



VANTAGEPOINTSM RETURN OF PREMIUM TERM LIFE INSURANCE

Reduced Paid-Up Coverage for Changing Needs

Your Client: Needs life insurance for a set number of years—maybe more, maybe less—and wants the flexibility to maintain some insurance if premiums can't be paid.

Situation: Your client suspects some need for insurance protection will continue beyond a specified term, but for a greatly reduced amount.

Strategy:

- The Rider Net Cash Value of a VantagePoint return of premium term life insurance policy can allow the client to continue the policy as reduced paid-up insurance.
- The amount of paid-up insurance will be a multiple of the cash value.
- The insurance will automatically be reduced and paid-up if an unpaid premium has not been paid by automatic premium loan and the owner has not elected to surrender the policy.

Example:

- Kate is a 35-year-old wife, mother, and bank account representative. She plans to work until age 60, give or take a few years.
- To protect her family and replace her projected income over that period, she buys a \$1 million VantagePoint 30-year term life insurance policy.
- She qualifies for the Preferred Best No Nicotine Use premium class, and pays \$1,296 per year but, after 23 years, her children are out of the house and college. She no longer needs the same amount of insurance.
- There is \$14,904 of net cash value available.
- Kate may stop premiums and continue the policy as a reduced paid-up policy with a \$33,452.52 death benefit. Coverage will remain in force for her life, and she will never have to pay any more premiums.
- While Kate would receive upon surrender only half of the \$29,808 premiums paid, a reduced paid-up policy would allow Kate's beneficiary(ies) to receive slightly more than that at her death.

VantagePointSM term life insurance is subject to the terms, issue limitations and conditions of Policy Form No. TLNCVFCL05 et al. for Genworth Life and Annuity Insurance Company or TLNCVGE05 et al. for Genworth Life Insurance Company. Subject to state availability.

This partial product description does not completely present all features, benefits and limitations as explained in the policy, which is controlling. See the latest product features guide for more information.

The Genworth Financial companies wrote this content to help you understand the ideas discussed. Any examples are hypothetical and are used only to help you understand the ideas. They may not reflect your client's particular circumstances. Your clients should carefully read their policies.

All guarantees are based on the claims-paying ability of the issuing insurance company.

¹ VantagePointSM term life insurance is a term life insurance policy with guaranteed level premiums for 15, 20, or 30 years. Unlike traditional term life insurance, if the insured lives to the end of the term, the premiums will be returned to the owner. Return of premium is provided by a Cash Value Rider that also provides reduced cash value benefit after the fourth policy year.