

ANICO Signature Term Life

General Questions

Q: What plans are available on the ANICO Signature Term?

A: The ANICO Signature Term offers a choice of either ART, 10, 15, 20, or 30 year level premium.

Q: What plan is available for Underwriting Express where the face amount is \$250,000 or less and where the individual is 65 years of age or younger?

A: For the Underwriting Express market, the product used is Signature Term Express. Standard and Substandard are the only classes available with this program. ART (Annual Renewable Term) and Level premium policies are available.

Q: What is the minimum face amount of the ANICO Signature Term policy?

A: \$50,000

Q: Does the ANICO Signature Term Series have any policy fees? If so, are they commissionable?

A: The ANICO Signature Term has a \$60 annual policy fee. The policy fee is not commissionable.

Q: Does the ANICO Signature Term pay renewal commission?

A: No, renewal commissions are not paid on the ANICO Signature Term.

Q: Does the ANICO Signature Term offer a conversion period?

A: Yes. Conversion is available to the end of the level premium period (10-year, 15-year, 20-year or 30-year), but not beyond the policy anniversary on which the Insured reaches attained age 65. In no case will the conversion expiry date be prior to the fifth policy anniversary (applied to issue ages greater than 60). The ART Conversion rules will be discussed below.

Q: Does the ANICO Signature Term offer conversion credit?

A: Yes, ANICO will provide a term conversion credit of 100% of the annual premium payable in the year of conversion for conversions that occur during the first five policy years (prorated in the first policy year). Conversions are limited to contracts that use the same underwriting basis and issued at an equivalent rate class.

Q: Does the ANICO Signature Term ART offer a conversion period?

A: Yes. During the first three policy years, if the Insured's issue age is less than or equal to 55, then the policy can be converted to term life insurance with a level premium period of at least 20 years. At any time during the first 10 policy years or the policy anniversary on which the insured reaches attained age 65, the policy may be converted to a permanent policy. In no case will the conversion expiry date be prior to the fifth policy anniversary (applied to issue ages greater than 60).

Q: Does the ANICO Signature Term ART offer conversion credit?

A: Yes, policies being converted to permanent products do offer conversion credit. However, if converting the policy to a 20- or 30- year level premium policy, no conversion credit is offered.

Q: Does the ANICO Signature Term allow any policy changes?

A: The ANICO Signature Term policy form does not provide for policy changes other than conversions mentioned above.

Q: What riders are available on the ANICO Signature Term?

A: The Children's Term Rider, Disability Waiver of Premium and Accelerated Benefit Riders for Critical, Chronic and Terminal Illness are available on the ANICO Signature Term. Rider approvals vary by state. Please check the IMG website for state approvals.

Q: Are there any differences for the Signature Term in New York?

A: Yes. The policy is issued by American National Life Insurance Company of New York and New York only allows an Accelerated Benefit Rider for Terminal Illness. Should your client be diagnosed with an illness that is expected to result in death within 12 months, they will be eligible to accelerate a portion of their death benefit in advance through the application of a lien against the policy. Please refer to Form ADB11(NY) for additional information. The maximum Initial Accelerated Benefit your client may request is the lesser of 50% of the Eligible Death Benefit or \$250,000. The policy does not terminate in the event of acceleration.

Q: Does the ANICO Signature Term use age nearest or age last?

A: The ANICO Signature Term uses age nearest.

Q: What are the issue ages on the ANICO Signature Term Series?

- A:
- Annual Renewable Term (ART) 18-65
 - 10-year level premium 18-70
 - 15-year level premium 18-65
 - 20-year level premium 18-60
 - 30-year level premium 18-50



Accelerated Benefit Rider Notice:

Policy Form Series: ABR14-TM; ABR14-CH; ABR14-CT. **Forms will vary by state and may not be available in all states.** Refer to rider forms for a complete list of illnesses and definitions. Some states may limit the definition of terminal illness to conditions that are expected to result in death within 12 months. The riders are offered at no additional premium. However, the accelerated payment will be less than the requested death benefit because it will be reduced by an actuarial discount and an administrative fee of up to \$500. The amount of the reduction is primarily dependent on American National's determination of the insured's life expectancy at the time of election. Outstanding Policy Loans will reduce the amount of the benefit payment. The accelerated death benefit is an unrestricted cash payment. The Chronic and Terminal rider are intended to receive favorable tax treatment under 101(g) of the IRC. Receipt of a benefit could be a taxable event. You should consult a tax advisor regarding the tax status of any benefit paid under these riders. Receipt of Accelerated Benefits may affect your eligibility for Medicaid, supplemental security income, or other governmental benefits or entitlements. Before accelerating any benefit you should consult an advisor to determine the impact on your eligibility. Accelerated Benefit Riders are not replacements for Long Term Care Insurance. **This is a life insurance benefit that also gives you the option to accelerate some or all of the death benefit in the event that you meet the criteria for a qualifying event described in the policy. This policy or certificate does not provide long-term care insurance subject to California long-term care insurance law. The policy or certificate is not a California Partnership for Long-Term Care program policy. This policy or certificate is not a Medicare supplement policy.** Accelerated benefit riders ("ABR") and long-term care insurance ("LTCI") provide different types of benefits. An ABR allows the insured to access a portion of the life insurance policy's death benefit while living and may be used for any purpose. LTCI provides reimbursement for necessary care received due to a prolonged illness or disability. Coverage may include reimbursement for the cost of a nursing home, assisted living, home health care, homemaker services, adult day care, hospice services or respite care for the primary caretaker. The benefits may be conditioned on certain requirements or meeting an elimination period or limited by type of service, the number of days or a maximum dollar limit. Benefits under some ABRs and all LTCI are conditioned upon the insured not being able to perform two or more of the activities of daily living or being cognitively impaired. California: See form 10741-CM for a more detailed comparison of benefits provided by an ABR and LTCI.

Policy Forms Series: ART12, ART12(NY), ADB11(NY), LPW84(NY), CTR12M(NY), LPW84, CTR12M

(Forms may vary by state)

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