

More confidence

to protect what matters
most *with life insurance*



Experience more.™

Make sure your loved ones are taken care of

You work hard for your quality of life. If you pass away, would your family be able to maintain that lifestyle without your income? Would they be able to pay off remaining co-signed auto or student loans? What about end-of-life costs, like burial expenses or medical bills?

There's a lot to consider when it comes to life insurance, but having the right coverage can provide peace of mind knowing your loved ones would be able to carry on financially after you're gone.

This brochure will take you through:

- ③ The three main types of life insurance
- ③ How to make life insurance fit your needs
- ③ Common reasons for life insurance
- ③ Common misconceptions
- ③ How to get the coverage you need

Why COUNTRY Financial?

The COUNTRY Financial® family of companies has been there for its clients since 1925. We're big enough to consistently make the Fortune 1000¹ list, but small enough to build personal relationships with our clients.

We regularly receive high ratings for financial strength, revenue generation, operating performance and client loyalty from independent rating agencies.

¹ Fortune 1000 is a registered trade mark of Time, Inc. COUNTRY Financial® is not affiliated with or endorsed by Time, Inc. Financial strength ratings are subject to change and measure the company's ability to honor its financial commitments. The ratings are not an assessment or recommendation of specific policy provisions, premium rates or practices of COUNTRY Life Insurance Company* or COUNTRY Investors Life Assurance Company.

Life insurance glossary

Policy term

Term life insurance policies provide coverage for 10, 15, 20 or 30 years. Whole and indexed universal life insurance policies offer possible lifetime coverage.

Beneficiary

If the insured dies while the policy is still in force, the money from the policy's death benefit would be paid to the named beneficiary or beneficiaries.

Death benefit

This is the amount of money your beneficiary (or beneficiaries) would receive if you pass away.

Premium

Premium refers to the payments you make to keep your life insurance policy active. Your premium payments are based on the death benefit you select, gender, health, lifestyle, age and other factors.

Cash value

Whole and indexed universal life insurance policies build cash value over time (similar to building equity in a home). You can access the cash value through policy loans or surrenders, and it is yours to use however you want.

We offer three types of life insurance

Term Life insurance



Term life insurance is a good choice if you only need coverage for a certain length of time, like while you're raising kids or paying off a mortgage.

It typically provides the highest coverage amount for the lowest price, so it's often a good option for younger people or large families with tight budgets.

How it works

You'll choose a policy term (10, 15, 20 or 30 years) and the amount of money you'd like your beneficiaries to receive from the policy's death benefit if you pass away during that period of time.

Whole Life insurance



If you're looking for lifetime coverage, whole life insurance may be a good option to consider. Whole life insurance offers a variety of features and benefits, so you can customize your policy to fit your needs.

How it works

You'll choose the amount of money you'd like your beneficiaries to receive from the policy's death benefit if you pass away. Unlike term life insurance, whole life policies offer lifetime coverage if you continue to pay the premiums and don't cancel. You can also access the policy's cash value while you're still alive. This is yours to use however you want.²

