## Filing at a Glance

Company: Zurich American Life Insurance Company

Product Name: SIUL Marketing Material
TOI: L08 Life - Other

Sub-TOI: L08.000 Life - Other
Filing Type: Form

SERFF Tr Num: ZUUG-128175663
SERFF Status: Closed-Filed-Closed
Co Tr Num: 2012-0053

Author: Ute Luedtke-Ahrens
Date Submitted: 03/16/2012

State: Arkansas
State Tr Num:

State Status: Filed-Closed
Reviewer(s): Linda Bird
Disposition Date: 03/20/2012
Disposition Status: Filed-Closed
Implementation Date:

Implementation Date Requested:
State Filing Description:

## General Information

Project Name:
Project Number:
Requested Filing Mode: Informational
Explanation for Combination/Other:
Submission Type: New Submission
Overall Rate Impact:

Deemer Date:
Submitted By: Ute Luedtke-Ahrens

Status of Filing in Domicile: Not Filed
Date Approved in Domicile:
Domicile Status Comments:
Market Type: Individual
Individual Market Type:
Filing Status Changed: 03/20/2012
State Status Changed: 03/20/2012
Created By: Ute Luedtke-Ahrens
Corresponding Filing Tracking Number: MLLM-127738968

Filing Description:
Marketing Material Submission – NAIC # 90557
SERFF Filing No. ZUUG - 128175663

Dear Commissioner Bradford:

Zurich American Life Insurance Company wishes to file the attached marketing materials, designed for use with Flexible Premium Adjustable Survivorship Life Insurance Policy with Index-Linked Options. Said product was approved by your Department on 12/27/2011 under SERFF No. MLLM-127738968.

The Marketing Materials provided with this submission consist of the following documents:

A1-20615-A, Zurich Survivor Index UL - Consumer Guide
Please note that due to SERFF upload restrictions this document appears as 2 pages per sheet. The original is a single page per sheet.

A1-20687-A, Zurich Survivor Index UL: Email-Invitation to a Producer Webinar

A1-20728-A, Zurich Survivor Index UL – Webinar Slide Deck
The slide deck is provided with and without speaker notes. In order to comply with SERFF upload restrictions, the document which includes the speaker notes was split into 4 parts.

We are filing form number A1-20687-A bracketed to update the invitation with seminar dates as well as the producer's name. We are enclosing the Statement of Variable Language under the Supporting Documentation tab.

Thank you for your consideration of our filing. Please do not hesitate to contact me should you have any questions. Your prompt review and approval of these forms is greatly appreciated.

Sincerely,
Zurich

Ute Luedtke-Ahrens
Product Development Consultant

## Company and Contact

**Filing Contact Information**


| | | |
|---|---|---|
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| Overland Park, KS 66211 | 913-664-3611 [FAX] | |


**Filing Company Information**

| | | |
|---|---|---|
| Zurich American Life Insurance Company | CoCode: 90557 | State of Domicile: Illinois |
| 1400 American Lane | Group Code: 212 | Company Type: Life and Annuity |
| Schaumburg, IL  60196 | Group Name: Zurich North America | State ID Number: |
| (847) 605-6000 ext. [Phone] | FEIN Number: 36-3050975 | |

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# Filing Fees

| | |
|---|---|
| Fee Required? | Yes |
| Fee Amount: | $150.00 |
| Retaliatory? | No |
| Fee Explanation: | $ 50 per advertising form |
| | 3 x 50 = 150 |
| Per Company: | No |

| COMPANY | AMOUNT | DATE PROCESSED | TRANSACTION # |
|---|---|---|---|
| Zurich American Life Insurance Company | $150.00 | 03/16/2012 | 57231056 |

| | | | |
|---|---|---|---|
| *SERFF Tracking Number:* | *ZUUG-128175663* | *State:* | *Arkansas* |
| *Filing Company:* | *Zurich American Life Insurance Company* | *State Tracking Number:* | |
| *Company Tracking Number:* | *2012-0053* | | |
| *TOI:* | *L08 Life - Other* | *Sub-TOI:* | *L08.000 Life - Other* |
| *Product Name:* | *SIUL Marketing Material* | | |
| *Project Name/Number:* | */* | | |

# Correspondence Summary

## Dispositions

| Status | Created By | Created On | Date Submitted |
|---|---|---|---|
| Filed-Closed | Linda Bird | 03/20/2012 | 03/20/2012 |

# Disposition

Disposition Date: 03/20/2012

Implementation Date:

Status: Filed-Closed

Comment:

Rate data does NOT apply to filing.

| | | | |
|---|---|---|---|
| *SERFF Tracking Number:* | *ZUUG-128175663* | *State:* | *Arkansas* |
| *Filing Company:* | *Zurich American Life Insurance Company* | *State Tracking Number:* | |
| *Company Tracking Number:* | *2012-0053* | | |
| *TOI:* | *L08 Life - Other* | *Sub-TOI:* | *L08.000 Life - Other* |
| *Product Name:* | *SIUL Marketing Material* | | |
| *Project Name/Number:* | */* | | |

| Schedule | Schedule Item | Schedule Item Status | Public Access |
|---|---|---|---|
| **Supporting Document** | Flesch Certification | | No |
| **Supporting Document** | Application | | No |
| **Supporting Document** | Statement of Variability for Form number A1-20687-A | | Yes |
| **Form** | Consumer Guide | | Yes |
| **Form** | E-Invite | | Yes |
| **Form** | Zurich Survivor Index UL | | Yes |

# Form Schedule

**Lead Form Number: A1-20615-A**

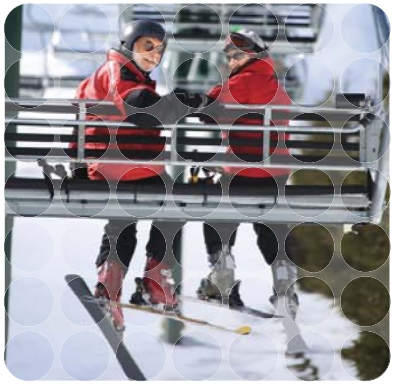
| Schedule Item Status | Form Number | Form Type | Form Name | Action | Action Specific Data | Readability | Attachment |
|---|---|---|---|---|---|---|---|
| | A1-20615-A | Other | Consumer Guide | Initial | | 0.000 | 12-0130 Consumer Survivor_vFINs - 2012 03 12 (multiple).pdf |
| | A1-20687-A | Other | E-Invite | Initial | | 0.000 | Zurich Survivor Index UL E-Invite 03-15-2012.pdf<br>Zurich Survivor Index UL E-Invite 03-15-2012 (bracketed).pdf |
| | A1-20728-A | Other | Zurich Survivor Index UL | Initial | | 0.000 | SIUL Launch Webinar - FINAL - 2012 03 12.pdf<br>SIUL Launch Webinar - FINAL - 2012 03 12 (incl notes)_Part1.pdf<br>SIUL Launch Webinar - FINAL - 2012 |

03 12 (incl notes)_Part2.pdf
SIUL Launch Webinar - FINAL - 2012 03 12 (incl notes)_Part3.pdf
SIUL Launch Webinar - FINAL - 2012 03 12 (incl notes)_Part4.pdf

ZURICH®

# Zurich Survivor Index UL™ Consumer Guide

A flexible premium adjustable survivorship life insurance policy with index-linked interest options
Offering you protection, flexibility and simplicity



Offered by Zurich American Life Insurance Company

## Zurich Survivor Index UL™

When it comes to accumulating and protecting wealth, life insurance can play a key role in your overall financial, estate and tax planning. As you consider the best coverage to preserve the future of your estate, survivorship index universal life insurance certainly merits a close look. Survivor index universal life policies insure two lives, which makes it more cost effective than using two policies, and pays an income tax-free death benefit upon the second death. It also provides the potential for market-linked policy value growth, with both down-side protection and up-side opportunity in today's uncertain times.

### Protection is the Beginning

The Zurich Survivor Index UL provides you with cost effective permanent death benefit protection, backed by the full strength and reliability of the Zurich brand.[1] The Zurich Survivor Index UL also has an optional long term guaranteed death benefit rider that guarantees the policy to age 80 or 90, based on the younger insured's issue age.

### Protection with Innovative Policy Value Growth Potential

Zurich understands the need for an effective balance between a life insurance policy's death benefit protection and impactful Policy Value growth potential. The Zurich Survivor Index UL's income tax-free permanent death benefit protection is well complemented with an industry leading set of both fixed interest and innovative indexed interest account options.

### The Zurich Survivor Index UL EDGE

The Zurich Survivor Index UL's edge is its cost effective death benefit protection and innovative index-linked options that provide the optimal combination of diversity, hindsight, overweighting and simplicity.

We invite you to take a closer look.

# Pick Your Strategy for Growth

In addition to solid death benefit protection, Zurich Survivor Index UL offers you a choice of Fixed Interest Strategies and Indexed Interest Strategies in pursuit of Policy Value growth. Policy Value is created when the premiums you pay – minus the premium load, cost of insurance and any expense and rider charges – are credited with interest as applicable.

### Fixed Interest Strategies

You can choose to allocate some or all of your Policy Value amounts into one or more of the following Fixed Accounts:

#### Short Term Holding Account

- This Account is available for people who need short-term liquidity, for example, automatic periodic transfers into other Accounts.
- Policy Values grow at a company-declared interest rate.
- The minimum credited interest rate for this Account is 0%.[2]
- Policy Value in the Short Term Holding Account can be reallocated into the other Accounts as frequently as each policy month.

#### Long Term Fixed Account

- This Account can be used for longer-term Policy Value accumulation.
- Policy Values grow at a company-declared interest rate.
- The minimum credited interest rate for this Account is 2% annually, credited monthly.
- Once a rate has been declared, it will remain in effect for at least the next 12 policy months.
- Policy Value in a Long Term Fixed Account Segment can be reallocated into other Accounts at the end of the 12-month interest declaration period.

