

COMPARISON

BenefitAccess Rider vs. Other Chronic Illness and/or Terminal Illness Riders

COMPARISON CHARTS

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12 DETAILED LOOK:
Life insurance with BAR vs. hybrid life products

(Products that offer both life insurance and Long-Term Care benefits)

Many prominent carriers offer products that provide death benefit and chronic illness care protection. Which product or carrier is appropriate for your client depends on a variety of factors. Use the accompanying charts to help you evaluate the differences and similarities between these products.

BENEFITACCESS RIDER (BAR) HIGHLIGHTS

Pays for the Condition, Not the Care – 80% of people who are chronically ill stay in their private home.* With BenefitAccess, there is no requirement to receive professional care in order to be eligible for benefits. Clients have the flexibility to use their funds the way they'd like. Even if they want to stay home and be cared for by a loved one.

No Elimination or Waiting Period – With BenefitAccess, clients can begin receiving benefit payments as soon as their claim is approved, without having to fulfill a waiting or elimination period. Terms and conditions apply.

Double Duty Dollars – Life insurance with BenefitAccess offers clients multiple benefits in one policy—100%** of the policy's death benefit will be paid out, either as a living benefit or as a death benefit.

Prepare Now, Plan Later – A person who is healthy today does not know what type of care they'll specifically want or need for a chronic illness event which might occur many years in the future. Clients have full flexibility to use BAR proceeds in a way that best suits their needs during a chronic illness. There is no specific list of covered services for benefit eligibility. BenefitAccess provides clients with the flexibility to make those critical decisions later, when it matters most.

Lifetime Benefit Can Grow*** – The total amount available for acceleration with BenefitAccess can grow as the policy's death benefit grows:

- If the policy hits corridor on a policy with Option A Death Benefit;
- If the policy's contract fund grows on a policy with Option B Death Benefit; or
- If a policy has Option C Death Benefit, the BAR Benefit will equal the basic insurance amount plus premiums.

Competitive Cost – BenefitAccess can be a cost-effective way for clients to have added protection against a chronic or terminal illness event when they purchase permanent life insurance. The cost of the rider is generally 5% – 25% of the life insurance premium (depending on age, gender, underwriting class, and monthly benefit option selected).

Choice of Monthly Payout Options – BenefitAccess offers clients a choice of maximum monthly benefit options—2% or 4% of the death benefit at the time of claim.

* Hagen S, et al. Rising demand for longterm services and supports for elderly people. Congressional Budget Office. June 26, 2013, p.13.

** For terminal illness claims, the accelerated death benefit payment is reduced by a discount factor and a one time processing fee applies.

*** The maximum monthly amount is subject to IRS limits. Availability of death benefit options varies by product type.



COMPARISON

LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

Life insurance with an optional Chronic Illness, Long-Term Care, and/or Terminal Illness rider

	Rider Name	Product Type	No Waiting Period*	Pays for Family Care ¹ /No Professional Care Required	Full DB Available for Acceleration	Permanent Lapse Protection ²	No Restrictions on Benefit Use	Available with Option B Death Benefit	No Health License Required to Sell Rider
Prudential	BenefitAccess Rider	Indemnity	✓	✓	✓	✓	✓	✓	✓
Nationwide⁴	Long-Term Care (LTC) Rider	Indemnity		✓ ³	✓		✓		
John Hancock⁴	Long-Term Care (LTC) Rider	Reimbursement			✓				
Protective⁴	ExtendCare Rider	Indemnity		✓	✓		✓		✓
	Chronic Illness Accelerated Death Benefit Rider	Indemnity		✓	✓		✓		✓
Penn Mutual	Chronic Illness Accelerated Benefit Rider	Indemnity		✓			✓	✓	✓
Pacific Life	Premier Living Benefits Rider	Indemnity	✓	✓	✓		✓	✓	✓
	Premier LTC Rider	Indemnity		✓	✓		✓		
Lincoln National	LifeEnhance Accelerated Benefits Rider	Indemnity	✓	✓	✓	✓	✓	✓	✓
AXA	Long-Term Care Services Rider	Indemnity			✓			✓	
Transamerica	Long-Term Care Rider	Indemnity			✓				
American General	Accelerated Access Solution Chronic Illness Accelerated Death Benefit Rider	Indemnity		✓	✓		✓	✓	✓
Minnesota Life	Chronic Illness Agreement	Indemnity		✓	✓		✓		✓
Principal	Chronic Illness Death Benefit Advance Rider	Indemnity	✓	✓	✓		✓		✓
Voya	Chronic Illness Death Benefit Advance Rider	Indemnity		✓			✓	✓	✓
Symetra	Chronic Illness Rider	Indemnity	✓	✓			✓		✓
	Chronic Illness Plus Rider	Indemnity	✓	✓	✓		✓		✓

