

# Foresters **BIG<sup>UL</sup>**

## Product Guide

Universal life insurance

This guide is intended to answer your questions and provide ideas to help you sell Foresters BIG UL. The information contained in the Product Guide is intended for information purposes only and is not intended as a substitute for training. There are several other tools available to support your learning needs. You must ensure that you correctly represent, to a customer or prospect, the product features based on the actual wording of the applicable certificate and riders for your state.

Products and features may not be available in all jurisdictions, and certain restrictions may apply. Consult ezbiz for more detailed product information and availability. This product is filed under certificate form number UL-BIG-US01-2008 or UL-BIG-XX01-2008 where XX stands for the state's postal abbreviation and may not be available for sale in all states.

Foresters™, their employees and life insurance representatives do not provide, on Foresters behalf, legal, tax, or estate planning advice. The information here reflects our understanding of current laws and regulations. Prospective purchasers should contact their own legal, tax, or estate planning advisor(s) on their specific situations.

For producer use only

This document is intended for producer use only and should not be disclosed to the public. The information contained in this guide is general in nature and is subject to the applicable certificate and rider wording.



## TABLE OF CONTENTS

<b>Fast Facts</b> .....	<b>3</b>	<b>Loans and Surrenders</b> .....	<b>7</b>
		Surrenders .....	7
<b>Product Specifications</b> .....	<b>4</b>	Withdrawals .....	7
Description .....	4	Loans.....	7
Death Benefit Enhancement.....	4		
Issue ages.....	4	<b>No-Lapse Guarantees Provision</b> .....	<b>8</b>
Underwriting Classifications.....	4	Minimum Premium .....	8
Ratings.....	4	No-Lapse Guarantee.....	8
Face Amount bands .....	4	Catch-up.....	8
Illustrations .....	4	Grace Period .....	8
Target Market.....	4	Reinstatement .....	8
<b>Cost Factors and Expenses</b> .....	<b>4</b>	<b>Riders</b> .....	<b>9</b>
Cost of Insurance (COI).....	4	Accidental Death Rider .....	9
Monthly Deductions.....	5	Waiver of Specified Premium Rider .....	9
Premium expense charge.....	5	Child Term Rider .....	9
Surrender charges.....	5	Disability Income Rider (Accident Only) .....	9
		Common Carrier Accidental Death Rider .....	9
<b>Coverage and Flexibility</b> .....	<b>5</b>	Family Health Benefit Rider .....	10
Life insurance death benefit option.....	5	Death Benefit Enhancement Rider .....	10
Face Amount Increases and Decreases.....	5		
Minimum Issue.....	6	<b>Software Help</b> .....	<b>10</b>
Premium payment options.....	6		
Coverage beyond Age 121.....	6	<b>Benefits of Membership</b> .....	<b>10</b>
Change Fee.....	6		
		<b>For more information</b> .....	<b>10</b>
<b>Account value</b> .....	<b>6</b>		
Cash value.....	6		
<b>Interest Rate</b> .....	<b>6</b>		

## FAST FACTS

Product type	Flexible premium universal life insurance	Premium options	Lifetime (to age 121) Quick Pay
Death benefit option	Level	Coverage beyond age 121	Yes
Issue ages (Age nearest birthday)	18-75	Death Benefit Enhancement	Provides an additional death benefit of up to the face amount (up to \$1,000,000) to the earlier of 15 certificate years and the insured's age 66.
Underwriting classifications	<ul style="list-style-type: none"> <li>• Preferred Plus Non-Tobacco</li> <li>• Preferred Non-Tobacco</li> <li>• Non-Tobacco Plus</li> <li>• Non-Tobacco</li> <li>• Tobacco Plus</li> <li>• Tobacco</li> </ul>	Minimum modal premium	\$300/annually \$150/semi-annually \$75/quarterly \$25/monthly
Guaranteed minimum interest rate	Annual interest rate of 3.0%		
Premium modes	Annual Semi-Annual Quarterly Monthly (PAC only)	Face amount bands	\$50,000 - \$249,999 \$250,000 - \$999,999 \$1,000,000 +
Face amount changes	Yes, increases and decreases are available after the first certificate anniversary, subject to certain restrictions	Withdrawals	\$500 minimum  Can be made after the first certificate anniversary, if cash value is available
Lifetime lapse protection period	Lifetime guaranteed protection subject to the No-Lapse Guarantee (NLG) requirements	Surrender charges	Decreasing charge for 19 certificate years
Catch-up period	3 years	Loans	Can be taken if cash value is available
Monthly administration deduction	None	Loan rate	5%
Premium expense charge	7%	Definition of life insurance test	Guideline Premium Test (GPT)