### Indexed Interest Strategies

If you prefer, you can choose to allocate some or all of your Policy Values into one or more Indexed Accounts. A single-index option and two multi-index options are available that offer potential Policy Value growth based on the movement of the underlying index(es) over a 12-month period. The Index Interest Accounts offered in the Zurich Survivor Index UL include: the S&P 500® Index Interest Account, the Domestic Multi Index Interest Account and the Global Multi Index Interest Account.

- If the market indexes move higher, you can share in that growth at a **Participation Rate**[3] of 100%, up to a specified **Current Annual Growth Cap Percentage**[4].
- If the index level(s) decline, the **Minimum Guaranteed Interest Rate** (1.0% per year for the S&P 500® Index Interest Account and 0.0% per year for the Domestic Multi Index Interest Account and Global Multi Index Interest Account) is applied, offering downside protection.

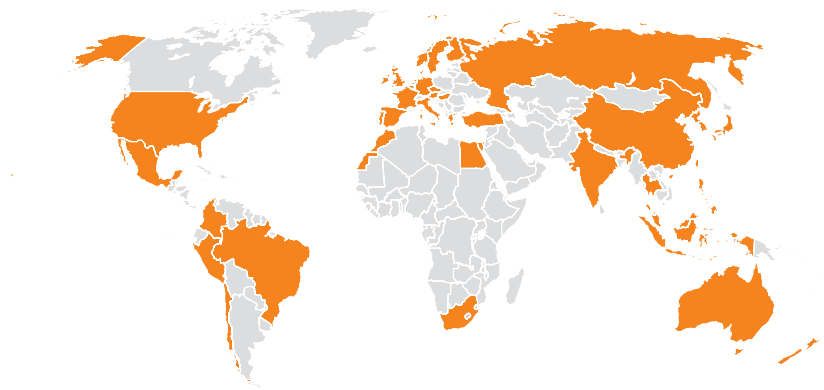


## Here are the Index Interest Accounts currently available in the Zurich Survivor Index UL:

| S&P 500® Index Interest Account[5] | |
|---|---|
| Benchmark: | **S&P 500® Composite Stock Price Index**[6]<br>Tracks the price level performance of 500 widely traded U.S.-based companies, excluding dividends payable on those stocks. |
| Participation Rate: | 100.0% |
| Current Annual Growth Cap: | 11.0% per year |
| Guaranteed Minimum Interest Rate: | 1.0% per year |
| **Domestic Multi Index Interest Account[5]** | |
| Benchmark Indexes: | **S&P 500® Composite Stock Price Index**[6]<br>Tracks the price level performance of 500 widely traded U.S.-based companies, excluding dividends payable on those stocks. |
| | **Dow Jones-UBS Commodity Index**[5M 7]<br>Monitors price levels of 20 commodities (e.g. energy, agriculture, industrial metals, precious metals and livestock), excluding dividends payable on those stocks, as of January 2012. |
| | **Russell 2000® Index**[8]<br>Measures the price level of the small-cap segment of the U.S. equity universe, excluding dividends payable on those stocks. |
| Participation Rate: | 100.0% |
| Current Annual Growth Cap: | 10.0% per year |
| Guaranteed Minimum Interest Rate: | 0.0% per year |
| **Global Multi Index Interest Account[5]** | |
| Benchmark Indexes: | **S&P 500® Composite Stock Price Index**[6]<br>Tracks the price level performance of 500 widely traded U.S.-based companies, excluding dividends payable on those stocks. |
| | **MSCI EAFE Index**[9]<br>The MSCI EAFE Index (Europe, Australasia, Far East) is designed to measure the equity market performance of developed markets, excluding the U.S. & Canada. As of May 2011, the index consists of the following 22 developed market country indexes: Australia, Austria, Belgium, Denmark, Finland, France, Germany, Greece, Hong Kong, Ireland, Israel, Italy, Japan, the Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, and the United Kingdom. |
| | **MSCI Emerging Markets Index**[9]<br>The MSCI Emerging Markets Index is designed to measure equity market performance in global emerging markets. As of May 2011, the index consists of the following 21 emerging market country indexes: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Morocco, Peru, Philippines, Poland, Russia, South Africa, Taiwan, Thailand, and Turkey. |
| Participation Rate: | 100.0% |
| Current Annual Growth Cap: | 10.5% per year |
| Guaranteed Minimum Interest Rate: | 0.0% per year |

# Four Important Considerations

Compared to the competition, Zurich Survivor Index UL's Multi Index Accounts offer you greater potential to capture growth in four important ways:



**Global Economies Covered by Zurich Survivor Index UL**

### 1. Greater Global Coverage

Some index UL products focus exclusively on the U.S. market. Others may only look at the developed world. Zurich Survivor Index UL offers a broader range of international indexes than the competition, in view of the fact that some world economies may expand while others contract and that growth in emerging markets is widely expected to outpace the growth in developed countries in the coming years.

### 2. Unparalleled Index Diversity Delivers Strength

Zurich Survivor Index UL Multi Index Accounts are unmatched in their diversity of market coverage. Because we recognize that small-cap stocks tend to perform better than large-cap stocks when the economy is on the rebound; commodities tend to outperform when inflation worries are high; and some countries experience growth as others contract, we look for growth opportunities across:

- Small-cap as well as large-cap stocks;
- Commodities as well as equities; and
- Developed and emerging economies.



### 3. Unique Hindsight/Overweighting Approach

Here's another reason you will be well positioned to enjoy Policy Value growth across the full range of economic cycles: Zurich applies a hindsight/overweighting approach to calculating annual index returns. This means that:

- Zurich Survivor Index UL's Multi Index Interest Accounts calculate interest credits based on the performance of the best two of three benchmark indexes, with a one-year point-to-point lookback; and
- The best index performance is overweighted 70%, the second best index performance is weighted 30% and the third place index performance is excluded from the calculation.

So, even if a given index/market underperforms, it won't penalize the overall Account's performance or threaten past gains.

Here's how Multi Index Account interest crediting rates are calculated:

70% X Top Performing Index's Growth Rate

+

30% X Second-best Performing Index's Growth Rate

=

Index Interest
(subject to annual Growth Cap %)

## Here's how Zurich Survivor Index UL works:

This chart tracks Premium through a one-year period of time.

1. You pay Premium
2. We deposit Premium into Short-term Holding Account
3. A premium load is deducted and the net Premium is allocated to client-elected Account(s)
4. Each premium allocation to an Account creates a distinct 12-month Segment
5. We deduct a charge for Death Benefits, expense charges, rider charges, etc.
6. Guaranteed Interest is applied to the Segment each month
7. At one year, the Segment matures
8. For indexed Accounts, Index Interest is calculated and applied to the policy as applicable
9. Segment balance rolls into a new Account Segment of same type or is reallocated into another Account or Accounts

# The Power of Hindsight/Overweighting

**The Bottom line:** Even if another company presents comparable annual growth caps and uses a hindsight approach, where and when the cap is applied can make a real difference.

**Here's an example of hindsight/overweighting for the Domestic Multi Index Interest Account**

Assume that a Domestic Multi Index Interest Account Segment commences on November 15th and that at the expiry of the Segment on November 14th one year later, the one-year point-to-point performances of the three underlying indexes are:

S&P 500® Composite Stock Price Index[6] = -1%;

Dow Jones-UBS Commodity Index[SM7] = 9.0%;

and the Russell 2000® Index[8] = 5.0%.

Let's see how the expiring Account Segment will be credited with index interest at the end of the Segment year.

| Domestic Multi Index Interest Account | Growth Cap: 10.0% | | |
|---|---|---|---|
| | 1-Year Index Growth Percentage | Weight Ranking | Index Interest |
| S&P 500® Composite Stock Price Index[6] | (-1%) | 0% | Excluded |
| Dow Jones-UBS Commodity Index®[7] | 9% | 70% | 6.3% |
| Russell 2000® Index[8] | 5% | 30% | 1.5% |
| **Final Index Interest Credited to Account Segment's Policy Value** | | | **7.8%** |

The chart above indicates that the Policy Values in this specific Domestic Multi Index Interest Account Segment as of the end of day November 14th will be credited with 7.8% index interest.

**Here's an example of hindsight/overweighting for the Global Multi Index Interest Account**

Assume that a Global Multi Index Interest Account Segment commences on March 28th and that at the expiry of the Segment on March 27th one year later, the one-year point-to-point performances of the three underlying indexes are :

S&P 500® Composite Stock Price Index[6] = 3.0%;

MSCI EAFE Index[9] = 8.0%; and

MSCI Emerging Markets Index[9] = 20%.

Let's see how the expiring Account segment will be credited with index interest at the end of the Segment year.

| Global Multi Index Interest Account | Growth Cap: 10.5% | | |
|---|---|---|---|
| | 1-Year Index Growth Percentage | Weight Ranking | Index Interest |
| S&P 500® Composite Stock Price Index[6] | 3% | 0% | Excluded |
| MSCI EAFE Index[9] | 8% | 30% | 2.4% |
| MSCI Emerging Markets Index[9] | 20% | 70% | 14.0% |
| **Cumulative Index Interest Before Growth Cap is Applied** | | | **16.4%** |
| **Final Index Interest Credited to Account Segment's Policy Value** | | | **10.5%** |

The chart above indicates that the Policy Values in this specific Global Multi Index Interest Account Segment as of the end of day March 27th will be credited with 10.5% index interest.



**4. The Zurich Survivor Index UL's Growth Caps are Not Applied to Individual Underlying Indexes**

Growth Caps are not applied to the Domestic Multi Index Interest Account's and the Global Multi Index Interest Account's three underlying indexes until AFTER the Zurich Survivor Index UL's innovative hindsight and overweighting calculation is made. This ensures that Zurich Survivor Index UL policyowners more fully participate in the one-year price level performance of EACH underlying index. This is not always the case with other multi-index UL products offered by other insurance companies. Some competing products apply their growth caps to the underlying indexes BEFORE the final crediting calculation is made. Let's examine more closely this significant Zurich Survivor Index UL interest crediting benefit.

Let's examine a non-Zurich product with three underlying indexes and a 13% current growth cap. The assumed one-year point-to-point performances of the indexes are: Index #1 = 1%; Index #2 = -9%; and Index #3 = 20%.