¹Family Care means that the insured does not need to receive professional, qualified LTC services to be eligible for benefits, and there are no restrictions if a family member is the caregiver.

²With Prudential, while on chronic illness claim, the policy is protected from lapse, through waiver of policy and rider charges. If the chronic illness claim continues for 25+ months, the policy is permanently protected from lapse, even if the client later comes off claim. If the client comes off claim within 25 months of initially going on claim they may need to make additional premium payments to keep the policy from lapsing.

³A home health care service agency with a valid certificate of approval must be the primary caregiver monitoring care on a regular basis. However, excess benefits may be used to pay a family member to provide supplemental care.

⁴Terminal illness benefits available through another rider the carrier has available.

*For Connecticut contracts: To be eligible for chronic illness benefits your client must also have been confined in a home or institution for at least 6 months previously. This confinement must have been illness related. It also must be expected to continue for life.

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LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

HYBRID LIFE PRODUCTS (products that offer both life insurance and Long-Term Care benefits)

	Product Name	Product Type	No Waiting Period	Pays for Family Care/No Professional Care Required	Full DB Available for Acceleration	Permanent Lapse Protection	No Restrictions on Benefit Use	Available with Option B Death Benefit	No Health License Required to Sell Rider
Lincoln National⁴	MoneyGuard II	Reimbursement	✓		✓				
Pacific Life⁵	PremierCare Advantage	Reimbursement			✓				
Nationwide	YourLife CareMatters	Indemnity		✓ ³	✓				

⁵Pacific Life only offers single-premium products; therefore, policies are not subject to potential lapse.

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LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

LIFE INSURANCE WITH BENEFITACCESS VS. LIFE INSURANCE WITH OPTIONAL CHRONIC ILLNESS AND/OR TERMINAL ILLNESS RIDER – Part 1

