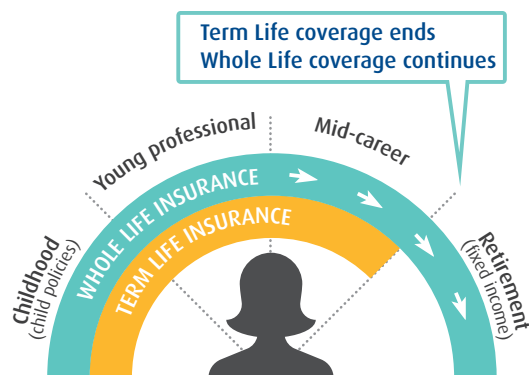


Life insurance: “term” or “perm”?

Employees need both

When it comes to life insurance, employees may not know they need both term life and whole life (sometimes called “permanent” or “perm”). Term and “perm” work together to provide comprehensive protection throughout an employee’s entire life.

Term Life is essential during an employee’s working years. Whole Life provides coverage employees can keep into retirement — at affordable rates when they buy it early. When employees purchase both types of life insurance, they have valuable financial protection that can last a lifetime.



Term Life and Whole Life: Together, they offer a lifetime of protection

	Term Life	Whole Life
What is it?	- Provides protection during an employee’s working years - Affordable coverage to help survivors weather an unexpected loss	- Provides benefits for a lifetime - More than just a death benefit — value employees can use during times of need
Why do employees need it?	Income replacement Kind of like renting a house: employees use the protection for a set period of time - Can help pay the costs families face during the working years if the breadwinner dies prematurely: – Housing – Education – Saving for retirement - Can be used to pay for the expenses associated with terminal illness*	Final expenses plus cash accumulation Kind of like owning a house: employees keep the benefit for a lifetime - Can help pay final expenses - Can also be used to pay for the expenses associated with terminal illness — including long term care** - Accumulates cash value at a guaranteed interest rate; employees can borrow against this value†
How does it work?	Flexible, normally ends at retirement - Employees may increase coverage as their needs evolve - The benefit typically decreases after age 65, and can end at retirement, when income replacement may no longer be necessary - Guaranteed issue means they can get coverage with no health questions or exams	Guaranteed premium, level benefit — for life - Employees lock in level premiums for the amount of coverage they desire — the younger they are, the lower the premium. Rates this affordable with guaranteed issue are usually only available in the workplace - The level death benefit does not decrease with age - The coverage continues for life - Guaranteed issue — generally available only in the workplace — means they can get coverage with no health questions or exams
How do they work together?	Protection for now, helpful benefits for later With valuable protection for their working years and benefits that carry into retirement, Term Life and Whole Life provide comprehensive life insurance.	

..... For complete protection, offer employees both!

* This benefit is available with the Accelerated Death Benefit rider.

** These benefits are available with the optional Accelerated Death Benefit and Long Term Care riders.

† Accessing the accumulated cash value reduces the death benefit by the amount accessed. Cash value will be reduced by any outstanding loans against the policy.

Group term life is underwritten by: Unum Life Insurance Company of America, Portland, Maine
In New York by: First Unum Life Insurance Company, New York, New York

Whole life is underwritten by: Provident Life and Accident Insurance Company, Chattanooga, Tennessee
In New York by: First Unum Life Insurance Company, New York, New York

The policies or their provisions may vary or be unavailable in some states. The policies have exclusions and limitations which may affect any benefits payable. See the actual policy or your Unum representative for specific provisions and details of availability.

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