

Term to Term Conversion: A Unique Opportunity from American National



CASE STUDY

Insured: Male, Age 55, Non-smoker, Good health, High net worth

Life Insurance Coverage Need: \$1,000,000

Problem: Cash Flow Constraints

Solution: Signature Term ART to Signature Term 20-year level premium

PURCHASE ANNUAL RENEWABLE TERM

The insured purchases a Signature Term Annual Renewable Term (ART) Life Insurance policy for an annual premium of \$680 (preferred plus).



CONVERT TO 20-YEAR TERM

In 2 years, cash flow improves and he converts the entire ART policy, with no underwriting, to a Signature Term 20-Year Level Term policy with an annual premium of \$3,580 for the level term period.



CONVERT TO PERMANENT

Cash flow continues to improve and he converts his 20-Year Level Term policy to a permanent life insurance policy from American National.

PLUS, Signature Term Offers:

- **Conversion credits when switching to a permanent policy.**

For conversions that occur during the 2nd - 5th policy year, American National will provide a premium conversion credit towards a new permanent policy equal to 100% of the conversion year annual premium of the Signature Term policy. Conversions in the first policy year will receive a prorated premium credit.

- **Accelerated Benefit Riders for Critical, Chronic, and Terminal Illness.¹**



For more information,contact:

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Premium Rates accurate as of: 7/1/2019 . New York residents will have different premium rates. ¹All riders may not be available in all states. Chronic Illness is not available on term policies in California. Critical Illness is not available in New York. 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. Form Series ABR14-TM; ABR14-CH; ABR14-CT; ART18; ART18(NY); ABR14-TM(NY); ABR14-CH(NY) (Forms may vary by state). American National Insurance Company, headquartered in Galveston, Texas is licensed to conduct business in all states except New York. Business is conducted in New York by American National Life Insurance Company of New York, headquartered in Glenmont, New York. Each company has financial responsibility for only the products and services it issues.