	Prudential	Nationwide	Lincoln National	John Hancock	Pacific Life	
Rider Name	BenefitAccess Rider	Long-Term Care Rider	LifeEnhance Accelerated Benefits Rider	Long-Term Care (LTC) Rider	Premier Living Benefits Rider	Premier LTC Rider
Tax Qualified Status	IRC 101(g)	7702B(b)—LTC; 101((g)(5))—Accelerated Death Benefit	IRC 101(g)	IRC 7702B(b)	IRC 101(g)	IRC 7702B(b)
Rider Type	Chronic/terminal illness rider	Long-term care rider	Chronic/terminal illness rider	Long-term care rider	Chronic illness rider	Long-term care rider
Product Availability	PruLife Founders Plus, VUL Protector, PruLife Universal Protector, PruLife Custom Premier II, PruLife Index Advantage UL	YourLife AccumulationVUL, YourLife Current Assumption UL, YourLife Indexed UL, YourLife Indexed UL Accumulator, YourLife Indexed UL Protector, YourLife NLG SUL II, YourLife No-Lapse Guarantee UL, YourLife Protection VUL	LifeGuarantee UL 2013, LifeReserve Indexed UL Accumulator 2014, VULone-2014, WealthAdvantage IUL, WealthPreserve Survivorship IUL	Accumulation IUL, Accumulation UL '09, Accumulation VUL, Protection IUL, Protection UL, Protection VUL, UL-G, Premier Life	Pacific Indexed Accumulator 5, Pacific Indexed Estate Preserver 2, Pacific Indexed Performer LT 2, Pacific Indexed Protector 2, Pacific Prime ULNLG, Pacific Prime VUL, Pacific Select SVUL, Pacific Select VUL, Pacific Select VUL Accumulation, VersaFlex NLG UL, VersaFlex PRO II-CV	Pacific Indexed Accumulator 5, Pacific Indexed Performer LT 2, Pacific Indexed Protector 2, Pacific Prime VUL, Pacific Select VUL 2015, Pacific Select VUL-Accumulation
Accident and Health License Requirement	NO	YES	NO	YES	NO	YES
Eligibility	Certified by licensed health care practitioner that the insured is unable to perform 2 out of 6 Activities of Daily Living (ADL) or requires substantial supervision and protection from threats to health and safety due to a severe cognitive impairment, and that the condition is expected to last the rest of the insured's life.	Certified by a licensed health care practitioner as being unable to perform, without substantial assistance from another individual, at least two Activities of Daily Living for a period of at least 90 days due to a loss of functional capacity; or requiring substantial supervision for protection from threats to health and safety due to severe cognitive impairment.	Written certification by a licensed health care practitioner within the preceding 12 months that the insured is chronically ill and unable to perform (without substantial assistance from another individual) at least 2 Activities of Daily Living (ADLs) for a period of at least 90 days due to a loss of functional capacity. ADLs include: bathing, continence, dressing, eating, toileting, and transferring OR requiring substantial supervision from another individual to protect the insured from threats to health and safety due to severe cognitive impairment AND according to certification from a licensed health care practitioner, services are likely to be needed for the rest of the insured's life.	Written certification from a licensed health care practitioner that the life insured is chronically ill as defined in the rider (the life insured must be unable to perform 2 of the 6 ADLs without substantial assistance or is found to have a severe cognitive impairment that threatens their health or safety. The six ADLs are bathing, eating, continence, toileting, dressing, and transferring) and is receiving qualified long-term care services under a current plan of care. Further documentation includes written proof of loss for the life of the insured.	Written proof by a licensed health care practitioner that the insured has been certified as chronically ill and is unable to perform without substantial assistance from another individual at least two Activities of Daily Living due to a loss of functional capacity or must require substantial supervision to protect the individual from threats to health and safety due to severe cognitive impairment and that the condition(s) is expected to be permanent.	Certification by a licensed health care practitioner as being chronically ill as described below: The insured receives care that is a covered service under the rider and such care is provided pursuant to a written plan of care that is appropriate and consistent with generally accepted standards of care for persons who are chronically ill individuals; and the applicable elimination period has been satisfied.
Issue Ages	20 – 80	20 – 80	20 – 80	20 – 75	18 – 75 (Varies by product)	18 – 75

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LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

LIFE INSURANCE WITH BENEFITACCESS VS. LIFE INSURANCE WITH OPTIONAL CHRONIC ILLNESS AND/OR TERMINAL ILLNESS RIDER – Part 1 (continued)