## PRODUCT SPECIFICATIONS

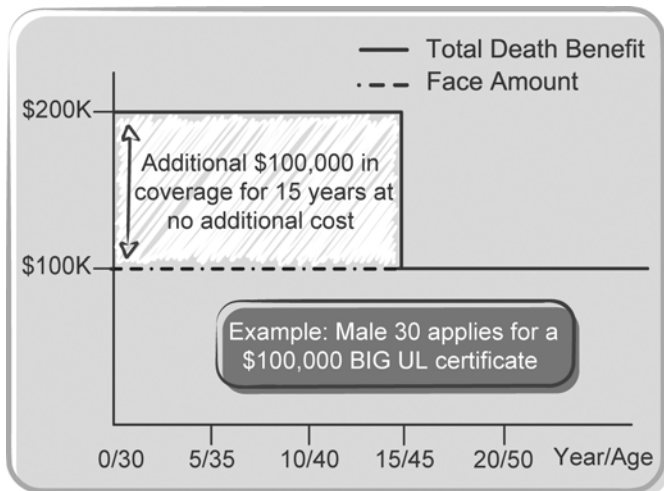
### DESCRIPTION

Foresters BIG UL is a flexible premium universal life insurance product that offers the added security of lifetime protection at an affordable premium. It is designed and priced based on the 2001 Commissioners Standard Ordinary (CSO) mortality tables.

In addition to offering lifetime protection, BIG UL also offers a variety of features and riders that address a broad range of personal protection needs.

### DEATH BENEFIT ENHANCEMENT

Foresters BIG UL includes a first-in-the-industry **Death Benefit Enhancement Rider (DBER)** that provides an additional death benefit of up to the face amount (up to a \$1M maximum) for 15 certificate years or until the insured's age 66, at no additional cost<sup>1</sup>!



### ISSUE AGES

18-75, age nearest birthday.

*When we refer to an age after the issue date, age is defined as the issue age plus the number of completed certificate years.*

### UNDERWRITING CLASSIFICATIONS

- Preferred Plus Non-Tobacco
- Preferred Non-Tobacco
- Non-Tobacco Plus
- Non-Tobacco
- Tobacco Plus
- Tobacco

<sup>1</sup> Certain conditions may apply. See section on Riders for more information.

### RATINGS

Substandard extras are available. Temporary and permanent flat extras are available. Rating classes are +50% to +400% and will be determined by Underwriting.

### FACE AMOUNT BANDS

Band 1: \$50,000 - \$249,999

Band 2: \$250,000 - \$999,999

Band 3: \$1,000,000 +

### ILLUSTRATIONS

Signed Illustrations are necessary to meet certificate delivery requirements.

### TARGET MARKET

- Ages 30-50
- Middle-income market
- Seeking guarantees and lifetime life insurance protection
- Have dependents

## COST FACTORS AND EXPENSES

### COST OF INSURANCE (COI)

The guaranteed cost of insurance (COI) rates for the certificate vary by age, gender, underwriting class and rating class. The COI rates currently charged are lower than those stated in the insurance contract. The COI deduction is the COI rate per thousand multiplied by the amount at risk.

**Increases and decreases** – If the face amount is changed after certificate issue, the COI rate may fall into a higher or lower band. It is important to keep in mind that changes in the face amount will have an impact on the total cost.

### MONTHLY DEDUCTIONS

On the issue date and on each monthly anniversary, a **monthly deduction** for the following certificate month will be taken from the account value. The monthly deduction is the sum of the following:

- **Cost of insurance (COI) deduction** – A charge made against the account value for the cost of the certificate.
- **Face amount deduction** – A charge made against the account value for the first 20 certificate years. For each requested or automatic face amount increase an additional charge will be made against the account value for the first 20 years after the increase, for the increased portion.
- **Monthly rider deduction** – A charge made against the account value for each rider in effect.

### PREMIUM EXPENSE CHARGE

7% will be deducted from each premium paid.

### SURRENDER CHARGES

Surrender charges are in effect for 19 years from issue and for the first 19 years after each face amount increase to that increased portion. A notification showing the surrender factors applicable to a face amount increase will be sent to the owner. The surrender charge factor decreases over the 19-year period.

The surrender charge factor varies by gender, issue age, duration and underwriting class.