In addition, let's assume that this non-Zurich product equal weights its three indexes in the final interest calculation (i.e. no hindsight, no overweighting). Let's see how applying the growth cap to the individual indexes before the final index interest calculation can limit the policyowner's participation in a high performing index or indexes.

| Non-Zurich Multi Index Interest Account With Equal Index Weighting. | Growth Cap: 13.0% | | | |
|---|---|---|---|---|
| | 1-Year Index Growth Percentage | Growth Cap Applied to Individual Indexes | Weight Ranking | Index Interest |
| Index #1 | 1% | 1% | 33.3% | 0.3% |
| Index #2 | -9% | -9% | 33.3% | 0.0% |
| Index #3 | 20% | 13% | 33.3% | 4.3% |
| **Final Index Interest Credited to Account Segment's Policy Value** | | | | **4.6%** |

Index #3's one-year point-to-point performance was 20%. However, this non-Zurich product applies its 13% growth cap to the individual indexes BEFORE the final index interest calculation. Index #3's 20% performance was limited to 13% in calculating the final crediting calculation. In addition, the non-Zurich policy's equal index weighing further limited the index interest crediting calculation.

**How the Zurich Survivor Index UL Will Perform**

Let's see how the Zurich Survivor Index UL product's Domestic Multi Index Interest Account, with the current annual 10% Growth Cap, will perform using the same index growth assumptions.

| Zurich Survivor Index UL with Hindsight and Overweighting / Underweighting. | Growth Cap: 10.0% | | | |
|---|---|---|---|---|
| | 1-Year Index Growth Percentage | Growth Cap Applied to Individual Indexes | Weight Ranking | Index Interest |
| S&P 500® Composite Stock Price Index[6] | 1% | n/a | 30% | 0.3% |
| Dow Jones-UBS Commodity Index®[7] | -9% | n/a | 0% | Exclude |
| Russell 2000® Index[8] | 20% | n/a | 70% | 14.0% |
| **Cumulative Index Interest Before Growth Cap is Applied** | | | | **14.3%** |
| **Final Index Interest Credited to the Account Segment Policy Value** | | | | **10.0%** |

Note that the Russell 2000® Index[8] (also known as Index #3, in this example) 20% one-year performance fully participates in the Zurich Survivor Index UL's final index interest crediting calculation. This competitive advantage, the Zurich Survivor Index UL's hindsight and overweight methodology, resulted in the policyowner's Account Segment being credited with 10% index interest versus only 4.6% for the competing product. Another very real world example of the Zurich Survivor Index UL EDGE!

## At-a-Glance the Zurich Survivor Index UL

| | |
|---|---|
| **Minimum Specified Amount of Coverage** | $500,000 |
| **Life Insurance Tests** | Guideline Premium Test (GPT) or Cash Value Accumulation Test (CVAT) |
| **Premiums** | • Unplanned premiums may be paid at any time before the maturity date, subject to our acceptance of premiums.<br>• Premium payment modes include: annual, semi-annual, quarterly and monthly. Pre-Authorized Checking (PAC) capabilities are available on all modes.<br>• A Minimum Premium is required during the first three policy years.[10] |
| **Surrender Charge** | 19-year declining schedule |
| **Maturity Date** | The policy matures for its Surrender Value at attained age 121 of the Younger Insured. A Maturity Extension Rider is issued with the base policy (see description below). |
| **Base Policy Death Benefit Guarantee** | The base policy provides for a basic no-lapse death benefit guarantee: 10 years for Younger Insureds with issue ages 0-70; five years for Younger Insureds with issue ages 71+. A required premium must be paid over the first 10 policy years (five years for Younger Insured issue ages 71+) for this basic benefit to apply. This premium reflects the issue age, gender and premium class of each Joint Insured, as well as the policy's band and death benefit option. |
| **Death Benefit Options (DBO)** | All death benefit options pay out upon the death of the Last Surviving Insured, and if death occurs prior to the Policy Date following the Younger Insured's Attained Age 121.<br>• **Option A (Level):** Level death benefit equal to Specified Amount<br>• **Option B (Increasing):** Death benefit equal to Specified Amount + Policy Value<br>• **Option C (Return of Premium):** Specified Amount + Return of net premiums paid without interest. Only available on policies which comply with the federal tax law definition of life insurance under the CVAT test. |
| **Changes in Specified Amount** | No changes allowed in first policy year.<br>No more than one change allowed in each policy year.<br>Specified Amount increases<br>• Evidence of Insurability is required.<br>• The minimum increase is $50,000.<br>Elected increases in coverage are not permitted if either insured is beyond attained age 80.<br>No increases in Specified Amount will be allowed after the first death of a Joint Insured.<br>Specified Amount decreases<br>• The minimum decrease amount is $25,000.<br>• The new Specified Amount must be at least $500,000.<br>• Surrender charges may apply. |



| **Base Policy Riders[2]** | |
|---|---|
| | **Accelerated Benefit Rider For Terminal Illness (ICC11-SIULRAccBen-01)**<br>Up to 50% of the death benefit can be accelerated in advance of death, up to a maximum accelerated benefit of $1,000,000, if both insureds have been diagnosed with a terminal illness consistent with policy terms and conditions (with twenty-four months or less life expectancy) or in the event one of the Joint Insureds has already died and the surviving life has been diagnosed with less than a 24 month life expectancy. The payment made is 95% of the accelerated benefit, less an administrative fee. |
| | **Maturity Extension Rider (ICC11-SIULRME121-01)**<br>Extends the payment of a death benefit equal to the death benefit at the Younger Insured's attained age 121 for ages beyond 121 at no charge. After age 121 of the Younger Insured, the policy's Policy Value will continue to be credited interest. Loan interest continues to be charged on any outstanding policy debt. The Policy Value cannot exceed the death benefit. No premiums are permitted after attained age 121 of the Younger Insured and no charges will be deducted from the contract. |
| | **Overloan Protection Rider (ICC11-SIULOLPR-01)**<br>Prevents a policy from lapsing as a result of an outstanding policy loan exceeding the Policy Value by converting the Policy to a paid-up policy; can be activated by written policyowner request at or after the later of the Younger Insured's attained age 75 or the 15th policy anniversary. Available at issue for all ages. If exercised, a one-time charge of 4.5% of the Policy Value applies. Can only be exercised on Death Benefit Option A policies. |
| | **Policy Split Option Rider (ICC11-SIULPSOR-01)**<br>This rider provides for the split of a policy into two permanent single life policies of equal Specified Amount, due to a divorce, specific tax law changes or dissolution of the business of the policyowner. This rider will be added to every policy, pending state approvals and subject to certain conditions. |
| **Optional Policy Riders[2]** | |
| | **Four Year Level Term Insurance Rider (ICC11-SIUL4YTIR-01)**<br>This is an optional rider that will provide additional life insurance during the first four years of the policy, which certain policyowners may need due to the "contemplation of death" rules in the Internal Revenue Code. The rider will pay the additional death benefit upon the death of the Last Surviving Insured during the rider coverage period. There are separate monthly charges for this rider. |
| | **Joint First to Die Insurance Rider (ICC11- SIULFTDIR-01)**<br>Upon the first death of either Joint Insured, this rider provides a fixed death benefit if death occurs within 20 years of the original Policy Date. There are separate monthly charges for this rider. |
| | **Lapse Protection Period Extension Rider (ICC11-SIULLPR-01)**<br>Provides an extension of the Basic Death Benefit Guarantee Period; there are separate monthly charges for this rider. Not available with Death Benefit Option C.<br>The Extension Period is a function of the Younger Insured's issue age.<br>a. Issue ages 0-65: Greater of 25 years or to Younger Insured's age 80<br>b. Issue ages 66-84: Greater of 5 years or to Younger Insured's age 90 |

| | |
|---|---|
| **Policy Loans** | Loans allowed in first policy year.<br>• 5% annual interest charge in arrears for the first nine policy years, interest credited at 4% annually on Policy Value backing the loan.<br>• Preferred loans are available at the beginning of policy year 10, interest credited and charged will be 4% annually on Policy Value backing the loan.<br>• The minimum allowable amount is $500.[2]<br>• $50 processing fee may be deducted from the policy value in conjunction with the loan. |
| **Withdrawals** | Withdrawals will not be allowed in the first policy year; only one withdrawal is allowed per quarter.<br>• The minimum allowable amount is $2,000 and the maximum allowable amount is 75% of the Surrender Value.[2]<br>• A $50 processing fee may be deducted from the amount of a partial withdrawal. |
| **Expenses Charges[11] (current)** | Expense charge per policy - $7.50 per month<br>Expense charge per premium - 7.5% of all premium<br>Monthly expense charge per $1,000 varies by issue age, gender, risk class and band. |
| **Cost of Insurance (COI) Charge[11]** | Current<br>• Varies by issue age, duration, gender, preferred vs. standard classes, non-tobacco vs. tobacco<br>• Two Specified Amount bands ($500,000 to $1,999,999; $2,000,000 and more)<br>Guaranteed<br>• Based on 2001 CSO table<br>• Varies by age, gender, non-tobacco vs. tobacco |
| **Risk Classes/Issue Ages** | |

| Risk Classification | Gender | Issue Ages* |
|---|---|---|
| Preferred Best Non-Tobacco | Male, Female, Unisex | 20-80 |
| Preferred Non-Tobacco | Male, Female, Unisex | 20-85** |
| Standard Plus | Male, Female, Unisex | 20-85** |
| Standard Non-Tobacco | Male, Female, Unisex | 20-85** |
| Preferred Tobacco | Male, Female, Unisex | 20-75 |
| Standard Tobacco | Male, Female, Unisex | 20-85** |

*The maximum age difference allowed between the Joint Insureds is 20 years.