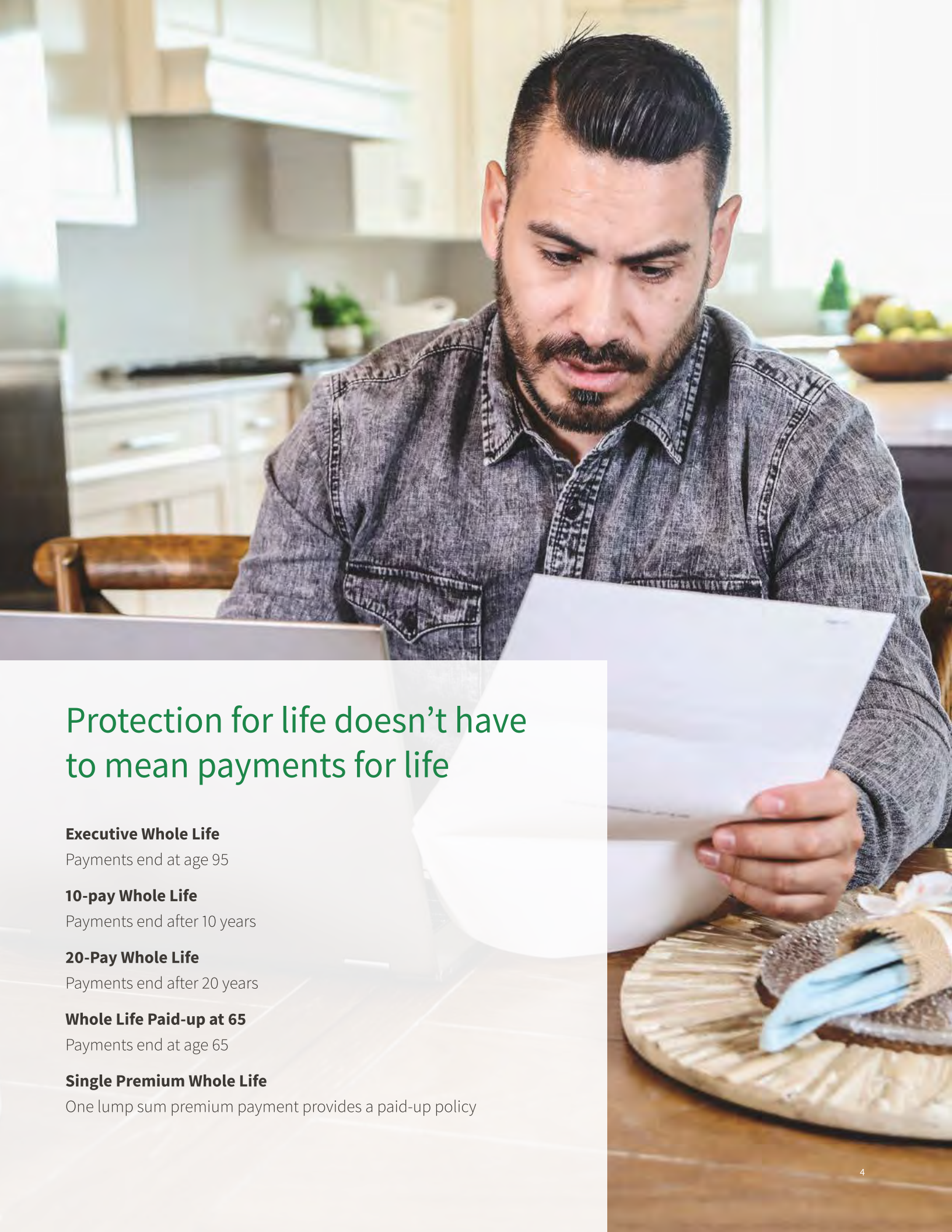
Indexed Universal Life insurance



If you're looking for flexibility and are willing to take a little more risk, indexed universal life may be the answer. While your premiums may be higher, there's potential for more cash value growth, because it's linked to the performance of a stock market Index.

How it works

You'll choose the amount of money you'd like your beneficiaries to receive from the policy's death benefit if you pass away. Along with premium flexibility, an IUL offers the potential for lifetime coverage (if funded adequately) and cash value accumulation.

A man with a beard and short dark hair, wearing a grey denim shirt, is seated at a wooden table in a kitchen. He is looking down at a white document he is holding in his hands. In the background, there is a kitchen counter with a bowl of fruit and a window with light coming through. The overall scene is brightly lit and appears to be a domestic setting.

Protection for life doesn't have to mean payments for life

Executive Whole Life

Payments end at age 95

10-pay Whole Life

Payments end after 10 years

20-Pay Whole Life

Payments end after 20 years

Whole Life Paid-up at 65

Payments end at age 65


Single Premium Whole Life

One lump sum premium payment provides a paid-up policy

Life insurance to fit your needs

Our life insurance policies come with a variety of features, along with additional coverage options you can add on to your policies.²

 Term Life

 Whole Life

 Indexed Universal Life

Child term insurance

Provides up to \$50,000 term life insurance for all of your children ages 0-17, with the opportunity to convert the coverage to whole life insurance up until age 23 without a medical exam.

Term life insurance for you or your spouse

Adds 10, 15, 20 or 30-year term life insurance coverage to your whole life policy for you or your spouse. Before this additional term period ends, you may be able to convert to a whole life policy without a medical exam.

Convert to a whole life policy

While your term life insurance policy is still in force, you can convert it to a permanent life policy if you're under 65 years old.³ This option does not require a medical exam. Keep in mind, if you decide to convert, your premium payments will be higher on the permanent life policy.

