GPMLife GOVERNMENT PERSONNEL MUTUAL LIFE INSURANCE

MORTGAGE PROTECTION

The GPM Life Way

Mortgage protection is a common need among homeowners. However, traditional mortgage life insurance policies end as soon as the loan is paid in full.
But what happens if needs have changed over the term period?

- Other insurance needs
- A change in the health of the insured
- The addition of a home loan

A Comparison of UniMark® **UL** with DMR to Mortgage Term Insurance

UniMark® **UL** with DMR
- Mortgage protection for the life of the mortgage loan [1]
- Insurance protection for the life of the insured
- Permanent protection
- Cash value accumulation
- Flexible options for life

Mortgage Term Insurance
- Mortgage protection for the life of the mortgage loan [1]
- Insurance protection for the life of the mortgage loan [1]
- Premiums may be lower

Producer Use Only - Do Not Distribute to the Public

[1] Assumes all premiums are paid on time and there are no withdrawals from the UniMark UL

GPM Life offers a unique Mortgage Protection SOLUTION: a permanent insurance base and a Decreasing Mortgage Rider (DMR), which decreases along with the mortgage payoff amount.

How does the DMR work?
The decreasing benefit, when combined with the base specified amount of the UniMark UL, approximates the amount needed to pay off the insured's mortgage in any year. [1]

Male • 45 • Standard Non-Tobacco ($400,000 • 30 year Mortgage • 4% Interest) UniMark® UL with DMR SOLUTION [3]	
Base Face Amount	$100,000
Decreasing Term Rider	$300,000
Initial Death Benefit	**$400,000**
Monthly Premium	$158
Cash Value at 30 years (100% of prem. paid [2])	$55,932
Cash Value at age 80 [2]	$72,767
Cash Value at age 100 [2]	$200,897

- Permanent Protection
- Loan Provisions
- FIFO withdrawals
- Flexible planning options

Male • 45 • Standard Non-Tobacco ($400,000 • 30 year Mortgage • 4% Interest) Comparative Term SOLUTION 30-year	
Base Face Amount	**$400,000**
Monthly Premium	$162
Cash Value at 30 years	$0
Cash Value at age 80	NA
Cash Value at age 100	NA

- Temporary Protection

Using the illustration software, you simply enter the mortgage amount, the length of the mortgage, the mortgage loan interest rate and the base insurance amount. In addition to the normal UL illustration, you will have a summary report that shows the annual mortgage payoff amount and the death benefits provided by the DMR and the UniMark UL.

? **What if the insured pays their mortgage off early? They can**

1. Drop the DMR and keep the same premium, resulting in increased cash value [4]
2. Drop the DMR and lower the premium payment [4], or
3. Convert the DMR into the UniMark UL policy and increase the base coverage [5]

[1] Assumes all premiums are paid on time and there are no withdrawals from the UniMark UL
[2] Assumes all premiums are paid on time through age 100 and no withdrawals or loans
[3] Based on Current Assumptions. A full illustration of values must be presented to a consumer
[4] Changes should be made after the 7 year Modified Endowment Contract (MEC) period has expired
[5] Conversion must be prior to the insured's age 65