**Note: Maximum issue age in California is age 80. The maximum issue age limit for Death Benefit Options B and C is age 80 for all Risk Classifications.

| | |
|---|---|
| **Maximum Special Risk Class** | Table 16 to age 80 |
| **Flat Extras** | Flat extras up to $20.00 per $1,000 of Specified Amount on permanent and temporary basis |

# Why Zurich Survivor Index UL?

You have choice in the life insurance you decide best meets your needs. Why should you select the Zurich Survivor Index UL? As we have outlined, the answer is based on a number of innovative policy provisions and how they work together in concert with one another to deliver to you a superior value proposition.

*Let's review:*

**Diversity:** the Zurich Survivor Index UL's selection of Fixed Interest Strategies and Index Interest Strategies give you the opportunity for geographic and economic diversity over time.

**Hindsight:** the Domestic Multi Index Interest Account's and the Global Multi Index Interest Account's "Hindsight" feature eliminates the need for you to attempt to time the market and predict at the beginning of the year which market-based index will outperform other indexes. At the end of the year, the three market indexes will be ranked in order of performance.

**Overweight:** the Domestic Multi Index Interest Account's and the Global Multi Index Interest Account's "Overweight" feature will automatically overweight the top performing index, weight the #2 performing index and eliminate the #3 performing index from consideration. The combination of the "Hindsight" and "Overweight" features working together provides you the potential for outstanding annual interest crediting.

**Guarantee**: all of the Zurich Survivor Index UL's Fixed Interest Strategies and Index Interest Strategies provide you with a guaranteed annual rate of interest crediting. These annual account guarantees ensure you that the policy Accounts you select will never be credited with a negative rate of interest at the end of any year.

**One Year Interest Lock:** the S&P 500® Index Interest Account, the Domestic Interest Index Interest Account and the Global Index Interest Account all credit index interest at the end of a twelve month period. This is important, because it ensures that your policy's Account Segments will begin each new year at a fresh starting point, fully reflective of last year's index performance.

**Growth Cap:** importantly, Domestic Multi Index Interest Account's and the Global Multi Index Interest Account's annual Growth Cap is applied AFTER the "Hindsight" and "Overweight" calculations have been performed. This helps to ensure that your policy FULLY benefits from the upside potential of the Zurich Survivor Index UL account's innovative one-year point-to-point "Hindsight" and "Overweight" annual interest crediting.

## Important Disclosure:

This brochure contains highlights only. You should refer to the Zurich Survivor Index UL™ insurance policy for a full explanation. All tax related information contained herein is based on our current understanding of federal tax laws as they relate to life insurance or other subject matter discussed. These laws are subject to change in the future. Neither Zurich nor its representatives offer legal or tax advice. You should consult a personal tax advisor on any tax matters.

[1] Zurich American Life Insurance Company, a wholly-owned subsidiary of Zurich Financial Services, is solely responsible to its policyowners.

[2] Unless state variation is required

[3] The Participation Rate is the percentage that is used to determine the portion of the weighted index change rate that will be reflected in the index credited rate. For each Segment, the participation rate will be set at the Segment start date and will not change for that Segment.

[4] The Annual Growth Cap Percentage is the upper limit of the weighted index change rate to be used in determining the index credit to be applied to the policy. For each Segment, the Annual Growth Cap Percentage will be set at the Segment start date and will not change for that Segment.

[5] The stated Participation Rates and Annual Growth Caps are not guaranteed and are subject to change. The percentages indicated are in effect as of February 2012. Please contact your agent or producer for current information.

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[11] These charges are deducted from the Accounts/Segments on a pro-rata basis.

Notes:

Notes:

Notes:

**Zurich American Life Insurance Company**

7045 College Boulevard, Overland Park, Kansas 66211-1523
877 678 7534 www.zlifeusa.com

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This half hour webinar will focus on the features and benefits of this flexible premium adjustable survivorship life insurance policy with innovative index-linked interest options.

There is no pre-registration necessary. Simply follow the instructions below and join the webinar on the indicated date and time to learn why the Zurich Survivor Index UL is the right choice for your clients.

Sincerely,

Zurich American Life Insurance Company

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**Zurich Survivor Index UL™**

**Hosted by: Zurich**

**Webinar offered on two dates:**

**Date:** Tuesday, March 13
**Time:** 10:00 am ET/9:00 am CT
**Estimated length:** 30 minutes

**Date:** Wednesday, March 14
**Time:** 2:00 pm ET/1:00 pm CT
**Estimated length:** 30 minutes

**Speakers:**

Farah F. Rehman, CLU®
Director
Advanced Sales and Marketing
U.S. Affluent Markets
Zurich Global Life

Laura L. O'Dea, CLU®
Regional Vice President
Eastern United States
U.S. Affluent Markets
Zurich Global Life

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# Zurich Survivor Index UL™

**Peter Mordin, Regional Vice President**

**Farah Rehman, Director of Advanced Sales & Marketing**

**Zurich American Life Insurance Company**

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# Zurich Survivor Index UL

ZURICH®

## Industry Leading Value Proposition

- Competitive Target Premiums
- Competitive Pricing
- Powerful Crediting Methodology

## PLUS

- Lapse Protection Period Extension Rider
- Joint First to Die Insurance Rider



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# Competitive Targets

ZURICH

## Target Premium Ranking*

| UW Class** | Issue Ages | | | |
|---|---|---|---|---|
| | 45/45 | 55/55 | 65/65 | 75/75 |
| PBNT/PBNT | #1 | #2 | #3 | #2 |
| PNT/PNT | #1 | #1 | #3 | #3 |
| SNT/SNT | #2 | #1 | #3 | #2 |

*As of 3/1/2012. Comparison of six carriers. Male/Female $4 Million Face Amount

**Underwriting Classes:

PBNT: Preferred Best Non-Tobacco
PNT: Preferred Non-Tobacco
SNT: Standard Non-Tobacco



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# Competitive Pricing at Equal Interest Rate

ZURICH®

## Premium Ranking at 7.50% *

### Solve for Premium**: Minimum Cash Value at Maturity

| UW Class*** | Issue Ages | | | |
|---|---|---|---|---|
| | 45/45 | 55/55 | 65/65 | 75/75 |
| PBNT/PBNT | #1 | #2 | #2 | #3 |
| PNT/PNT | #2 | #3 | #3 | #4 |
| SNT/SNT | #2 | #3 | #3 | #4 |

*As of 3/1/2012. Comparison of six carriers. Male/Female $4 Million Face Amount.
5 carriers including Zurich at 7.50%. 1 carrier at max rate of 6.79%

**Initial Premium

***Underwriting Classes:

PBNT: Preferred Best Non-Tobacco
PNT: Preferred Non-Tobacco
SNT: Standard Non-Tobacco



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# Competitive Stress Tested Pricing

ZURICH

## Premium Ranking at 80th Percentile Rate*

### Solve for Premium**: Minimum Cash Value at Maturity

| UW Class*** | Issue Ages | | | |
|---|---|---|---|---|
| | 45/45 | 55/55 | 65/65 | 75/75 |
| PBNT/PBNT | #1 | #2 | #2 | #4 |
| PNT/PNT | #1 | #2 | #2 | #3 |
| SNT/SNT | #1 | #1 | #2 | #3 |

*As of 3/1/2012. Comparison of six carriers. Male/Female $4 Million Face Amount
Source of Percentile Rates: GinsGlobal Index Funds, Ltd (2012)

**Initial Premium

***Underwriting Classes:

PBNT: Preferred Best Non-Tobacco
PNT: Preferred Non-Tobacco
SNT: Standard Non-Tobacco



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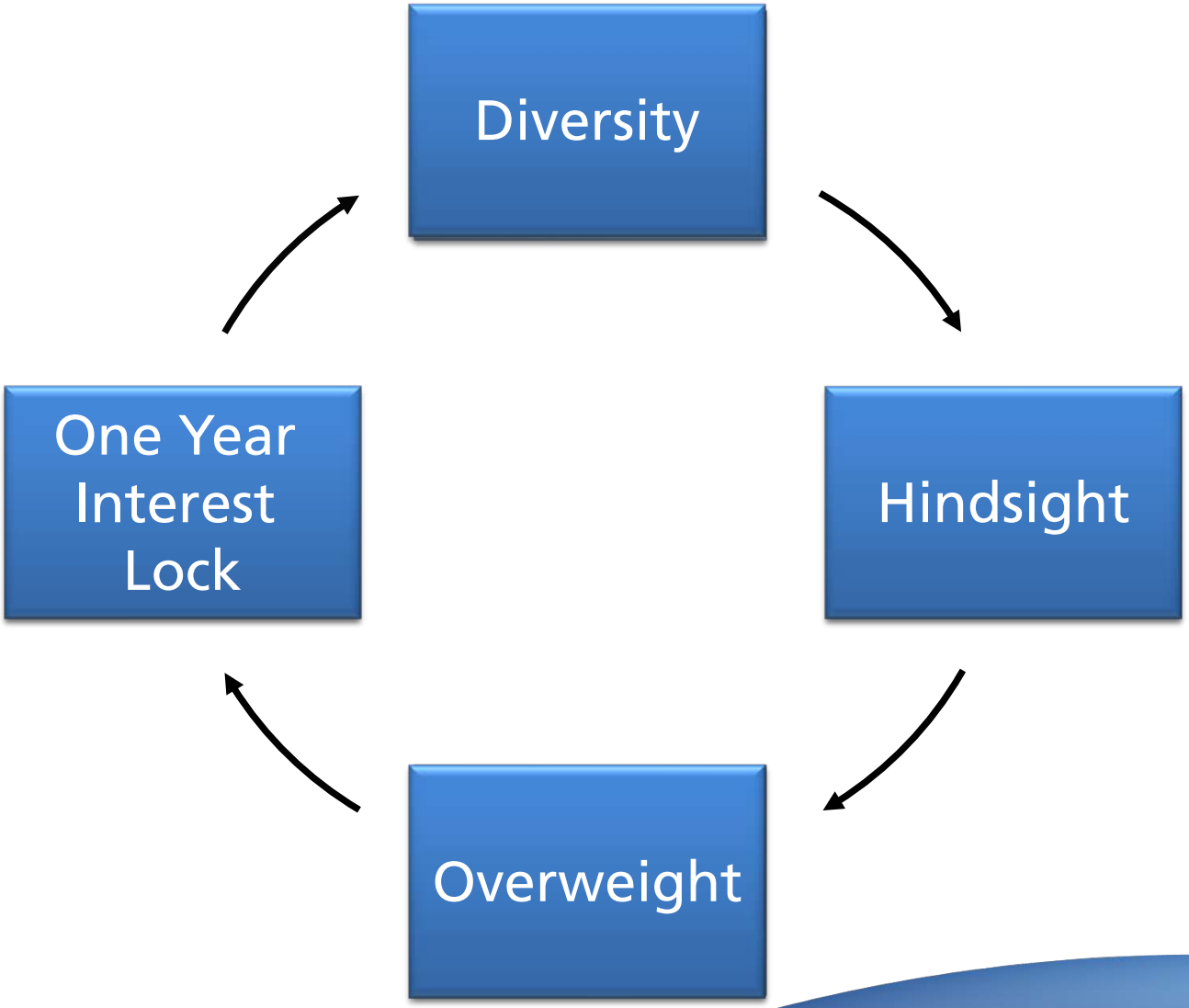
# Powerful Crediting Methodology



