes No
 8. Within the past 2 years (24 months), have you been hospitalized for 48 hours or more that you were advised was due to diabetes? _____ Yes No
 9. Within the past 2 years (24 months), have you been diagnosed with, or received or been advised to receive treatment for:
 - a) Alcohol or drug abuse, or have you used illegal drugs? _____ Yes No
 - b) An aneurysm, or have you ever been diagnosed with an aneurysm that has not yet been repaired? _____ Yes No
 - c) A brain tumor, or have you ever been diagnosed with a brain tumor that has not yet been treated or is being monitored or observed? _____ Yes No
 10. Within the past year (12 months), have you been diagnosed with having:
 - a) A heart attack, stroke, or Transient Ischemic Attack (TIA/mini-stroke)? _____ Yes No
 - b) Angina, or have you taken medication for angina? _____ Yes No
 11. Within the past year (12 months), have you been advised to have, or have you had, a pacemaker or defibrillator implant, cardioversion treatment, or any other type of heart or circulatory procedure? _____ Yes No
 12. Within the past 3 years (36 months), have you been diagnosed with cancer, or received or been advised to receive chemotherapy, radiation, or any other type of treatment for cancer (the term “cancer” excludes basal cell skin cancer)? _____ Yes No
- If a “Yes” answer in questions 7-12, then apply for Foresters PlanRight (Basic). If all “No” answers then continue with questions 13-15.

Step 2: Pre-screen your client by completing the application

- Qualification based on answers to the medical questions in section 2:
 - A “**Yes**” answer to questions 13-15 means your client may be eligible for Standard
 - If questions 1-15 are answered “**No**”, your client may be eligible for Preferred

Complete questions 13-15 and indicate (e.g. circle or underline) the condition(s) to which each “Yes” answer, if any, applies.

13. Have you ever been diagnosed with, or received or been advised to receive treatment or medication for:
- a) Parkinson’s disease or Systemic Lupus (SLE)? _____ Yes No
 - b) Hepatitis B or C, cirrhosis of the liver, or any other type of liver disease or condition? _____ Yes No
 - c) Chronic kidney disease, chronic renal insufficiency, or any other type of kidney disease or condition (excluding kidney stones)? _____ Yes No
 - d) Chronic Obstructive Pulmonary Disease (COPD), chronic bronchitis, emphysema, or any other type of chronic lung disease or ongoing respiratory condition (excluding asthma or sleep apnea)? _____ Yes No
14. Within the past 2 years (24 months), have you been diagnosed with having:
- a) A heart attack, stroke, or Transient Ischemic Attack (TIA/mini-stroke)? _____ Yes No
 - b) Angina, or have you taken medication for angina? _____ Yes No
15. Within the past 2 years (24 months), have you been advised to have, or have you had, a pacemaker or defibrillator implant, cardioversion treatment, or any other type of heart or circulatory procedure? _____ Yes No

If a “Yes” answer in questions 13-15, then apply for Foresters PlanRight (Standard).

If all medical questions 1-15 are answered “No”, then apply for Foresters PlanRight (Preferred).

Step 2: Pre-screen your client by completing the application

- If your client qualifies for coverage based on the medical questions on the application, make sure to:
 - Complete the entire application and have it signed & dated
 - Proceed to call Apptical to complete your client's required phone interview

Step 3: Conduct the required PHI

- Call Apptical to conduct the PHI with your client:
 - A completed PHI is valid for 45 days after completion
 - On-the-spot medical eligibility notification will be provided based on factors including:
 - Application answers to medical questions and your client's build
 - PHI phone interview
 - MIB and Prescription History Check
 - The call can be conducted in English or Spanish
 - Apptical can be reached between M-F 8:30am-11pm ET/
S-S 10:00am-7:00pm ET at 866-844-9276