Surrender charge	
	The surrender charge factor applicable
Multiplied by	<ul style="list-style-type: none"> <li>• The face amount (if a surrender)</li> <li>• The decrease in face amount (if a decrease)</li> <li>• The amount of withdrawal (if a withdrawal)</li> </ul>
Divided by	\$1,000

## COVERAGE AND FLEXIBILITY

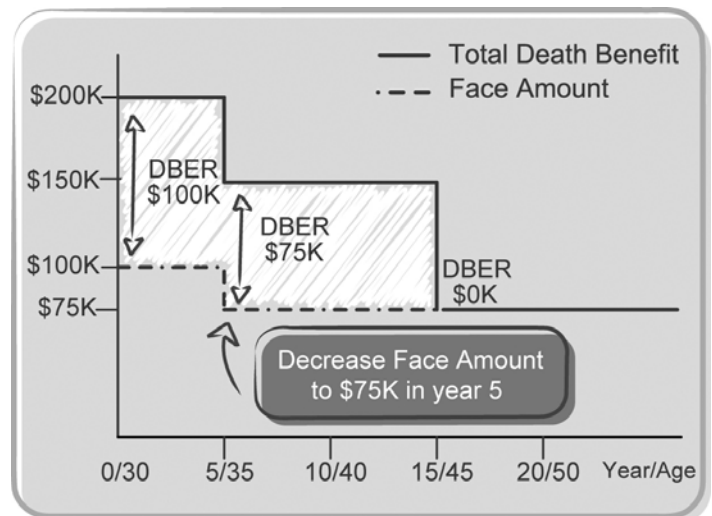
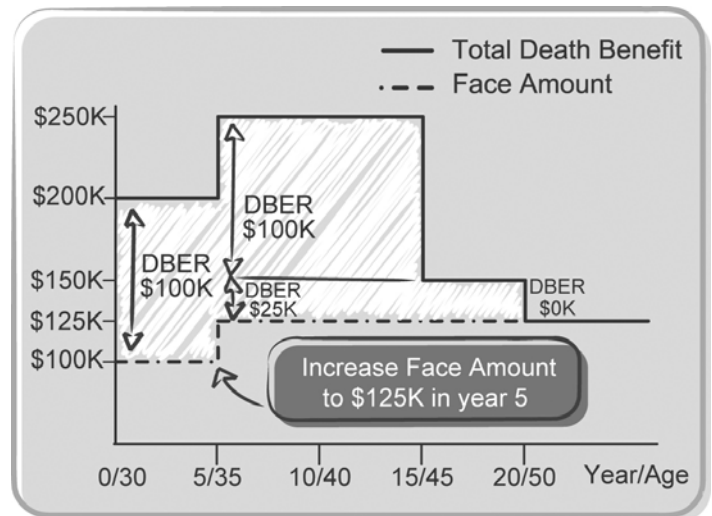
### LIFE INSURANCE DEATH BENEFIT OPTION

Foresters BIG UL is offered on a level death benefit basis. The total death benefit is the face amount plus the benefit amount under the Death Benefit Enhancement Rider (if applicable) on the date of the insured's death. The amount of any debt owed to Foresters will be deducted from the total death benefit payable.

### FACE AMOUNT INCREASES AND DECREASES

Requests for increases or decreases in the face amount, after the certificate is issued, are subject to certain restrictions and the minimum and maximum face amount requirements.

#### Impact on Death Benefit Enhancement Rider



▼ *Note: Decrease in face amount is subject to a \$25 change fee and a surrender charge may also apply.*

**MINIMUM ISSUE**

\$50,000

**PREMIUM PAYMENT OPTIONS**

Owners can choose to increase, decrease, skip or stop premium payments, subject to minimum requirements and IRS Guideline Premium limitations. Making a change in premium payments may affect the no-lapse guarantees. The certificate can lapse subject to the grace period and no-lapse guarantee.

**COVERAGE BEYOND AGE 121**

Should the insured reach age 121, no further deductions for cost of insurance (COI) or fees will be made for coverage under the certificate. Interest continues to be credited on the account value.

It is important to consider the effect of any outstanding loan amount(s) at age 121 that could cause the certificate to terminate after age 121.

**CHANGE FEE**

A \$25 per transaction change fee is currently charged for certain types of transactions such as:

- Withdrawals
- In-force illustrations in excess of one per certificate year
- Face amount decreases
- Rider cancellations or decreases
- Change in tobacco use

Note that Foresters reserves the right to increase or decrease this fee in the future. The change fee is guaranteed not to exceed \$50.