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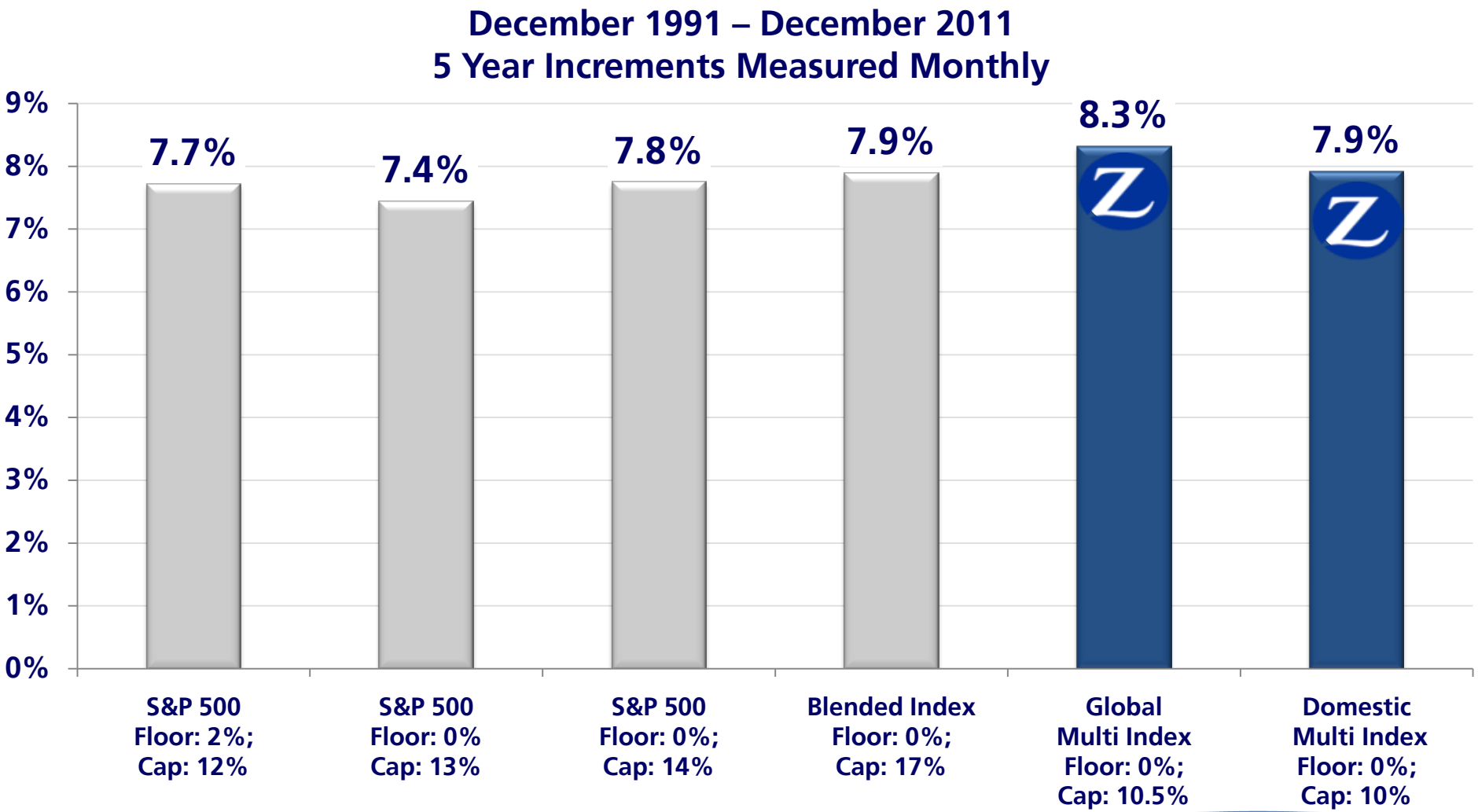
# Historical Returns: 50th Percentile




Source: GinsGlobal Index Funds, Ltd (2012)



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# Historical Returns: 80th Percentile

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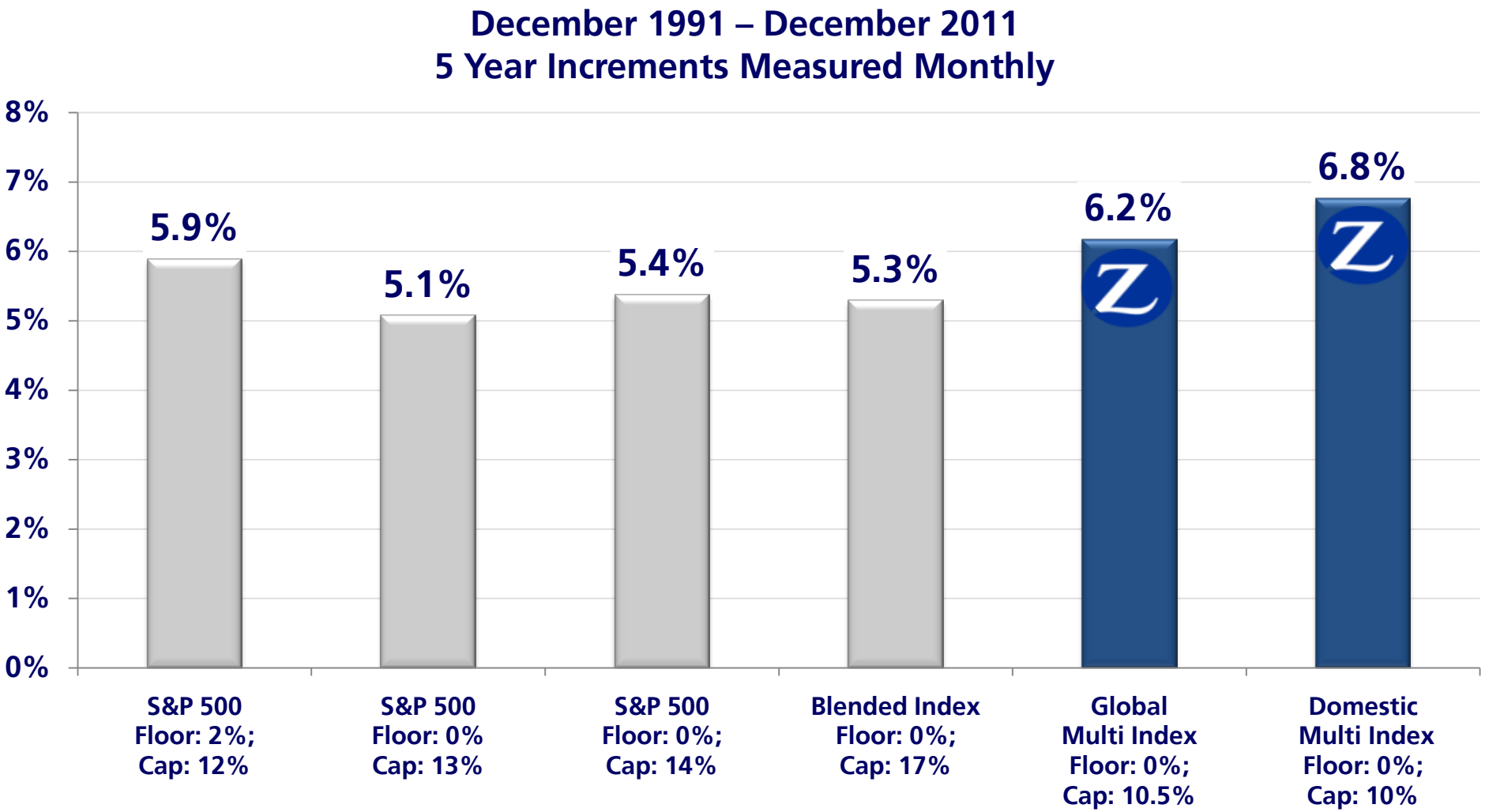


Source: GinsGlobal Index Funds, Ltd (2012)