Step 4: Submitting the application



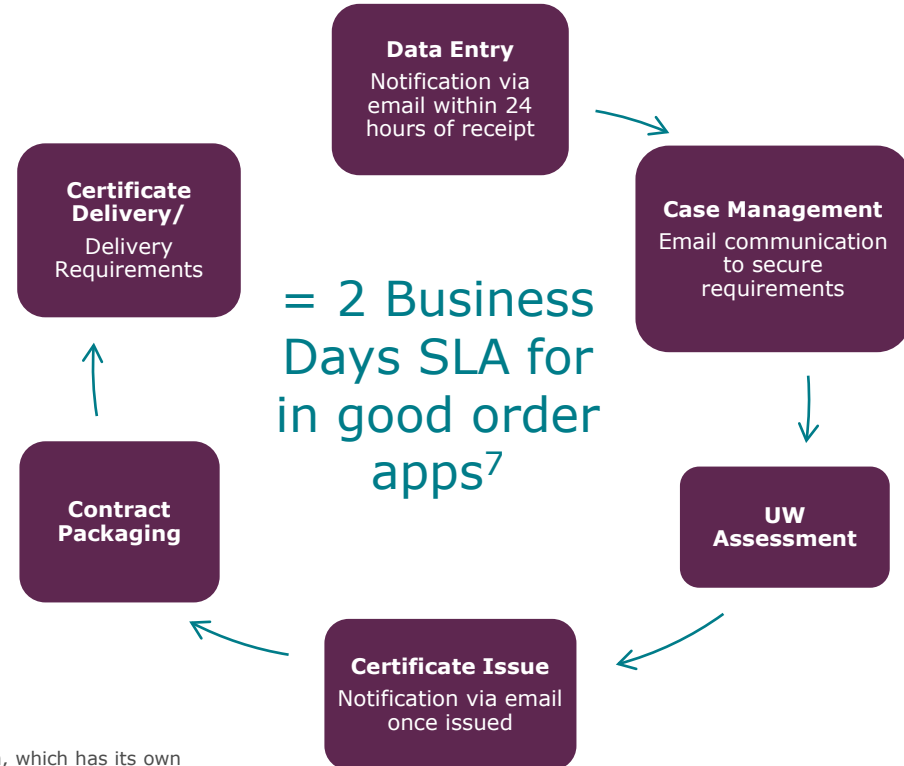
- If your client is medically eligible after the PHI, submit the application along with a check or the Pre-Authorized Check (PAC) information
- Important dates in the application process to highlight:
 - Application date: This date must be the same date as the application in which was completed and signed by your client and the PHI was completed
 - Stale-dated: The date Foresters must receive all completed applications in which a PHI was completed regardless of the decision. This date is ten days from the application signed date. Not submitting completed applications will impact your ability to sell PlanRight
 - A signed application is required for authorization for MIB and prescription history searches

Step 4: Submitting the application

- Certificate effective date: The issue date of the certificate when the first premium is collected and honored
 - A future effective date is allowed on certificates within 45 days from the application date
 - Backdating to save age is allowed for up to six months and requires collection of the additional premiums plus one month (except for qualification due to age limit restrictions)

Step 5: The application approval process

- Once an application is submitted to Foresters, what can you expect?



7. Replacement applications undergo review by the Replacements team, which has its own 48-hour service level agreement (SLA).

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Riders deeper dive

Accelerated Death Benefit Rider

- Description:
 - This rider provides the certificate owner the option to accelerate a portion of the death benefit and possibly receive a payment due to diagnosis of a Terminal Illness
 - The payment may be used for any purpose, such as partially covering costs associated with an insured's terminal illness. The rider is not long-term care insurance and is not intended to be long-term care insurance
- This is just an overview of some of the eligibility requirements, limitations, and the impact a payment under this option may have on the certificate
- Qualifying event for Terminal Illness:
 - Diagnosed with a non-correctable illness or physical condition, which is reasonably expected to result in death within 12 months of diagnosis