Accelerated benefit if you become ill

If the insured on the policy becomes chronically or terminally ill, the policy's accelerated benefits can help pay for expenses related to the chronic or terminal illness by advancing a portion of the death benefit to the policy owner. This would then reduce (or potentially eliminate) the amount the beneficiaries would receive. Chronic illness benefits are available for permanent life policies only. Terminal illness benefits are available for term and permanent life policies. There is no additional cost for this feature.

Guaranteed insurability

Guarantees you the right to purchase additional life insurance protection—without a medical exam—every three years between ages 22 and 43.

Paid-up additions rider

Provides the opportunity to purchase additional paid-up whole life insurance within your existing policy.

² Not all options are available on every policy type.

³ Conversion privilege subject to policy restrictions and availability. Increase in death benefit subject to evidence of insurability. Certain restrictions apply and you should refer to your term life insurance policy or rider, or speak to your COUNTRY Financial[®] representative, for availability and further details.



Accidental death benefit WL

In addition to your policy's death benefit, your beneficiaries will receive an additional (specified) amount of money if you die in an accident prior to age 70.

Disability waiver of premium TL WL

If you become disabled before age 65 and cannot work for a specified period of time, you will no longer have to make premium payments to keep your life insurance policy active.

Waiver of monthly charges IUL

If you become disabled and cannot work for a specified period of time, your monthly charges will be waived (after a six-month waiting period) while you are disabled.

Return of premium rider TL

If you're still alive when your term policy ends, you'll get your base policy's premium payments (and the cost of the return of premium rider) back without interest.⁴ In other words, you get back what you put into it.

⁴ The Return of Premium Rider returns the annual premium paid for the base policy and the Return of Premium benefit. It does not return premiums paid for additional charges or optional benefits. See your policy for full details.

Common reasons for life insurance

Whether you're planning for today or *someday*, it's important to identify your reasons for having life insurance. This helps us determine how much coverage you will need.

The money from your policy's death benefit could be used to:

③ Pay off debt

Some debt goes away when you die, but some does not. Common examples of debt that could stick around include: co-signed student loans and car loans. Credit card companies may also attempt to recover debts from your estate.

③ Replace your income

If you're married or have kids, the money from a life insurance death benefit could help them carry on financially if they no longer had your income. In fact, 42% of families say they'd feel the financial impact within six months (25% say one month) if they lost one income stream.⁶

③ Pay off a mortgage

If anyone relies on your income to help pay the mortgage, the money from a life insurance death benefit could help ensure your family stays in their home well after you're gone.

③ Pay for child care costs

If you're a stay-at-home parent without an income, life insurance can help cover end-of-life expenses and child care costs your spouse may need to start paying for if you pass away.

③ Fund education goals

If you want to send your kids to college someday (or if they're already enrolled), life insurance can help ensure you don't have to change those plans. For instance, if you pass away before you meet your education savings goals, your kids may need to take out more loans than originally planned.

③ Take care of elderly parents

If you help support your parents (or know you will someday), the money from a life insurance death benefit can help make sure they are always well taken care of.

③ Cover end-of-life expenses

According to the National Funeral Directors Association, funeral costs in 2021 averaged \$7,848.⁵ Add in any medical expenses that may come up, and your family could have several out-of-pocket expenses to pay for.

③ Protect your estate

The people you plan on leaving your estate to could be hit with an estate-tax payment after you die. The money from your life insurance death benefit could help cover the tax, ensuring your estate's value stays intact.

⁵ "Funeral costs" from <https://www.nfda.org/news/statistics>



Common misconceptions

Life insurance is expensive.

According to a 2021 study, over 50% of Americans estimate the cost of life insurance to be three times the actual cost.⁶

I don't have kids, so I don't need life insurance.

Even if you don't have kids, it can help make sure your loved ones can carry on financially by replacing your income or paying off debts.

I have it through my employer, so I don't need any additional life insurance.

There's no guarantee your employer will always offer life insurance, and their rates likely increase with your age and salary. Plus, you may choose not to work for that employer someday.

⁶ Key Findings from the 2021 Insurance Barometer Study. <https://www.limra.com/en/research/research-abstracts-public/2021/2021-insurance-barometer-study/>



More support along the way

Because your age helps determine your premium payments, life insurance will never be as affordable as it is *today*. We can help you figure out what type (and how much) life insurance you need.