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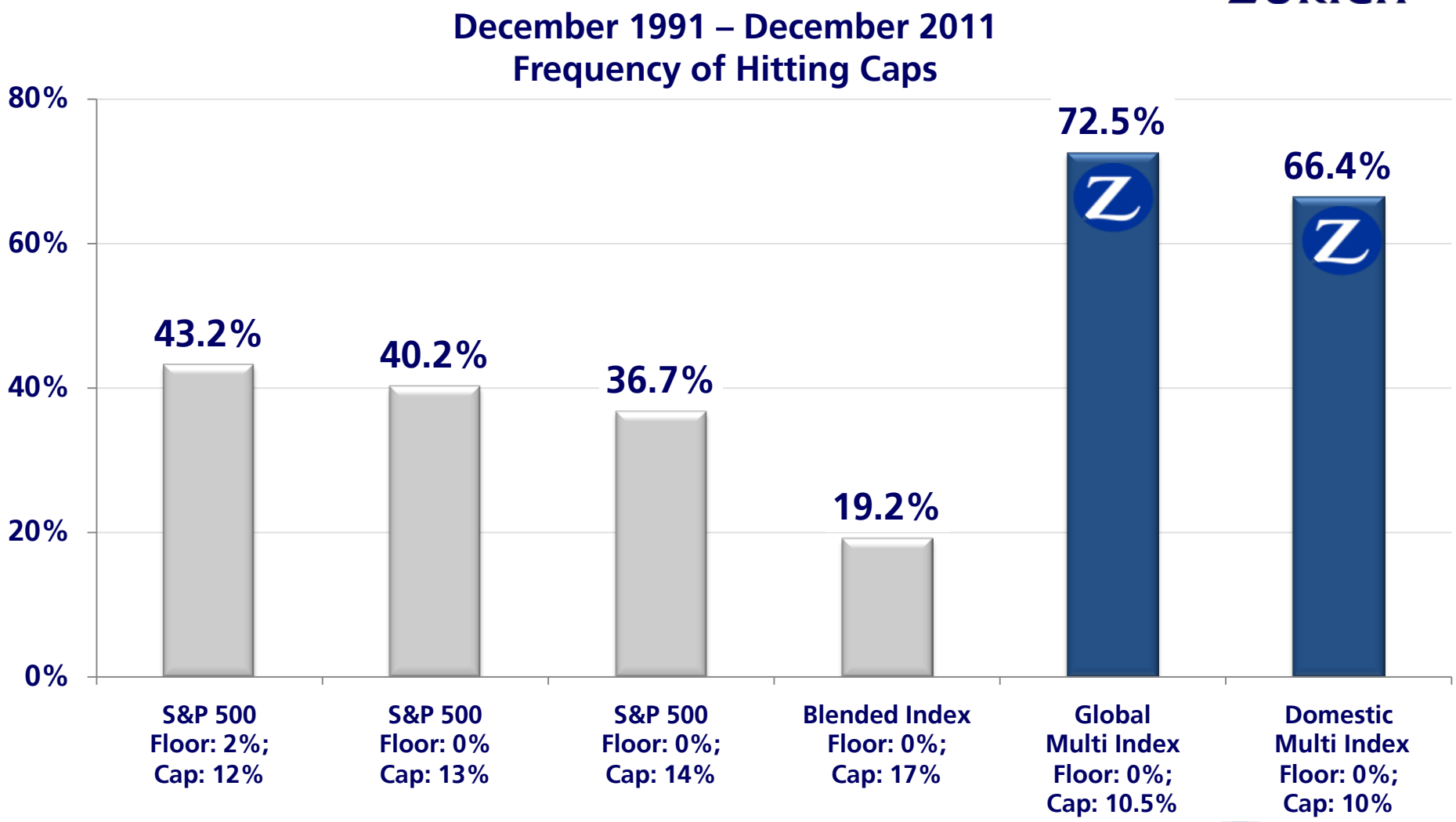
# Frequency of Hitting Caps

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# Zurich Survivor Index UL

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## Industry Leading Value Proposition

- Competitive Target Premiums
- Competitive Pricing
- Powerful Crediting Methodology

## PLUS

- Lapse Protection Period Extension Rider
- Joint First to Die Insurance Rider



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# Lapse Protection Period Extension Rider

| Issue Age | Life Expectancy at Standard* | | LPPE Rider Guaranteed to Age: |
|---|---|---|---|
| | Male | Female | |
| 65 | 84 | 87 | 90 |
| 70 | 85 | 88 | 90 |
| 75 | 88 | 90 | 90 |

* Life Expectancies based on 2001 CSO Select and Ultimate Mortality Tables for Individual Life Insurance



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# Joint First to Die Insurance Rider

ZURICH®

| | |
|---|---|
| **Duration:** | • 20 years from original policy date |
| **Benefit:** | • Pays on first death of EITHER joint insured<br>• Competitive with 20 year term life |
| **Uses:** | • Split dollar buy-out at first death<br>• Premium Financing |



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# Contact Us

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## Western Regional Team

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**Regional Vice President**
**Toll Free: 877-678-7534, Option 3, Option 3**

**Tracy Burkland**
**Director, Field Marketing**
**Toll Free: 877-678-7534, Option 3, Option 1**



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# Thank You

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877 678 7534 www.zlifeusa.com

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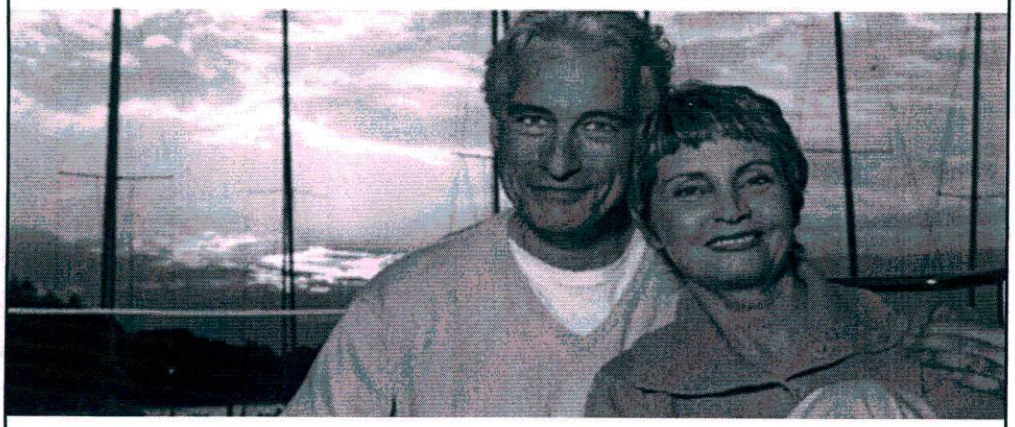

**Peter Mordin, Regional Vice President**

**Farah Rehman, Director of Advanced Sales & Marketing**

**Zurich American Life Insurance Company**

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**[Peter]**

Thank you for joining today's webinar. I am pleased to formally introduce Zurich's latest index universal life product, the Zurich Survivor Index UL. The Zurich Survivor Index UL is built on the same chassis as our innovative Zurich Index UL. As you'll see today, this product is designed to offer an industry leading value proposition by offering brokers and clients competitive targets, competitive pricing, and a powerful and innovative crediting methodology.

Today Farah Rehman will walk you through a brief introduction to our Zurich Survivor Index UL.

**[Farah]**

Thank you, Peter. Hello everyone, we appreciate you taking time out of your schedule for today's presentation. We are extremely excited about the competitiveness of our new Zurich Survivor Index UL product.

## Zurich Survivor Index UL

### Industry Leading Value Proposition

- Competitive Target Premiums
- Competitive Pricing
- Powerful Crediting Methodology

### PLUS

- Lapse Protection Period Extension Rider
- Joint First to Die Insurance Rider

2

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**[Farah]**

The Zurich Survivor Index UL offers competitive target premiums for our BGAs and brokers, while still providing competitive pricing for their clients. And our powerful crediting methodology takes the product's performance to a new level.

In addition, our Zurich Survivor Index UL offers flexibility through a number of riders, including the Lapse Protection Period Extension Rider and the Joint First to Die Insurance Rider. The riders help you customize the Zurich Survivor Index UL to meet your clients' specific needs. The Lapse Protection Period Extension Rider guarantees the death benefit up to the younger insured's age 80 or 90. The Joint First to Die Insurance Rider pays a fixed death benefit upon the death of the first insured within 20 years of the original policy date.

Let's begin by taking a look at our industry leading value proposition. How competitive are our targets?

## Competitive Targets

ZURICH

### Target Premium Ranking*

| UW Class** | Issue Ages | | | |
|---|---|---|---|---|
| | 45/45 | 55/55 | 65/65 | 75/75 |
| PBNT/PBNT | #1 | #2 | #3 | #2 |
| PNT/PNT | #1 | #1 | #3 | #3 |
| SNT/SNT | #2 | #1 | #3 | #2 |

*As of 3/1/2012. Comparison of six carriers. Male/Female $4 Million Face Amount

**Underwriting Classes:
PBNT: Preferred Best Non-Tobacco
PNT: Preferred Non-Tobacco
SNT: Standard Non-Tobacco

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**[Farah]**

This slide shows Zurich's target premiums ranked against five competing Survivorship IUL products at a variety of issue ages and underwriting classes. You can see that our target premiums rank #1 and #2 in a number of scenarios between the ages of 45/45 and 75/75 at non-tobacco classes.

It should also be noted that Zurich Survivor Index UL's target premiums roll indefinitely, which is not the case for some of our peer competitors.

## Competitive Pricing at Equal Interest Rate

ZURICH

### Premium Ranking at 7.50%*

**Solve for Premium**: Minimum Cash Value at Maturity**

| UW Class*** | Issue Ages | | | |
|---|---|---|---|---|
| | 45/45 | 55/55 | 65/65 | 75/75 |
| PBNT/PBNT | #1 | #2 | #2 | #3 |
| PNT/PNT | #2 | #3 | #3 | #4 |
| SNT/SNT | #2 | #3 | #3 | #4 |

*As of 3/1/2012. Comparison of six carriers. Male/Female $4 Million Face Amount. 5 carriers including Zurich at 7.50%. 1 carrier at max rate of 6.79%

**Initial Premium

***Underwriting Classes:
PBNT: Preferred Best Non-Tobacco
PNT: Preferred Non-Tobacco
SNT: Standard Non-Tobacco

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**[Farah]**

This slide shows Zurich's ranking against the five competing SIUL products in terms of premiums required to produce minimum cash value at maturity. This assumes an equal interest rate of 7.50%.

Why did we choose to use 7.50%? Based on input from the field, it appears that many practitioners choose to use a common rate to initially compare IUL illustrations. Since the current rate on many S&P 500 products averages out to about 7.5%, this seemed to be an appropriate rate to use for all products. You'll also see in a moment how the median rate among varying crediting methodologies also is approximately 7.5%.

Using a common interest rate also helps neutralize the varying crediting methodologies, and reflect loads, expenses and COIs more clearly.