	Prudential	Nationwide	Lincoln National	John Hancock	Pacific Life	
Benefit Payment Options	Monthly, annual lump sum, or one-time lump sum. Annual lump sum and one-time lump sums are calculated with a discount factor, resulting in a lower net benefit. One-time lump sum is available for: Terminal illness claims in all states; Chronic illness claims in CA only.	Monthly indemnity	Monthly indemnity, or one-time lump sum	Either 1%, 2%, or 4% in Monthly Acceleration Percentage (MAP) of the total benefit pool (from 1% to 100% of the face amount)	Monthly indemnity or annual lump sum	Monthly indemnity
Maximum Monthly Benefit	Choice of either 2% or 4% of the death benefit (elected at issue*), not to exceed: 1) IRS per diem limit at the time of claim; 2) IRS per diem limit at the time of policy issue, compounded annually at 4%. *4% option available on policies with face amount of \$500,000 or less.	Lesser of 2% of the specified amount or IRS per diem limit	The lesser of either 2% of the original benefit amount or the IRS per diem limit times the number of days in the month	\$50,000	Up to 2% of the eligible death benefit (24% if annually) of the policy at the time of initial claim up to 125% of IRS per diem limit. Entire death benefit may be accelerated up to the lifetime maximum of \$1.5 million	Choice of either 2% or 4% of the Adjusted LTC Coverage Amount, subject to the maximum per diem Limitation Percentage of 125%
Maximum Total Benefit	\$5 million (applies on an aggregate basis per insured individual, at the time of application)	Equal to the policy's specified amount	\$5 million (Ages 20 – 69) \$2 million (Ages 70 – 80)	Varies by Monthly Acceleration Percentage (MAP): \$5 million for 1% MAP, \$2.5 million for 2% MAP, \$1.25 million for 4% MAP	\$1.5 million	Lesser of the policy's Total Face Amount or A) \$3 million if the 2% Maximum Monthly Percentage is elected B) or if the 4% Maximum Monthly Percentage is elected then max LTC Coverage is: \$1.5 million for issue ages up to 64 and \$750,000 for issue ages 65+
Restrictions on Use of Benefit	No restrictions on benefit use, once benefit eligibility requirements are met	No limitations on benefit use, once benefit eligibility requirements are met	No limitations on benefit use, once benefit eligibility requirements are met	Benefit payments will only cover qualifying long-term care costs actually incurred including home health care, assisted living facility, adult day care center, nursing home, hospice center, and bed hold benefit for up to 21 days per policy year, up to selected monthly benefit.	No limitations on benefit use, once benefit eligibility requirements are met	No limitations on benefit use, once benefit eligibility requirements are met
Elimination Period	NONE	90 days <i>(Need not be consecutive, but must be within a continuous period of 730 days)</i>	NONE	100 days <i>(Need not be consecutive)</i>	NONE	90 days for a loss related to the insured's inability to perform activities of daily living or 365 days for a loss due to severe cognitive impairment
Residual Death Benefit	NONE	10% of policy specified amount	NONE	NONE	Any death benefit remaining when policyowner elects less than 100% of acceleration for claim	NONE

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LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

LIFE INSURANCE WITH BENEFITACCESS VS. LIFE INSURANCE WITH OPTIONAL CHRONIC ILLNESS AND/OR TERMINAL ILLNESS RIDER – Part 1 *(continued)*

	Prudential	Nationwide	Lincoln National	John Hancock	Pacific Life	
Rider Charge	Monthly deductions	Monthly deductions <i>(Treated as non-taxable distributions that reduce cost basis)</i>	Monthly deductions <i>(adds approximately 6% increase to base product target)</i>	Monthly deductions <i>(Treated as non-taxable distributions that reduce cost basis)</i>	NONE	Monthly deductions
Recertification Required	Yes, annually	Yes, annually <i>Recertification only as necessary (at company's expense)</i>	Yes, annually	NO	Yes, annually	Yes, annually
Claim Impact on Death Benefit	Dollar-for-dollar reduction	Dollar-for-dollar reduction	Proportional reduction	Dollar-for-dollar reduction	Greater than dollar-for-dollar reduction; reduced with discount factor	Dollar-for-dollar reduction
Claim Impact on Policy Values	Proportional reduction	Dollar-for-dollar reduction	Proportional reduction	Proportional reduction	Proportional reduction	Proportional reduction
International Benefits	YES <i>(Certification and recertification must occur in the U.S. by a licensed health care practitioner)</i>	YES <i>(Upon meeting qualifying conditions, the insured can receive LTC benefits outside of the U.S. as long as the physician assessment and care service are commensurate with what is expected of a U.S. claim)</i>	YES <i>(Provided the health care practitioner must be licensed in the U.S.)</i>	NONE	NONE	YES <i>(Certification and recertification must occur in the U.S. by a licensed health care practitioner)</i>
Provides Benefits in the Event of Terminal Illness	YES <i>(Provides for benefit if the insured becomes terminally ill and has a life expectancy of 6* months or less)</i> <i>* CA: 12 months</i>	Terminal illness benefits available through a separate rider	YES <i>(Provides for benefit if the insured becomes terminally ill and has a life expectancy of 12 months or less)</i>	Terminal illness benefits available through a separate rider	Terminal illness benefits available through a separate rider	YES <i>(Provides for benefit if the insured becomes terminally ill and has a life expectancy of 12 months or less, as certified by a physician)</i>