**ACCOUNT VALUE**

On the issue date, the account value is equal to the first net premium<sup>2</sup> paid minus the monthly deduction for the first certificate month. At anytime after the issue date until the insured’s age 121, the account value equals:

	The account value on the last monthly anniversary,
Plus	The net premium received after the last monthly anniversary,
Plus	The interest accrued after the last monthly anniversary,
Minus	On a monthly anniversary, the monthly deduction for the next certificate month
Minus	The total of all withdrawals made after the last monthly anniversary.

At anytime after the insured’s age 121, the account value equals:

	The account value on the last monthly anniversary,
Plus	The interest accrued after the last monthly anniversary,
Minus	The total of all withdrawals made after the last monthly anniversary.

**CASH VALUE**

The account value minus the loan amount (accrued with interest), if any, minus surrender charges, if applicable, is the amount received if the certificate is surrendered.

**INTEREST RATE**

Interest is accrued on a daily basis and credited to the account value monthly. The rate is determined on a portfolio basis. This means that the same rate of interest is credited to the entire un-loaned account value.

The certificate guarantees a minimum credited interest rate of 3% throughout the lifetime of the certificate. Foresters regularly reviews credited interest rates and will declare the current rate of interest at its discretion.

<sup>2</sup> The net premium is the premium minus the premium expense charge.

## LOANS AND SURRENDERS

### SURRENDERS

The certificate may be surrendered for its cash value at any time. The surrender charge is a charge made against the account value when the certificate is surrendered, the face amount is decreased or a withdrawal is made.

**Increases and Decreases** – Increases in the face amount will initiate a new surrender charge period for the increased amount, i.e. each increase has its own set of surrender charges. A portion of the surrender charge will also be applied to each decrease in the face amount (for more information on surrender charges, see section of Cost Factors and Expenses).

### WITHDRAWALS

Withdrawals (of at least \$500) from the cash value will be permitted after the first certificate year. This will result in a decrease in the cash value. The withdrawal amount requested is adjusted if the cash value at that time is insufficient.

Maximum withdrawal amount	
	Account value
Minus	Applicable surrender charges
Minus	Loan amount, if any
Minus	Three times the most recent monthly deduction prior to withdrawal
Minus	The change fee (see section on Change Fee)

**How to make a withdrawal request** - The certificate owner can call the Foresters Service Center at 1-800-828-1540. The call center representative will provide details on how much can be withdrawn.

▼ *The death benefit will decrease by the amount of the withdrawal. A withdrawal may also have an adverse effect on the no-lapse guarantees and may cause the certificate to lapse (for more information, see section on No-Lapse Guarantees). The remaining death benefit must meet the minimum face amount requirements.*

### LOANS

Loan(s) may be obtained from Foresters using the certificate as collateral. The certificate must be in effect and have a positive cash value at the time of the loan.

Maximum Loan Request	
	Account value
Minus	Applicable surrender charge
Minus	Three times the most recent monthly deduction prior to loan
Minus	Outstanding loan amounts, if any

Interest is charged daily on the loan at 5% annually. The amount of the loan requested may be adjusted if the cash value at that time is insufficient.

A portion of the account value equal to the then current loan amount is allocated to a loan collateral account. This loan collateral account will be credited with interest at a rate of 3% rather than the current declared rate.

**Loan repayment** – All or part of a certificate loan may be repaid at any time prior to the death of the insured or the surrender of the certificate. Repayments will reduce the loan amount. The amounts paid will be applied as premium, unless otherwise specified (in writing) as a loan repayment.

**How to make a loan request** - A loan can be requested by calling the Foresters Service Center at 1-800-828-1540. The call center representative will provide details on how much can be loaned.

▼ *The death proceeds payable are reduced by the outstanding amount of the loan (and accrued interest). Also, if the certificate lapses while there is a loan, the loan will be treated as a distribution from the certificate, and there may be tax consequences as a result. In addition, if the loan balance exceeds the account value (minus the applicable surrender charge), the certificate will terminate, even if the NLG is still in effect. In this case, notification will be sent to the certificate owner.*

## NO-LAPSE GUARANTEES PROVISION

### MINIMUM PREMIUM

Foresters guarantees that the certificate will not lapse during the first five certificate years, even if the cash value is not sufficient to cover monthly deductions as long as on each monthly anniversary during that period:

- The sum of premium paid is greater than or equal to the sum of the minimum premium in effect on the issue date and on each monthly anniversary plus the total of withdrawals made.

