



A universe of possibilities®

**INDEXED UNIVERSAL LIFE INSURANCE**

Balance your  
financial future

FOR USE WITH THE GENERAL PUBLIC

Life is all about finding  
the right balance.



Balancing your family and career.



Balancing responsibilities with  
pursuing your passions.



You also need to  
find balance when  
preparing for your  
financial future.

## Your balancing act

Balancing the need to protect your loved ones from the unexpected with the need to accumulate accessible cash for the future can be challenging. What could offer that unique blend of protection, along with the opportunity to efficiently accumulate and distribute money? You may be surprised to know that the answer could be life insurance.

### Why life insurance?

With life insurance, you pay premiums and, when you die, your beneficiaries receive a death benefit. Death benefit protection is the most fundamental purpose of life insurance.

Permanent life insurance can also give you much more than just a death benefit. It can also build cash value\* that, among other things, you can access to help you:

- Supplement your retirement income
- Pay for your children's education
- Create a nest egg for emergencies and life needs

Life insurance can be one of the most useful financial tools available today. It offers you protection, accumulation, access to income and a lot more.

\*The purchase of an indexed universal life insurance policy is a long-term commitment. Account value builds over time, provided sufficient premiums over the cost of the policy are paid. During the first 12 years, a declining surrender charge applies to the policy, which operates to limit access to available account value in the policy. The cash surrender value is the portion of the account value that is available to access. It is equal to the account value minus any surrender charge and loan balance. You may request a product illustration, which will provide a projection of both guaranteed and non-guaranteed cash values based upon your particular premium payment schedule.

## Balancing accumulation and income ...

Accumulating funds for future needs is as important as protection. One of the main reasons we seek to accumulate money is to prepare for retirement. Despite our efforts to save, many Americans feel very uncomfortable about their ability to accumulate enough money to achieve their retirement dreams.

According to a recent consumer study, "having enough money for a comfortable retirement" is the most common concern among Americans.<sup>1</sup> The key is finding smart, efficient ways of saving for retirement – and permanent life insurance may be the key.

Although its primary purpose is to provide death benefit protection, It also has significant potential to accumulate cash value and efficiently distribute it as income.

But retirement isn't the only financial need you may have. Whether you're preparing for your children's education or just want to be ready for unexpected expenses, permanent life insurance may be able to help.

## ... with the need for **protection**.

It's important to protect the things you value most.

How do you protect your family's financial well-being? If you were to die unexpectedly, would your family have the financial ability to:

**Cover daily expenses** and maintain their standard of living?

**Cover important obligations**, like a mortgage, car loans, or credit card debt?

**Achieve important goals**, like sending your children to college?

A type of permanent life insurance called indexed universal life is a different approach to life insurance that offers something more than just a death benefit: a great balance of growth potential and protection from losses.

# Keep your financial life in **balance**

AuguStar Life offers an indexed universal life product known as Virtus IUL III. It can help you balance your need for income and accumulation with your need for protection, and enhance your financial well-being.



## **Protect and prepare for retirement**

Your policy can help you navigate all stages of planning for, and living in, retirement. Its cash value growth potential helps you save for the future, and when you reach retirement, your cash value will be available for tax-free withdrawals and loans to supplement your income.<sup>2</sup>

When you pass away, the death benefit can help replace income sources that might have stopped at your death, like an annuity or pension without survivor benefits.



## **Give kids a foundation for their future**

When planning for a child or grandchild's financial future, starting early has significant advantages.

In addition to locking in their insurability, the cash value of an indexed universal life policy has incredible opportunities to grow over time. The savings accumulating within the policy can someday be accessed for helping to fund college, starting a business or helping to purchase a first home. It can also supplement the child's retirement income later in life.



### **Secure life-long protection**

Your policy's death benefit is paid when it's most needed – when you're no longer there to provide for those who rely on you. That's when we fulfill our promise to you, letting your family or business use the death benefit to meet their financial needs.



### **Leave a powerful legacy**

Part of your financial plan may include building assets you want to pass on to others. The challenge is that those assets can be eaten away by taxes, inflation, and the rising costs of retirement. With a bit of planning, preserving and enhancing your legacy may be simpler than you might think.

Life insurance is a tax-advantaged financial tool that uses a portion of your assets to pay premiums today to help ensure your legacy goals are accomplished in the future.

# Build assets and turn them into income

## Build assets through interest-crediting

We know how important it is to accumulate money. Virtus IUL lets you allocate your premium to up to four accounts, including three Index Accounts and one Fixed Account. You pick the accounts that best meet your needs.

- 1-Year Point-to-Point S&P 500®
- 1-Year Point-to-Point Russell 2000®
- 1-Year Point-to-Point Dow Jones Euro Stoxx 50®
- Fixed Account

## Build assets through additional interest

You deserve a reward for using your Virtus IUL policy for long-term needs.

Beginning in the 11th policy year, AuguStar Life will credit an additional amount known as a persistency bonus on top of any interest already credited.

For account values in the Fixed and Interim Accounts, the persistency bonus will also be credited if the current interest crediting rate is greater than 2%.<sup>3</sup>

## Access to income

When it comes time to use your cash value, Virtus IUL makes it easy to access your money. You can choose between an Index Loan and a Standard Loan (see below). You can switch between the two once every rolling 12 months as your needs change. A portion of your policy's cash value serves as collateral for the policy loans taken, including any interest that accrues. Both loan types are charged the same variable interest rate, but differ in how interest can be earned on the cash value serving as collateral.