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LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

LIFE INSURANCE WITH BENEFITACCESS VS. LIFE INSURANCE WITH OPTIONAL CHRONIC ILLNESS AND/OR TERMINAL ILLNESS RIDER – Part 2

	Prudential	Penn Mutual	Protective		Transamerica	American General	AXA
Rider Name	BenefitAccess Rider	Chronic Illness Accelerated Benefit Rider	Chronic Illness Accelerated Death Benefit Rider	ExtendCare Rider	Long-Term Care Rider	Accelerated Access Solution Chronic Illness Accelerated Death Benefit Rider	Long-Term Care Services Rider
Tax Qualified Status	IRC 101(g)	IRC 101(g)	IRC 101(g)	IRC 101(g)	IRC 7702B(b)	IRC 101(g)	IRC 7702B(b)
Rider Type	Chronic/terminal illness rider	Chronic illness rider	Chronic illness rider	Chronic illness rider	Long-term care rider	Chronic illness rider	Long-term care rider
Product Availability	PruLife Founders Plus, VUL Protector, PruLife Universal Protector, PruLife Custom Premier II, PruLife Index Advantage UL	Accumulation Builder Advantage IUL, Accumulation Builder Select IUL, Diversified Growth VUL, Flexible Choice WL, Guaranteed Choice WL, Guaranteed Protection UL, Protection Guard UL, Survivorship Plus Indexed UL; can be added to qualifying in-force policies	ProClassic UL	Advantage Choice UL, Indexed Choice UL, Investors Choice UL, Strategic Objectives VUL	TransNavigator IUL, Transamerica Journey VUL	AG Secure Lifetime GUL III, Elite Index II, AG Platinum Choice VUL, Max Accumulator+ IUL, Value+ Protector IUL	Athena UL, BrightLife Grow Indexed UL, BrightLife Protect, Incentive Life Legacy III VUL, Incentive Life Optimizer III VUL
Accident and Health License Requirement	NO	NO	NO	NO	YES	NO	YES
Eligibility	Certified by licensed health care practitioner that the insured is unable to perform 2 out of 6 Activities of Daily Living (ADL) or requires substantial supervision and protection from threats to health and safety due to a severe cognitive impairment, and that the condition is expected to last the rest of the insured's life.	Access to this benefit is subject to a waiting period that in most states is two years. After that time, a licensed health care practitioner must certify that the policyholder is unable to perform two of the six Activities of Daily Living or suffered from a severe cognitive impairment for at least 90 consecutive days within the previous 12 months. Activities of Daily Living include: bathing, continence, dressing, eating, toileting, and transferring.	Must be certified by a licensed health care practitioner within the past 12 months that the insured is chronically ill, defined as either unable to perform at least two Activities of Daily Living without assistance for at least 90 days, or requiring substantial supervision for protection from health and safety threats due to severe cognitive impairment.	Must be certified by a licensed health care practitioner within the past 12 months that the insured is chronically ill, defined as either unable to perform at least two Activities of Daily Living without assistance for at least 90 days, or requiring substantial supervision for protection from health and safety threats due to severe cognitive impairment.	Subject to the insured (1) being certified by a licensed health care practitioner as being chronically ill as defined in the rider (being unable to perform, without substantial assistance from another individual, at least 2 out of the 6 Activities of Daily Living (ADLs) for an expected period of at least 90 days due to a loss of functional capacity; or requiring substantial supervision to protect the insured from threats to health and safety due to severe cognitive impairment); (2) receiving qualified long-term care services covered under the rider and specified in a plan of care; (3) having an approved current plan of care and written proof of loss.	Certification by a licensed health care practitioner that the insured is chronically ill and is unable to perform, without Substantial Assistance from another person, at least two Activities of Daily Living for a period of at least 90 consecutive days due to a loss of functional capacity; or requiring Substantial Supervision to protect the Insured from threats to health and safety due to severe cognitive impairment.	Insured must be certified by a licensed health care practitioner as being chronically ill as defined in the rider (1) Being unable to perform without substantial assistance from another person at least two Activities of Daily Living such as bathing, continence, dressing, eating, toileting, and transferring, due to a loss of functional capacity for a period of at least 90 days; or (2) Requiring substantial supervision to protect such individual from threats to health and safety due to cognitive impairment); be receiving qualified long-term care services pursuant to a plan of care prescribed by the practitioner; and provide proof of loss.