You can see that, at an equal rate, our pricing is very strong, particularly through ages 65/65 at nontobacco classes.

But as we know, all SIULs are not created equal, and a product's performance is not only driven by costs and expenses, but very much by its crediting methodology.

## Competitive Stress Tested Pricing

ZURICH

### Premium Ranking at 80th Percentile Rate*

**Solve for Premium**: Minimum Cash Value at Maturity**

| UW Class*** | Issue Ages | | | |
|---|---|---|---|---|
| | 45/45 | 55/55 | 65/65 | 75/75 |
| PBNT/PBNT | #1 | #2 | #2 | #4 |
| PNT/PNT | #1 | #2 | #2 | #3 |
| SNT/SNT | #1 | #1 | #2 | #3 |

*As of 3/1/2012. Comparison of six carriers. Male/Female $4 Million Face Amount
Source of Percentile Rates: GinsGlobal Index Funds, Ltd (2012)

**Initial Premium

***Underwriting Classes:
PBNT: Preferred Best Non-Tobacco
PNT: Preferred Non-Tobacco
SNT: Standard Non-Tobacco

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**[Farah]**

Many practitioners use historical data to project future performance. One method is to stress test the historical data by using conservative confidence rates, or percentiles. Instead of using the average to determine an index account's return, let's look at what happened 80% of the time.

This slide compares the same five SIUL products' 1 Year S&P 500 index accounts against the Zurich Survivor Index UL's powerful crediting methodology.

It still solves for a premium with minimum cash value at maturity, but it now uses each product's 80th percentile interest rate instead of a level 7.50%.

This makes the Zurich Survivor Index rankings even stronger, thanks to our unique crediting methodology.

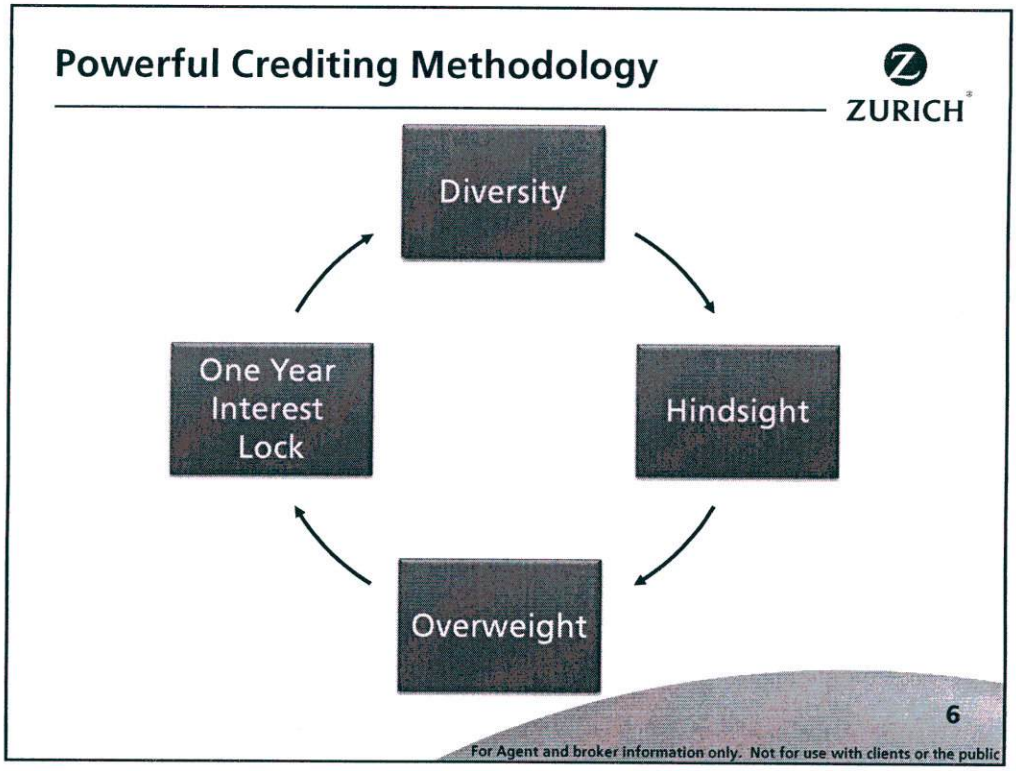
Bottom line: The Zurich Survivor Index UL outperforms most of its competitors when we look at the whole picture: targets, costs and expenses, and the performance of its unique crediting methodology.

**[Peter]**

Farah – what is it about Zurich Survivor Index UL's crediting methodology that gives it such an edge over our peer SIUL competitors?

**[Farah]**

It's really four key components that work together to give our brokers this advantage.




**[Farah]**

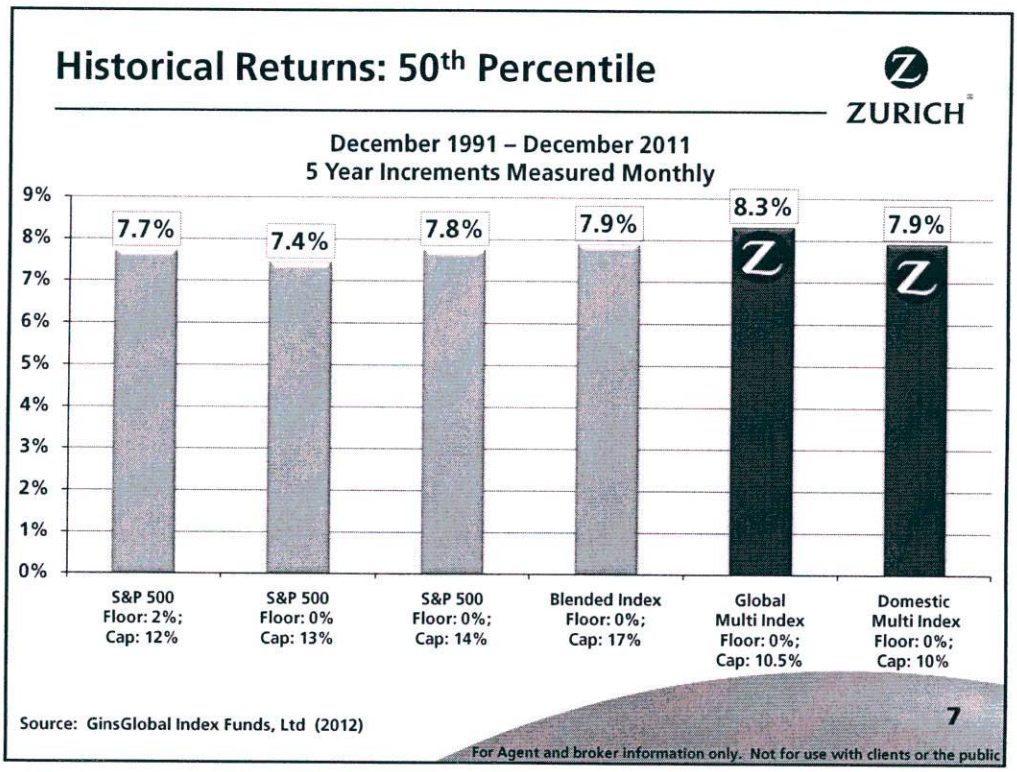
Similar to the Zurich Index UL, the Zurich Survivor Index UL offers four long term policy accounts, two of which are multi index accounts. Zurich's Global Multi Index Account and Domestic Multi Index Account each provide a combination of diversity, hindsight, and overweighting all with a 1 year interest lock.

The Zurich Survivor Index UL offers the utmost in diversity through a variety of global and domestic indices.

And with Zurich's hindsight and overweighting, brokers and clients are not burdened with predicting which index or indices will outperform another.

Within each multi index account, the best performing index is automatically overweighted with 70% crediting, second best performing index is weighted with 30% crediting, and the worst performing index is eliminated.

Therefore clients receive the best of the best, some of the second best, and none of the worst.




**[Farah]**

Recall that initially, we compared premiums using an equal rate of 7.5%. This slide shows that generally, 7.5% is about the median return among varying crediting methodologies.

This slide shows various crediting methodologies over a 20 year period of time using 5 year rolling increments. The numbers represent what rate was returned 50% of the time.

Let's take a look at how the diversity, hindsight and overweighted crediting methodology compares to other crediting methodologies. The chart on the screen shows six different index interest accounts. The first three from the left are S&P 500 1 Year Point to Point accounts, showing varying floors and caps. The fourth bar from the left is a "Blended Index" account with fixed weighting and a 17% cap. The last two show Zurich's two multi index accounts: the Global and Domestic.

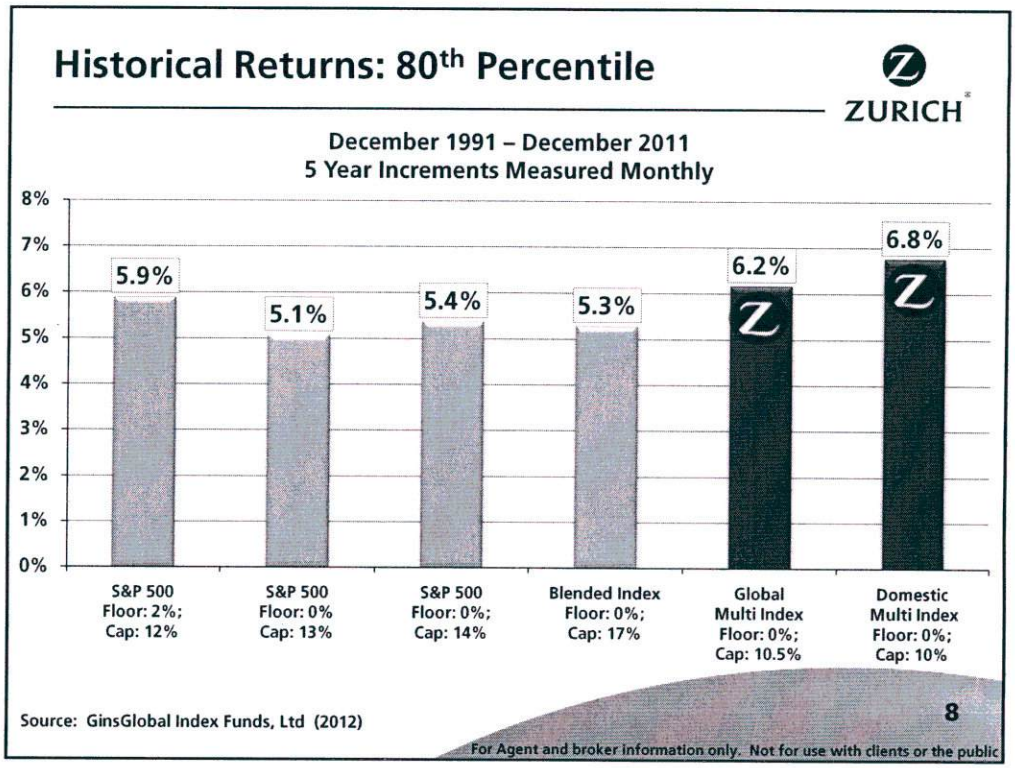
The Zurich Survivor Index UL's Global Multi Index account would have returned an 8.3% or better, 50% of the time. The Domestic Multi Index Account would have returned 7.9% or better, 50% of the time.

