



# DIVING INTO THE DETAILS

A FIELD GUIDE TO TERM LIFE FOR INSURANCE PROFESSIONALS



TRANSAMERICA

# PORTFOLIO OVERVIEW

Transamerica's Trendsetter® Series consists of Trendsetter Super and Trendsetter LB (living benefits). It's a portfolio of guaranteed initial level premium term life insurance products that combine the benefits of term life insurance with a range of options to meet a variety of client needs.

**The Trendsetter Series helps to provide protection, value, and convenience with these additional advantages:**

- High issue ages.
- Low face amounts.
- Competitive premiums.
- Non-med underwriting options.
- A range of endorsements and riders for additional policy personalization.

This guide provides a quick reference for the Trendsetter products and offers suggestions for selling the portfolio.

PRODUCT FEATURES	TRENDSETTER® SUPER	TRENDSETTER® LB
10, 15, 20, 25 and 30-year initial term periods	X	X
Face amounts	\$25,000 and up	\$25,000 - \$2,000,000
Non-med* option	Band 1	Bands 1 & 2
Transamerica Opportunity Program (TOP) and TOP Plus <sup>1</sup>	X	X
Policy fees (fully commissionable)	\$30 \$60 (Band 1)	\$30 \$60 (Band 1)
Issue ages layered coverage	Age last NY- Age nearest	Age last
Coverage	X	X
Multi-policy discounts <sup>2</sup>	X	N/A
Risk classes	Preferred Plus Nonsmoker Preferred Nonsmoker Preferred Smoker Standard Plus Nonsmoker Standard Nonsmoker Standard Smoker	Preferred Plus Nonsmoker Preferred Nonsmoker Preferred Smoker Standard Plus Nonsmoker Standard Nonsmoker Standard Smoker

\* Issuance of the policy may depend upon the answers to the health questions in the application.

<sup>1</sup>These are not Guaranteed Issue programs. Qualification for coverage depends on the answers to health questions set forth in the application and is subject to underwriting approval. Underwriting will include information obtained from a Medical Information Bureau (MIB) screening, nonmedical, face page of previously issued term policy, and additional requirements which may be imposed based on information based on the MIB. These programs are subject to withdrawal at any time without notice from the Company. Previous policy must be from our list of qualifying carriers including Transamerica Life Insurance Company and Transamerica Financial Life Insurance Company. TOP program is not available for Trendsetter LB10, or for Trendsetter Super Series YRT or Super 10. TOP Plus Program is not available for Trendsetter Super Series NY.

<sup>2</sup>Rate Band Break and Policy Fee Waiver for Multiple Policies are not available for bands 6 & 7.

RATE BANDS	TRENDSSETTER SUPER	TRENDSSETTER LB
Band 1	\$25,000 - \$99,999	\$25,000 - \$99,999
Band 2	\$100,000 - \$249,999	\$100,000 - \$249,999
Band 3	\$250,000 - \$499,999	\$250,000 - \$499,999
Band 4	\$500,000 - \$999,999	\$500,000 - \$2,000,000
Band 5	\$1,000,000 - \$3,000,000	N/A
Band 6	\$3,000,001 - \$10,000,000	N/A
Band 7	\$10,000,001 and up	N/A

PRODUCT OPTIONS AND ENDORSEMENTS	TRENDSSETTER SUPER	TRENDSSETTER LB
Income Protection Option (IPO)	X	X
Terminal Illness Accelerated Death Benefit	Lesser of \$1,500,000 or 100% of face amount	Lesser of \$1,500,000 or 100% of face amount
Chronic Illness Accelerated Death Benefit	N/A	Lesser of \$1,500,000 or 90% of face amount
Critical Illness Accelerated Death Benefit	N/A	Lesser of \$1,500,000 or 90% of face amount
Conversion Option	X	X

PRODUCT RIDERS	TRENDSSETTER SUPER	TRENDSSETTER LB
Monthly Disability Income <sup>3</sup>	N/A	\$300 up to the lesser of \$2,000/mo or 2% of base policy
Disability Waiver of Premium	X	X
Accidental Death Benefit	X	X
Children's Insurance	X	X

<sup>3</sup> Monthly Disability Income Rider is not available on Trendsetter LB10.

## TRENDSETTER® LB ADB COMPARISON (DEFINITIONS MAY VARY BY STATE)

Here is a brief overview of the Accelerated Death Benefit options available on the Trendsetter LB product:

	CHRONIC ILLNESS	CRITICAL ILLNESS <sup>3</sup>	TERMINAL ILLNESS
Benefit trigger	Inability to perform two of six activities of daily living* or severe cognitive impairment	Suffered a critical health condition or paralysis	Insured has less than 12 months to live
Minimum benefit	\$1,000 per year	\$2,500	\$5,000
Maximum benefit	Lesser of \$1,500,000 or 90% of face amount	Lesser of \$1,500,000 or 90% of face amount	Lesser of \$1,500,000 or 100% of face amount
Maximum face amount acceleration	24% per year	90%**	100%

\*Activities of daily living are eating, bathing, dressing, continence, toileting, and transferring.

\*\* If approved for an ADB request that is less than the max ADB allowed, you may exercise this option up to 2 additional times after which this option will terminate.

