

IUL Express

Comparing Costs and Features

Since no two products are the same, it's not always easy to compare IUL offerings. Some carriers have complex indexed interest crediting strategies, designed solely to illustrate better, regardless of costs that could be felt by the consumer.

One way to determine which IUL could deliver the best value is to examine the costs and features of the policy, along with the benefits it offers clients. Here are some examples of how United of Omaha's Indexed Universal Life Express® (IUL Express) compares to another simplified issue IUL product on the market:

Male: \$200,000 Death Benefit – Non-Tobacco Rates

		Age 30		Age 40		Age 50		Age 60	
		IUL Express: United of Omaha*	Competitor Product**	IUL Express: United of Omaha*	Competitor Product**	IUL Express: United of Omaha*	Competitor Product**	IUL Express: United of Omaha*	Competitor Product**
After 20 Years	Cumulative Premium	\$22,685	\$17,300	\$30,257	\$30,540	\$63,204	\$57,640	\$112,073	\$108,400
	Cumulative Charges	\$11,059	\$12,621	\$14,256	\$21,929	\$33,953	\$42,772	\$71,005	\$88,500
	% of Premium Toward Accumulation Value	51%	27%	53%	28%	46%	26%	37%	18%
After 40 Years	Cumulative Premium	\$45,370	\$34,600	\$60,514	\$61,080	\$126,408	\$115,280	\$224,146	\$216,800
	Cumulative Charges	\$29,637	\$38,140	\$42,728	\$76,678	\$112,247	\$165,926	\$180,822	\$318,847
	% of Premium Toward Accumulation Value	35%	-10%	29%	-26%	11%	-44%	19%	-47%

Female: \$200,000 Death Benefit – Non-Tobacco Rates

		Age 30		Age 40		Age 50		Age 60	
		IUL Express: United of Omaha*	Competitor Product**	IUL Express: United of Omaha*	Competitor Product**	IUL Express: United of Omaha*	Competitor Product**	IUL Express: United of Omaha*	Competitor Product**
After 20 Years	Cumulative Premium	\$15,860	\$14,020	\$21,220	\$23,580	\$49,140	\$41,140	\$77,520	\$78,840
	Cumulative Charges	\$7,381	\$10,172	\$9,380	\$16,491	\$23,420	\$29,974	\$42,483	\$60,089
	% of Premium Toward Accumulation Value	53%	27%	56%	30%	52%	27%	45%	24%
After 40 Years	Cumulative Premium	\$31,720	\$28,040	\$42,440	\$47,160	\$98,280	\$82,280	\$155,040	\$157,680
	Cumulative Charges	\$17,712	\$29,810	\$25,220	\$55,558	\$83,782	\$114,956	\$140,397	\$240,923
	% of Premium Toward Accumulation Value	44%	-6%	41%	-18%	15%	-40%	9%	-53%

Regardless of gender or age, you'll find that our IUL Express product has lower charges which allows more of your clients' premiums to go towards building cash value.

*5.92% illustrated rate

** 8.42% illustrated rate

Values as of June 2024.

For producer use only. Not for use with the general public.

626723



Underwritten by

United of Omaha Life Insurance Company

A Mutual of Omaha Company

Realistic Crediting Strategies

As you can see, the competitor's higher cost structure results in the total policy charges exceeding the cumulative premiums paid by year 40. This shows they are relying on the high illustrated rates to help support the policy's long-term performance. How confident are your clients that the competitor's product will actually perform at 8.42% consistently, or have enough really good years to make up for the down years? That is why stress testing a product through illustrations is so important. If there are more down years and the rate, in reality, is lower than 8.42%, policy charges will eat up an even higher chunk of premium. Our IUL Express, illustrating at 5.92% and having similar premiums, is a sign of its product performance not being nearly as reliant on high index credits as the competition.

At United of Omaha, our crediting strategies are built to deliver competitive returns while weathering market fluctuations, to help keep the policyowner's premiums the same while ensuring the longevity of the policy. Here's a hypothetical example of how long a client's IUL Express policy is projected to last when illustrating using Easy Solve at different illustrated rates:

Male, Age 40, Non-Tobacco Rates, \$200,000 Death Benefit, Monthly Premium, Easy Solve Solution

Illustrated Rate	5.92%	5%	4%	3%	2%	1%	0%
Policy Duration to:	Age 120	Age 93	Age 89	Age 86	Age 84	Age 83	Age 81

United of Omaha's IUL Express is able to still provide coverage to life expectancy, even if the market consistently performs poorly.

Features That Add Value

United of Omaha is proud to offer products with living benefits that clients may use to help achieve their financial goals. Some of these include:

- **Critical Illness Rider:** Automatically included rider that allows the policyowner to receive a portion of the death benefit early if the insured has a critical illness (as defined in the rider), including ALS, kidney failure, life threatening cancer, major organ failure, heart attack and stroke. **And unlike our competitor, our critical illness rider also provides benefits for dementia (including Alzheimer's), major burns, AIDS and aortic aneurysm surgery.**
- **Chronic Illness Rider:** Automatically included rider that allows the policyowner to accelerate a portion of their death benefit if they become chronically ill.
- **Terminal Illness Rider:** Automatically included rider that allows the policyowner to accelerate a portion of their death benefit if they are diagnosed with a terminal illness.

Our Approach to IUL Product Design

At United of Omaha, we allow our policyowners to customize their policy to suit their needs from day one. They are not restricted to just the Easy Solve solution. We also focus on sustainability in our product designs. Over the last few rounds of IUL regulations that have been implemented, we have not had to make any changes to our products. This is due to our simple, client-friendly design.

While we have no idea what will happen in the industry down the road, we do know this: At United of Omaha, we have taken a stand to continue offering IUL products that do what IUL products were originally designed to do — provide upside potential with downside protection. And we are doing it using a straightforward product that clients can understand. Using a simple, sustainable and transparent product design offers clients peace of mind in their life insurance decision.

Learn more about IUL Express at mutualofomaha.com/simple.

