

# HELP YOUR CLIENTS PREPARE FOR THE FUTURE

**GENGUARD<sup>SM</sup> SUL &  
GENGUARD<sup>SM</sup> SUL NY  
SURVIVORSHIP UNIVERSAL  
LIFE INSURANCE**

Underwritten by

Genworth Life and Annuity  
Insurance Company

Richmond, VA

Genworth Life Insurance Company  
of New York

New York, NY

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# HELP YOUR CLIENTS PREPARE FOR THE FUTURE

## With Survivorship Universal Life Insurance Providing A No-Lapse Guarantee Until The Youngest Insured Attains the Age Selected

### HIGHLIGHTS

- Competitive premiums — At full-pay, as well as in single- and short-pay scenarios
- Premium flexibility with unlimited catch-up provisions — When reduced or skipped planned premiums result in shortening of the no-lapse guarantee, the policy allows for unlimited catch-up of back premiums plus an interest charge.
- Backdating to save age is available
- Second insured may be uninsurable

### COMPETITIVE SPOTS

- Married couples who have a large disparity in age
- Preferred No Nicotine Use through Standard No Nicotine Use, including Nicotine Use
- Highly competitive in single and short-pay scenarios
- “Imperfect timing forgiveness” — No-lapse guarantee is administered so payments are credited as being received on the first day of the policy month, regardless of when they are received during the month
- Advantageous 1035 exchange process — Money is considered as being received on the policy date of the new policy for purposes of maintaining the no lapse guarantee, provided the money arrives within the first year

### HELPFUL TIP: Helping Clients Choose the Death Benefit Guarantee that is Right for Them

Once your clients determine that a death benefit guarantee, second to die UL product fits their goals, it is important to help them decide the guarantee period. No one knows how long they will live, but certain factors impact longevity. To help advise your clients on the death benefit guarantee that is right for them, encourage them to consider:

- Their health
- Their family medical history
- Their lifestyle
- What their budget and financial plan allows them to pay

Remind your clients that reducing the death benefit guarantee age is a personal decision and is entirely up to them. While it may reduce premium payment amounts over the life of the policy, it is important to note that if people live past the death benefit guarantee period they choose and wish to continue coverage, the premium needed to maintain the policy in effect will rise substantially.

## SUL OPPORTUNITIES

Opportunity	Response
<b>Estate taxes &amp; Settlement costs</b>	Helps to pay estate taxes after second insured passes and helps eliminate the need to use a portion of the estate to pay taxes and settlement costs
<b>Estate equalization</b>	Provides an inheritance when assets are not easily split (business or properties) or remain more valuable intact (antiques, jewelry, etc.)
<b>Charitable giving with wealth replacement</b>	Allows wealth replacement for beneficiaries while giving to a favorite charity or philanthropic group
<b>Special needs planning</b>	Helps to fund a trust to pay for care for family members with special needs

## PUT GENGUARD<sup>SM</sup> SUL TO WORK FOR YOUR CLIENTS' ESTATE PLANNING NEEDS AND BEYOND

Facts At A Glance	GenGuard <sup>SM</sup> SUL
<b>Issue ages</b>	First insured, ages 15-79 (must be insurable) Second insured, ages 15-94 (may be uninsurable) Death benefit payable at the second death
<b>Minimum face amount</b>	\$100,000
<b>Underwriting classes</b>	Preferred Best No Nicotine Use      Preferred Nicotine Use Preferred No Nicotine Use          Standard Nicotine Use Standard No Nicotine Use
<b>Premium flexibility</b>	Premiums can be increased, decreased or skipped <i>Changes in required premium may impact no-lapse guarantee</i>
<b>Catch-up provisions</b>	Catch-up available by paying enough premium, including 10% (annual) interest, to restore the Net Accumulated Premiums to the Required Rider Balance
<b>Death Benefit</b>	Level death benefit option only
<b>Death benefit guarantee</b>	Lifetime guarantee = Policy Protection Rider The Policy Protection Rider is in effect if the Net Accumulated Premiums are greater than or equal to the Required Rider Balance and the loan balance does not exceed the net cash surrender value. While the Policy Protection Rider is in effect, the policy cannot enter the grace period.
<b>Grace period</b>	Grace period of 62 days begins at the later of when the cash surrender value is insufficient to cover the monthly deductions or the Policy Protection Rider is no longer in effect
<b>Cash surrender value</b>	Surrender charges decrease annually until they equal zero in policy year 20
<b>Withdrawals</b>	\$25 administrative fee Maximum amount is equal to the lesser of: Net cash surrender value on the date of partial withdrawal less \$525 Amount such that the death benefit after the withdrawal is \$100,000
<b>Policy loans</b>	Preferred loans available Loan value is equal to the cash surrender value (as of the end of the current policy year)
<b>Illustration</b>	Required

# ABOUT GENWORTH FINANCIAL

*Genworth Life and Annuity  
Insurance Company  
Richmond, VA*

*Genworth Life Insurance  
Company of New York  
666 Third Avenue, 9th Floor  
New York, NY 10017*

*Only Genworth Life of New  
York is licensed to conduct  
business in New York.*

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Genworth Financial, Inc.*

## *A Leading Insurance Holding Company in the United States*

Since writing our first policy in 1871 as The Life Insurance Company of Virginia, we've been committed to helping people effectively protect and achieve the comfort of financial security. Genworth Financial has a strong and expanding global presence, with operations in more than 25 countries. We help people at key stages in their life through a wide-array of innovative products and financial services.

## *Our Strength — Our Stability*

Genworth Life and Annuity Insurance Company and Genworth Life Insurance Company of New York have a history of strong financial performance and sound investment practices. Our top quality financial products include competitive life insurance and annuities designed to help you build, protect and transfer wealth. We have enjoyed success because we are bound to certain principles. We consistently respond to the needs of our customers and offer products that reflect honest values.

*Genworth will be here for you — today and in the future.*

No-lapse guarantee: a conditional guarantee that can keep the policy in force when policy values are too small to do so. Certain policy rights, if exercised by the owner, can end this guarantee.

Products are subject to state availability, issue limitations, and to the terms of their policy form numbers.

GenGuard<sup>SM</sup> SUL:

Policy Form No. GLAULLTD0408 et al. and Rider Form No. GLAULRPPR0308 et al. and ICC Policy Form No. ICC09GA1001 and Rider Form No. ICC09GA100R (Genworth Life & Annuity)

GenGuard<sup>SM</sup> SUL NY:

Policy Form No. GNYULLTD0408 et al. and Rider Form No. GNYULRPPR0109 et al.; available only in NY (Genworth Life of New York)



Genworth Life and Annuity Insurance Company and Genworth Life Insurance Company of New York are members of the Insurance Marketplace Standards Association (IMSA). Membership promotes ethical standards in the sale and service of individually-sold life insurance, annuity, and long term care insurance products.