[Peter]

Many brokers are concerned about projecting past performance into the future. Farah, what are your thoughts?

[Farah}

One way to be a bit more conservative is to stress test the data. Remember, these numbers only tell us what happened half of the time. Let's take a look at what the returns would have been 80% of the time




**[Farah]**

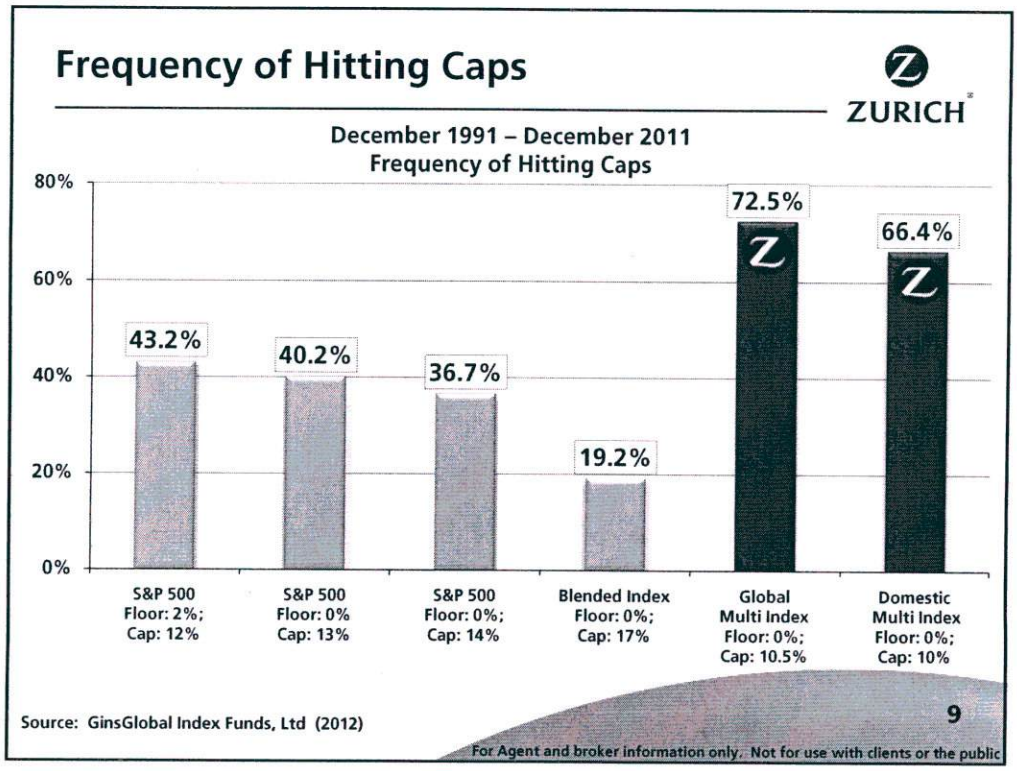
Using the same period of time, the Zurich Survivor Index UL's Global and Domestic Multi Index Accounts would have returned a 6.2% and 6.8% or better, 80% of the time. The other index methodologies on this slide are under 6%, using the same period of time and increments.

**[Peter]**

Okay, I understand the prudence of stress testing historical returns. What are the reasons for the exceptional stress tested performance of the Zurich Multi Index accounts in blue?

**[Farah]**

Peter, it really comes back to our methodology based on diversity, hindsight and overweighting. There may be a perception that the higher the cap, the better the expected performance. But while a product may have a high current cap, the crediting methodology needs to be strong enough to hit the cap. Let's take a look at how often each of these methodologies would have hit their caps.




**[Farah]**

The Zurich Survivor Index UL's diversity, hindsight and overweighting would have caused the Global Multi Index Account to hit its cap 72% of the time. The Domestic Multi Index Account would have hit its cap 66% of the time.

## Zurich Survivor Index UL

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### Industry Leading Value Proposition

- Competitive Target Premiums
- Competitive Pricing
- Powerful Crediting Methodology

### PLUS

- Lapse Protection Period Extension Rider
- Joint First to Die Insurance Rider

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**[Farah]**

Now let's take a look at two of the flexible riders on the Zurich Survivor Index UL.

## Lapse Protection Period Extension Rider

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| Issue Age | Life Expectancy at Standard* | | LPPE Rider Guaranteed to Age: |
|---|---|---|---|
| | Male | Female | |
| 65 | 84 | 87 | 90 |
| 70 | 85 | 88 | 90 |
| 75 | 88 | 90 | 90 |

* Life Expectancies based on 2001 CSO Select and Ultimate Mortality Tables for Individual Life Insurance

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**[Peter]**

Farah, we seem to be in the middle of a product revolution. Brokers are still looking for low price guarantee products. But with carrier challenges, partially due to the low interest rate environment, there appears to be an ongoing reduction both in supply and competitiveness. How can the broker use the Zurich Survivor Index UL to provide guaranteed death benefits to their clients?

**[Farah]**

The Zurich Survivor Index UL, similar to our individual product, offers an affordable Lapse Protection Period Extension Rider. This rider guarantees the death benefit to the younger insured's age 80 or 90.

For example, let's look at age 65. The life expectancy of a Male is age 84, and the life expectancy of a Female is age 87. The Lapse Protection Period Extension Rider at the younger insured's age 65 guarantees to age 90. In this case, the guaranteed death benefit exceeds both the male and female's life expectancies.

This gives brokers and their clients a balanced product: affordable guaranteed death benefit to life expectancy and the potential for strong cash value accumulation. Thanks to the strong performance of the Zurich Survivor Index UL, the high potential cash value accumulation can carry the policy well beyond life expectancy on a current basis.

## Joint First to Die Insurance Rider

| | |
|---|---|
| Duration: | • 20 years from original policy date |
| Benefit: | • Pays on first death of EITHER joint insured<br>• Competitive with 20 year term life |
| Uses: | • Split dollar buy-out at first death<br>• Premium Financing |

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The Zurich Survivor Index UL is also one of few survivor index universal life products that offers a true first to die rider, where a fixed death benefit is payable upon the first insured's death within 20 years from the original policy date.

Proceeds from the Joint First to Die Insurance Rider can be used to meet a number of needs, such as a split dollar buy-out or premium financing. For example, let's say your clients are using a survivorship UL policy with an economic benefit split dollar. When the first insured passes away, the economic benefit rate tables are switched from joint life tables to single life tables, which causes the rates to skyrocket. The death benefit from the Joint First to Die Insurance Rider can be used to buy out of the split dollar arrangement, avoiding the high single life rates.

## Zurich Survivor Index UL

ZURICH

### Industry Leading Value Proposition

- Competitive Target Premiums
- Competitive Pricing
- Powerful Crediting Methodology

### PLUS

- Lapse Protection Period Extension Rider
- Joint First to Die Insurance Rider

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**[Farah]**

Our objective was to strike a balance between competitive pricing for the consumer and attractive target premiums for the brokers who sell and service the policy. We believe that the Zurich Survivor Index UL's competitive targets and competitive pricing driven by a powerful crediting methodology result in an industry leading value proposition.

## Contact Us

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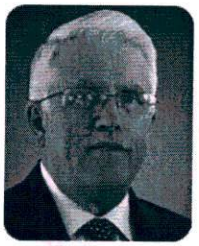
### Western Regional Team



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**Director, Field Marketing**
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**[Peter]**

Thanks, Farah. We are extremely excited about this new product. If you would like additional information on the Zurich Survivor Index UL and its unique and innovative crediting methodology, please call myself or Tracy Burkland, Director of Field Marketing.

In the meantime, Tracy and I will follow up with each of our BGAs and answer any questions you may have.

In closing, thank you for your consideration and support of Zurich Affluent Markets Group.

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# Thank You

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Zurich American Life Insurance Company
7045 College Boulevard, Overland Park, Kansas 66211-1523
877 678 7534 www.zlifeusa.com

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# Supporting Document Schedules

**Item Status:** **Status Date:**

**Bypassed - Item:** Flesch Certification

**Bypass Reason:** n/a

**Comments:**

**Item Status:** **Status Date:**

**Bypassed - Item:** Application

**Bypass Reason:** n/a

**Comments:**

**Item Status:** **Status Date:**

**Satisfied - Item:** Statement of Variability for Form number A1-20687-A

**Comments:**

**Attachment:**

A1-20687-A SOVL.pdf

# Statement of Variability for Form Number A1-20687-A

| Page Number / Location | Provision or Section | Bracketed Item | Description of Variable | Use |
|---|---|---|---|---|
| Page 1 | Salutation | Name of the Invitee | This varable reflects the name of the invitee. | Text format. Content will change with each invitation. |
| Page 1 | First paragraph | Webinar Dates | Date of the scheduled Webinars. | Variable will be updated according to webinar schedule. Date and Time format. |
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Date: 3/15/2012

Dave Dampman, AVP Operations