

## 1. Question: What is Level Term Advantage?

Level Term Advantage is a service created specifically to help employees maximize the value they receive for the premiums they spend for term life insurance. Now, more than ever, it is very important for employees to seek out life insurance alternatives that maximize the value received for their hard earned life insurance premium dollar. For many of your employees who qualify medically, Individual Level Term life products can greatly reduce the overall cost of their Life Insurance throughout their working years and beyond.



## 2. Question: Why was Level Term Advantage created?

Because Supplemental Group Term Life rates increase over time based on 5-year age bands (e.g. Ages 0-29, 30-34, 35-39, 40-44, 45-49, 50-54, 55-59, 60-64, 65-69, 70+) many employees will pay far more for coverage in the long run. By offering an individual level term life alternative to your Supplemental Group Term Life offering, employees who participate and are approved can potentially save thousands of dollars in premiums.

## 3. Question: How does the Level Term Advantage process work?

The process is very simple and here is how it works:

- ✓ Current supplemental group term life rates and full employee census, with current SGTL election amounts, are provided
- ✓ Personal worksheet is produced for every person reviewed, based on a demographic study and discussion with employer
- ✓ Personal worksheet provides employee with comparison of the supplemental group term cost and the cost of a 10, 15, 20, 25 and 30 year Level Term product, based on "standard, non-tobacco" rate tables. If an employee qualifies for a better rate class, they will be issued the better rate class automatically. [Click her to view a sample](#)
- ✓ If employee wishes to apply for coverage, they contact the Level Term Advantage call center. Both the phone number and email address to the Level Term Advantage call center will be listed on the personal worksheet they receive. Once the employee has contacted the call center, if the process moves forward, a professional agent handles everything necessary to try and help the employee secure coverage
- ✓ If approved, coverage and policy are provided for participating employee with carrier that best meets employee profile and employee signs documents for coverage
- ✓ Employee pays for coverage monthly through ACH/Debit or quarterly, semi-annual or annual basis on a direct bill basis





#### **4. Is paramed exam required for these plans?**

Yes. The life insurance plans purchased through the Level Term Advantage platform are fully underwritten and require a full paramed exam. If approved, fully underwritten plans offer the most significant premium savings over time.

#### **5. What happens if someone does not qualify?**

Because individual level term life insurance is fully underwritten, someone may not qualify for coverage. If they do not qualify for coverage, they can always remain in the group supplemental term life plan.

#### **6. Should someone cancel other life insurance plans?**

Cancelling life insurance coverage is an individual decision. If someone is applying for individual level term life coverage through Level Term Advantage and does intend to replace existing coverage, no life insurance coverage should ever be replaced until the other coverage is fully in-force.

#### **7. Where are paramed exams performed?**

There is lots of flexibility with regard to where a paramed exam can be completed. Whether done at home or the worksite, each employee works with the examiner to schedule the location and time most convenient for him or her.

#### **8. Who performs the paramed exam?**

There are numerous companies that perform paramed exams. Some of the more reputable are EMSI ([www.EMSInet.com](http://www.EMSInet.com)), Portamedic ([www.portamedic.com](http://www.portamedic.com)), APPS (<http://www.appslive.com/>), and Exam One ([www.myexamone.com](http://www.myexamone.com)). The ultimate choice of paramed exam company primarily depends upon the employee's geographic location, as not all paramed companies have a presence in all locations .

#### **9. How do I find out about the offer**

Once the application process is complete, the Level Term Advantage agent who handled the process will inform the employee of the final underwriting decision.

#### **10. What are the various options to pay for coverage?**

Premiums for coverage purchased through Level Term Advantage can be paid in one of the following ways:

- ✓ EFT/Bank Draft
- ✓ Quarterly direct bill
- ✓ Semi-annual direct bill
- ✓ Annual direct bill