### Index loan

With an Index Loan, the loan amount remains in its current account(s) and receives its applicable interest crediting. However, a variable interest rate is charged on the loan amount.

### Standard loan

With the Standard Loan, any cash value serving as collateral is moved into an account that has a special earned interest rate guarantee. No matter how the variable loan interest rate fluctuates, the account will be credited at least 2%. Currently, it is credited with a rate 1% lower than the variable loan interest rate during the first 10 policy years and the same rate as the variable loan interest rate in year 11 and beyond.

# Protect assets

## Death benefit protection

### Tax-free protection

Virtus IUL's death benefit is paid to your beneficiaries on an income tax-free basis. It gives your loved ones comfort and peace of mind knowing they are financially protected.

### No Lapse Guarantee

To help make sure your death benefit is there when your loved ones need it, Virtus IUL comes with a No Lapse Guarantee. As long as you've paid the required no lapse premium amount when due, the policy's protections will stay in effect even if there is no cash value (cash surrender value) in your policy.<sup>4</sup> The guarantee's length is based on your age when the policy is issued.

Issue ages	Guarantee period
0-60	20 years
61-69	To age 80
70-75	10 years
76-80	To age 85

## Account value protection

What if the unimaginable happens and your Index Account doesn't grow? While this seems unlikely, Virtus IUL offers you Account Value protection.

### 1.5% True-up guarantee

The 1.5% cumulative Account Value True-up guarantees that if you cancel your policy (also known as a "full surrender") in policy year six or later or upon death, the cash value will never be less than it would have been if all premiums had been allocated to the Fixed Account and credited with 1.5% interest since issue.

## Distribution protection: Overloan Protection Rider

If you choose to take loans against your policy, you'll want to protect yourself against a potential policy lapse.

The optional Overloan Protection Rider can prevent a lapse from happening. This powerful protection can mean the difference between peace of mind and a significant tax burden for you later.<sup>5</sup>

This rider is added at no additional premium cost, and has a one-time fee deducted from your policy's cash value if you decide to utilize the protection.

## Financial help when illness occurs: Accelerated Benefit Rider

Life changes and so does our health.

Our Accelerated Benefit Rider gives you access to a portion of your death benefit if you become chronically or terminally ill. The proceeds can be used however you choose to best meet the needs of your loved ones or your business.

Your needs and resources are just like you: unique

With the flexibility of Virtus IUL, your financial professional can help you build a policy designed to help you meet your unique goals.



<sup>1</sup>Source: LIMRA Secure Retirement Institute: "The Retirement Income Reference Book: Fourth Edition" (2018)

<sup>2</sup>Loans from life insurance policies that are not classified as modified endowment contracts are generally not subject to tax but may be taxable if the policy lapses, is surrendered, exchanged or otherwise terminated. In the case of modified endowment contracts, loans are taxable to the extent of policy gain and an additional 10% tax may apply if taken prior to age 59½. Consult your tax advisor on whether policy loans may be taxable in your particular situation. Income tax-free death benefits and loans apply to Federal taxes only. Loans and withdrawals, if taken, reduce the death benefit.

<sup>3</sup>Premium payments are placed into a holding account called the Interim Account until the next sweep date, which is when values in the Interim Account transfer into the Fixed or Index Accounts within the policy.

<sup>4</sup>Choosing to pay the lower no-lapse premium amount will guarantee that the policy continues for the no-lapse period, but does not provide guaranteed cash value. If you fail to pay the minimum no-lapse premium and the guarantee does lapse, the premium required to continue your policy may be larger than you anticipated.

<sup>5</sup>The potential tax consequences of the Overloan Protection Rider have not specifically been determined by the IRS or the courts. You should consult a tax advisor.

For purposes of this brochure, "you" means owner of the policy who is also the insured. Consult your financial professional for other situations.

The purchase of an indexed universal life insurance policy is a long-term commitment and is subject to underwriting approval. Life insurance policies contain exclusions, limitations, reduction of benefits and terms under which the policy may be continued in force or discontinued. For complete details of coverage, contact the company for additional information. Before purchasing any indexed universal life insurance policy, you should request a policy illustration and carefully compare both the guaranteed and non-guaranteed elements.

The optional Accelerated Benefit Rider provides for a partial acceleration of the policy death benefit in the event that the base policy insured is certified by a licensed physician as being chronically ill or terminally ill. By taking an accelerated death benefit payment, a lien is created against the policy death benefit. The lien accrues carrying charges at an adjustable rate we declare. The lien, including the lien carrying charges, will be deducted from the total death benefit otherwise payable to the policy beneficiary(ies) and will reduce the cash value available for policy loans, surrenders, or the exercise of any non-forfeiture option. The required premium for the policy must still be paid even if an accelerated death benefit is taken. If an accelerated benefit is taken and the policy lapses or otherwise terminates, a taxable event may occur.

Any accelerated benefit you elect to take under this rider may be taxable. Consult your tax advisor on all tax matters. Adding the rider to a life insurance policy or the taking of rider benefits may affect eligibility for certain public assistance programs and government benefits.

The Accelerated Benefit Rider is not designed to be a substitute for longterm care insurance, health insurance, or nursing home insurance. Rider benefits and features may vary by state.

Virtus Indexed Universal Life III is issued as Policy Forms ICC19-IUL-1/1U and any state variations.

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