Accelerated Death Benefit Rider

- Eligibility:
 - Available on certificates with a minimum face amount of \$5,000
 - Available for all issue ages on Preferred and Standard plans
 - Notice of claim must be received in writing at Foresters designated office
- Amount limits:
 - Minimum acceleration: \$2,000
 - Maximum acceleration:
 - The lesser of 95% of the eligible death benefit or \$35,000, over the lifetime of the rider
 - Only one payment will be allowed, and the rider will terminate after payment
 - All acceleration requests are subject to maintaining a residual face amount of \$2,000

Accelerated Death Benefit Rider

- Payment:
 - The actuarial discount and administration fee are \$0.00
 - Payment made under the rider can only be received as a lump sum
 - Payment made under the rider will reduce the death benefit and other values within the certificate
- In some cases, the accelerated death benefit payment can affect eligibility for public assistance programs and trigger unfavorable tax consequences; the owner should check with a tax advisor before making a claim
- Rider expiry:
 - The date when a terminal illness claim payment is made

Family Health Benefit Rider

- Description:
 - This rider provides a benefit amount for the insured and their immediate family members due to a qualified health situation caused by a catastrophic weather event, which is recognized and recorded by the US National Weather Service or US Geological Survey. These events are a hurricane, tornado, volcanic eruption, tsunami, typhoon, lightning strike, or earthquake
- Qualifying event:
 - Maximum benefit per qualified health situation for an individual is \$650, with a lifetime family maximum of \$5,000:
 - Ambulance Transportation: \$50
 - Hospital Emergency Room Examination: \$100
 - Hospital Stay: \$100 per day up to a maximum of 5 days

Family Health Benefit Rider

- Issue age (age last birthday):
 - PlanRight Preferred: Ages 50-85
 - PlanRight Standard: Ages 50-85
 - PlanRight Basic: Ages 50-80
- Rider expiry date:
 - The date will be the earlier of:
 - The certificate anniversary on which the insured is age 121
 - The first day following the day that the total of the specific benefit amount paid under this rider equals the maximum family benefit amount

Common Carrier Accidental Benefit Rider

- Description:
 - This rider provides a death benefit amount of up to two times the face amount if the insured dies within 180 days of an accidental bodily injury that occurs while riding as a fare-paying passenger on a common carrier subject to a combined maximum of \$300,000 across all Foresters Common Carrier Accidental Death Rider and Accidental Death Rider coverages on the insured life
- Issue age (age last birthday):
 - PlanRight Preferred: Ages 50-85
 - PlanRight Standard: Ages 50-85
 - PlanRight Basic: Ages 50-80
- Rider expiry date:
 - The rider expiry date will be the certificate anniversary on which the insured is age 121

Accidental Death Rider

- Description:
 - This rider provides additional coverage on the insured for an accidental death due to and occurring within 180 days of, an accidental bodily injury directly and independently from other causes while this rider is in effect
 - This rider is only available at the time of issue on the PlanRight Preferred plan
- Benefit amount:
 - Minimum amount of \$5,000
 - Maximum amount of 100% of the base certificate face amount subject to a maximum of \$300,000 of accidental death coverage across all Foresters certificates

Accidental Death Rider

- Issue age (age last birthday):
 - PlanRight Preferred: Ages 50-85
- Rider expiry date:
 - The rider expiry date will be the certificate anniversary on which the insured is age 121
 - The rider may end before the rider expiry date

Disclaimer

Foresters products and riders may not be available or approved in all states and are subject to eligibility requirements, underwriting approval, limitations, contract terms and conditions and state variations. Refer to the applicable Foresters contract for your state for these terms and conditions. Underwritten by The Independent Order of Foresters.

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All information is intended to be general in nature. All Foresters fraternal requirements need to be considered including the requirement that proceeds must benefit the Foresters member or the member's dependents.

The information contained in this presentation is for informational purposes only. There are other tools available to support your learning needs. You must ensure that you correctly represent, to a customer or prospect, the product features based on the actual wording of the applicable certificate and riders for your state.

Thank you

Any questions?

- Our Foresters Financial Sales Support team is only a call away, 866-466-7166, option 1

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