Regular check-ins

Life moves fast. We want to help make sure your insurance is keeping up. Even if you already have life insurance, it's important to check in with your representative regularly. As your life changes, your insurance needs may change, too.

Common examples include:

- Having kids
- Getting married
- Divorce
- New job or promotion
- New home
- Sending kids to college
- New debt

Quick approval

We've simplified our life insurance application process for certain policies.

If you qualify, and are 50 years old or younger, you may get to bypass the medical testing that's usually required.⁷

Please speak to your representative for more information.

⁷ Subject to eligibility requirements. Not all applicants will qualify. Eligibility for simplified or accelerated underwriting process doesn't guarantee insurability. Accelerated underwriting process is only available for policies of \$100,001 to \$1M.

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Whole life form numbers:

WL Base Policy	ICC23(WL), WL(ND18), WL(FL24)
SPWL Base	ICC23(SPWL), WLSP(ND18), SPWL(FL24)
Accidental Death Benefit Rider	ICC23(ADB), ADB(ND18), ADB(FL24)
Insured Rider	ICC23(ITR), TLII(ND20), ITR(FL24)
Spouse Rider	ICC23(STR), TLIS(ND17), STR(FL24)
Child Term Rider	ICC23(CTR), CTR(ND18), CTR(FL24)
Waiver of Premium Rider	ICC23(DWP), DWP565(18), DWP(FL24)
Guaranteed Insurance Option Rider	ICC23(GIO), GIO(18), GIO(FL24)
Paid Up Addition Rider	ICC23(PUAR), PUAR(18), PUAR(FL24)
Index Dividend Feature Rider	ICC23(IDFR), IDR(ND19), IDFR(FL24)
Accelerated Death Benefit Due To Chronic Illness Rider	ICC23(CI), ADBCI(ND19), CI(FL24)
Accelerated Death Benefit Due to Terminal Illness Rider	ICC23(TI), ADBTI(ND19), TI(FL24)
Payor Death or Disability Waiver of Premium Rider	ICC23(PDD), PDD(18), PDD(FL24)

Term life form numbers:

Term Base Policy	ICC23(RCT), RCT(ND20), RCT(FL24)
Return of Premium Rider	ICC23(ROP), ROP(20), ROP(FL24)
Insured Rider	ICC23(ITR), TLII(ND20), ITR(FL24)
Convertible WP	ICC23(CDWP), CDWP(20), CDWP(FL24)
Non-convertible WP	ICC23(NCDWP), NCDWP(20), NCDWP(FL24)
Child Term Rider	ICC23(CTR), CTR(ND18), CTR(FL24)
Accelerated Death Benefit Due to Terminal Illness Rider	ICC23(TI), ADBTI(ND19), TI(FL24)

IUL form numbers:

Indexed Universal Life Base Policy	ICC21(IUL), IUL(ND21)
Child Term Insurance Rider	ICC21(IULCTR), IULCTR(ND21)
Accelerated Death Benefit Due To Chronic Illness	ICC21(IULCI), IULCI(ND21)
Guaranteed Insurance Option Rider	ICC21(IULGIO), IULGIO(ND21)
Accelerated Death Benefit Due to Terminal Illness	ICC21(IULTI), IULTI(ND21)
Waiver of Monthly Deduction Rider	ICC21(WMDR), WMDR(ND21)

This brochure provides a brief and general description of term life and whole life insurance policies available from COUNTRY Life Insurance Company®, and indexed universal life insurance policies available from COUNTRY Investors Life Assurance Company®. Life insurance policies and/or riders and features have limitations and are not available in all states. Policy terms and conditions may vary by state, and are subject to underwriting approval and product minimums. For costs and complete details of the coverage, contact your representative. COUNTRY Financial® and our representatives cannot give tax advice. Any information we provide reflects our understanding of current tax laws, which are subject to change and reinterpretation. See your tax advisor regarding your personal circumstances. This is not a statement of coverage or offer of insurance. Policies contain exclusions, limitations, reductions and benefits, and terms for keeping them in force. Your representative can provide you with costs and complete details. The decision to purchase life insurance should be primarily based on a need for the death benefit. Policies are not an investment and are not appropriate as a replacement for retirement savings accumulation.

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