<sup>3</sup> In California, Critically Ill means the insured has been diagnosed after the Rider date with a medical condition that would, in the absence of treatment, result in the insured's death within 12 months.

## HOW ACCELERATED DEATH BENEFITS ARE DETERMINED

The factors that are taken into account for chronic, critical, and terminal illness benefits when determining the payout amount are:

- The amount of the policy face amount accelerated and the future premiums that would be due.
- The company's assessment of the life expectancy of the insured, which is based on age and overall medical condition at time of claim.
- Accelerated benefit interest rate in effect (used to determine the present value of future benefits and premiums).
- Any administrative fees assessed.
- The death benefit is reduced based on the factors above to arrive at the final payout amount. Therefore, the more severe/life threatening an insured's condition, the shorter his or her life expectancy and the more benefit the policy owner will receive.

## HOW ACCELERATED DEATH BENEFITS (ADB) CLAIMS ARE PROCESSED

1. Policy owner must submit a notice of claim.
2. Claims area will set up a pending claim record.
3. Claims area will send out applicable claim kit that includes a letter, a form with request for APS, a copy of the ADB disclosure statement, a HIPAA notice, and a W-9 form.
4. Policy owner returns claim form and must provide satisfactory proof of the insured's terminal, chronic, or critical illness.
5. Claims will evaluate whether the proof is satisfactory and, if so, will send to the Medical Department to determine the life expectancy of insured.
6. Claims will request a quote from Actuarial based on life expectancy and send to policy owner.
7. If policy owner consents to claim amount, we will process the claim check and send to policy owner with a statement reflecting the reduced life insurance coverage after the ADB payment.

## DIFFERENT ADB FORMS FOR EACH PRODUCT

All three products use the same base APA 40 application but the ADB forms differ:

- Trendsetter® Super requires ICC16ACCDISC0916 or ACCDISC0916 (may vary by state)
- Trendsetter® LB requires ACC-DISC ICC15 TL21 REV, ACC-DISC TL21 REV or ACC-DISC 1016 and ACC-DISCLR02\_03 CA REV



## THINGS TO CONSIDER WHEN SELLING THE TRENDSETTER® PORTFOLIO

IF THIS IS IMPORTANT TO THE CLIENT:	THEN CONSIDER THIS TRENDSETTER POLICY:
The client wants higher amounts of coverage	<b>Trendsetter Super:</b> <u>more than</u> \$2,000,000 <b>Trendsetter Super or Trendsetter LB:</b> <u>up to</u> \$2,000,000
The client wants a simple process for getting coverage that doesn't involve a medical exam or bloodwork	<b>Trendsetter Super</b> up to \$99,999 <b>Trendsetter LB</b> up to \$249,999
The client only wants terminal illness coverage	Accelerated Death Benefits (ADBs) <b>Trendsetter Super</b> lesser of \$1,500,000 or 100% of face amount <b>Trendsetter LB</b> lesser of \$1,500,000 or 100% of face amount
The client wants extra protection in the event of a serious illness and wants to be able to access his death benefit early for medical or healthcare expenses	<b>Trendsetter LB</b> provides the ability to accelerate a portion of the policy face amount if insured is diagnosed with a qualifying chronic, critical, or terminal illness
The client worries she may need additional income if she becomes disabled	<b>Trendsetter LB</b> offers a Monthly Disability Income (MDI) rider providing a monthly income during the time the insured is unable to work because of a qualifying disability



**For more information on the Trendsetter® Series portfolio of term products, please contact your Transamerica sales support team today.**



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Trendsetter® Super Series are term life insurance policies issued by Transamerica Life Insurance Company, Cedar Rapids and in New York by Transamerica Financial Life Insurance Company, Harrison, NY. Policy Form ICC17 TL22, TL22 0417 issued by Transamerica Life Insurance Company and 3-322 38-111, 3-306 38-111, 3-305 38-111, 3-304 38-111, 3-303 38-111, and 3-334 38-111 issued by Transamerica Financial Life Insurance Company. **Premiums increase annually for Trendsetter Super YRT, and beginning in year 11 for the 10- year policy, in year 16 for the 15-year policy, in year 21 for the 20-year policy, in year 26 for the 25-year policy, and in year 31 for the 30-year policy.** Policy forms and numbers may vary, and these policies and the riders may not be available in all jurisdictions. Insurance eligibility and premiums are subject to underwriting.

Trendsetter® LB is a term life insurance policy, Policy Form ICC17 TL21, TL21 0417, TL19 CA 0417 issued by Transamerica Life Insurance Company, Cedar Rapids, IA. **Premiums increase annually beginning in year 11 for the 10-year policy, in year 16 for the 15-year policy, in year 21 for the 20-year policy, in year 26 for the 25-year policy, and in year 31 for the 30-year policy.** Policy form and number may vary, and this policy and riders with the policy may not be available in all jurisdictions. Not available in New York. Insurance eligibility and premiums are subject to underwriting.

Benefits provided through the Living Benefits, including the critical, chronic and terminal illness accelerated death benefits, are subject to certain limitations and exclusions. Amounts payable under the benefits vary based in part on the nature and severity of the Insured's health condition and the Insured's remaining life expectancy at the time of the acceleration as determined by the company. Refer to the policy contract for complete details.

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