The Minimum Premium varies by the insured's age, band, gender, underwriting and rating class, and on the face amount and rider(s) in effect. The premium paid includes amounts paid by the Waiver of Specified Premium Rider.

▼ *Changes to the face amount, rider benefit amount(s) or the addition or deletion of a rider will change the minimum premium.*

### NO-LAPSE GUARANTEE

BIG offers guaranteed lifetime coverage. As long as the lifetime NLG requirements are met, the certificate will not lapse even though there is no cash value.

### CATCH-UP

Missed, insufficient or late premium payments and withdrawals can adversely affect or end the lifetime no-lapse guarantee (NLG) and how long the certificate stays in force. For these situations, Foresters offers a three-year catch up period during which time additional payments can be made, if the certificate is still in effect, in order to return the Lifetime NLG to good standing and ensure that the certificate does not lapse. If the owner chooses not to use the catch up period, the certificate may not lapse as long as there is sufficient cash value to keep the certificate in effect.

### GRACE PERIOD

If the cash value on a monthly anniversary is less than the amount of the monthly deduction, there is a 61-day grace period from that monthly anniversary to pay overdue monthly deductions. If a sufficient amount is not paid within the grace period, the certificate will lapse unless a no-lapse guarantee is in effect.

### REINSTATEMENT

Foresters may approve the reinstatement of a lapsed certificate within three years of its lapse subject to:

- Evidence of insurability accepted by Foresters
- Payment of the premium that would have been required to keep the certificate in effect during the grace period, without interest, plus the premium required to keep the certificate from entering a grace period for three certificate months after the reinstatement effective date.

▼ *The Lifetime No-Lapse Guarantee will not be reinstated following the reinstatement of a lapsed certificate*

## RIDERS

### ACCIDENTAL DEATH RIDER

Available on	Life insured
Issue ages	18-60
Description	Provides additional coverage in the event of an accidental death, caused by an accidental bodily injury, and death occurs within 365 days of the injury.
Issue amount	\$25,000 minimum, up to 100% of the face amount to a maximum of \$300,000 (all carriers).
Expiry date	The certificate anniversary nearest the life insured's 70th birthday.

### WAIVER OF SPECIFIED PREMIUM RIDER

Available on	Life insured
Issue ages	18-55
Description	Pays the monthly benefit amount, in effect at that time, to the account value, should the insured become totally disabled. The benefit will continue to be paid for continuous total disability, while the certificate is in effect or until age 121, whichever is earlier.
Waiting period	Six months
Rider expiry date	The certificate anniversary nearest the life insured's 60th birthday.

### CHILD TERM RIDER

Available on	Children of life insured
Issue ages	18-55 (for Life insured)
Description	Provides level term life insurance for each child, listed on the application, who is 15 days or older, has not reached their 18 <sup>th</sup> birthday at issue of the rider and is not excluded by Foresters. A child is not covered past their 25 <sup>th</sup> birthday.
Issue amount	Any amount between and including \$10,000 - \$25,000.
Convertibility	To a permanent plan without evidence of insurability. For child up to age 21, that child can convert up to 1X benefit. Between ages 21 and 25, up to 5X benefit (max \$100,000/insured child on all Foresters child rider conversions for that child).
Expiry date	The certificate anniversary nearest the life insured's 65th birthday.

*Note: Coverage will be extended to each person who becomes an insured child while this rider is in effect. That child must be at least 15 days old and has not reached their 18th birthday.*

### DISABILITY INCOME RIDER (ACCIDENT ONLY)

Available on	Life insured
Issue ages	18-60
Description	Provides a monthly benefit for up to two years (for 2 separate and independent injuries) if the insured becomes totally disabled due to injury, within 180 days of that injury.
Waiting period	90 days
Min monthly benefit	\$300
Max monthly benefit	Lesser of (at time of application): a) \$3000, b) 1.5% of the face amount, or c) 60% of the insured's monthly pay.
Increases and decreases	The benefit amount can be decreased after issue however, increases are not permitted after issue.
Death claims	If the insured dies while this rider is in effect, Foresters will return 100% of the DI monthly rider deductions taken minus the sum of DI benefits paid.
Number of claims	Up to 2 independent claims, not to exceed 24 months per independent claim.
Claim period	24 months, not required to be consecutive for a given claim.
Definition of total disability	Total disability is defined in the rider contract. 1st Injury: Insured's inability to work at own occupation. 2nd Injury: Insured's inability to work at any occupation.
Expiry date	The certificate anniversary nearest the life insured's 65th birthday.

*Note: If the sum of DI payouts is equal to or greater than the sum of monthly rider deductions taken then there will be no return of DI monthly rider deductions upon death.*

### COMMON CARRIER ACCIDENTAL DEATH RIDER

Available on	Life insured
Issue ages	18-75
Description	This rider, automatically included on all eligible certificates (no monthly rider deductions apply), provides a death benefit of up to two times the face amount to a maximum of \$300,000, if the insured dies within 90 days of an accidental bodily injury that occurred on a common carrier as a fare-paying passenger.
Benefit amount	2 times the face amount to a maximum of \$300,000.
Expiry date	The certificate anniversary nearest the life insured's 85th birthday.

### FAMILY HEALTH BENEFIT RIDER

Available on	Life insured
Issue ages	18-75
Description	<p>This rider, automatically included on all eligible certificates (no monthly rider deductions apply), provides benefits for qualified health situations for the insured and their immediate family of up to \$650 per person per incident with a lifetime family maximum of \$5,000, who have had to be transferred to a hospital in the Continental United States, Alaska or Hawaii by ambulance, visit the emergency room or stay in hospital as a result of the following:</p> <ul style="list-style-type: none"> <li>• Earthquake</li> <li>• Hurricane</li> <li>• Tornado</li> <li>• Tsunami</li> <li>• Typhoon</li> <li>• Struck by lightning</li> <li>• Volcanic eruption</li> </ul>
Qualified event and amount	<ul style="list-style-type: none"> <li>• Ambulance Transportation: \$50</li> <li>• Hospital Emergency Room Examination: \$100</li> <li>• Hospital Stay: \$100/day (up to 5 days)</li> </ul>
Max benefit amount	\$650 per person, per incident with a lifetime family maximum of \$5,000.
Expiry date	The certificate anniversary nearest the life insured's 85 <sup>th</sup> birthday.

### DEATH BENEFIT ENHANCEMENT RIDER

Available on	Life insured
Issue ages	18-75
Description	<p>This rider, automatically included on all eligible certificates (no monthly rider deductions apply), provides an additional death benefit of up to the face amount at issue to the earlier of 15 years or age 66. For face amount increases, an additional benefit amount of up to the increase may be added. The effective date of the additional benefit is the same as the effective date of the corresponding face amount increase and will continue to the earlier of 15 years from the effective date or age 66. For face amount decreases, the benefit amount under this rider, in effect at that time, may be decreased. (See section on <i>Face Amount Increases and Decreases</i>)</p>
Max benefit amount	At no time can the benefit amount, including face amount increases if any, exceed the lesser of the face amount and \$1 million.
Expiry date	<p>The earlier of:</p> <ul style="list-style-type: none"> <li>• 15 years,</li> <li>• Age 66</li> </ul>

### SOFTWARE HELP

You can access/download Foresters BIG UL's software by logging on to ezbiz at <https://portal.foresters.biz>.

Go to Tools & Resources -> Illustration Software -> Foresters BIG UL.

Please check the state availability map on ezbiz for currently approved states.

### BENEFITS OF MEMBERSHIP

Our customers are our members<sup>3</sup>. Foresters members may be eligible for a valuable package of benefits<sup>4</sup> – at no additional premium. They can attend member events with family and friends, make a difference in their community, and shape personal growth through our member programs; as well as access life, health, and education member benefits – all compliments of Foresters! Member benefits include Competitive Scholarships, Orphan Scholarships, Critical Illness member benefit, Terminal Illness member benefit, and Young Family member benefit.

This is the Foresters difference. This is why membership with Foresters means so much more. For 130 years, Foresters has used its financial strength and prosperity to help improve the lives of its members and their communities.

For more information on member benefits, refer to the "Benefits of Membership" pamphlet for prospects (503199), brochure for members (503213), and Business Builders (503182 and 503184). These materials are available on ezbiz for download or order.

### FOR MORE INFORMATION

Log on to ezbiz at <https://portal.foresters.biz/>.

<sup>3</sup> Foresters members are the insureds and annuitants under Foresters life insurance and annuity certificates. For details on eligibility and benefits of membership, go to [www.foresters.com/membership](http://www.foresters.com/membership)

<sup>4</sup>Foresters member benefits are non-contractual and not part of the BIG life insurance contract. Member benefits are subject to eligibility requirements and limitations and may be changed or cancelled at any time by Foresters. For details, consult the current version of the "Benefits of Membership" brochure.