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LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

LIFE INSURANCE WITH BENEFITACCESS VS. LIFE INSURANCE WITH OPTIONAL CHRONIC ILLNESS AND/OR TERMINAL ILLNESS RIDER – Part 2 (continued)

	Prudential	Penn Mutual	Protective		Transamerica	American General	AXA
Issue Ages	20 – 80	20 – 85	20 – 80	20 – 80	18 – 75	18 – 80	20 – 75
Benefit Payment Options	Monthly, annual lump sum, or one-time lump sum. Annual lump sum and one-time lump sums are calculated with a discount factor, resulting in a lower net benefit. One-time lump sum is available for: Terminal illness claims in all states; Chronic illness claims in CA only	Indemnity <i>(Available in systematic monthly, quarterly, semi-annual, or annual periodic payments)</i>	Monthly indemnity, or annual lump sum	Monthly indemnity, or annual lump sum	Monthly indemnity	Monthly indemnity, or lump sum	Monthly indemnity <i>(Lesser of 1%, 2%, or 3% of specified benefit amount or 200% (100% in NY) of HIPAA per diem limit times 30)</i>
Maximum Monthly Benefit	Choice of either 2% or 4% of the death benefit (elected at issue*), not to exceed: 1) IRS per diem limit at the time of claim; 2) IRS per diem limit at the time of policy issue, compounded annually at 4%. *4% option available on policies with face amount of \$500,000 or less.	Least of 2% of the death benefit at the time of the election, \$20,000, or IRS per diem	\$1,000 \$2,500 \$5,000 \$7,500 <i>(available only with \$150,000 minimum face amount)</i>	\$1,000 – \$9,900 monthly <i>(selected by insured at the time of issue and cannot exceed 5% of base policy face amount—may not exceed HIPAA per diem limits)</i>	Lesser of 2% of the specified amount or IRS per diem limit	Lesser of 2% or 4% of the specified amount or IRS per diem limit	\$50,000
Maximum Total Benefit	\$5 million <i>(applies on an aggregate basis per insured individual, at the time of application)</i>	Lesser of 24% of specified amount at issue or \$240,000 with a lifetime maximum of \$5 million	Lesser of \$1 million or 90% of the death benefit	\$5 million	\$1 million	\$3 million	\$5 million (1% LTC benefit) \$2.5 million (2% LTC benefit) \$1,666,666 (3% LTC benefit)
Restrictions on Use of Benefit	No restrictions on benefit use, once benefit eligibility requirements are met	No limitations on benefit use, once benefit eligibility requirements are met	No limitations on benefit use, once benefit eligibility requirements are met	No limitations on benefit use, once benefit eligibility requirements are met	Benefit payments will only cover qualifying long-term care costs actually incurred including one or more necessary diagnostic, preventive, therapeutic, rehabilitative, maintenance, or personal care services, provided in a setting other than an acute care unit of a hospital such as: (a) a long-term care facility; (b) an adult day care center; (c) a hospice care facility; or (d) the home	No limitations on benefit use, once benefit eligibility requirements are met	Benefit payments will only cover qualifying long-term care costs actually incurred including services received by insured while chronically ill and confined to a long-term care facility (other than the acute care unit of a hospital) that provides skilled nursing care, intermediate care, or custodial care; assisted living facility; hospice care facility; home health care provider or adult day care

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LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

LIFE INSURANCE WITH BENEFITACCESS VS. LIFE INSURANCE WITH OPTIONAL CHRONIC ILLNESS AND/OR TERMINAL ILLNESS RIDER – Part 2 (continued)

	Prudential	Penn Mutual	Protective		Transamerica	American General	AXA
Elimination Period	NONE	90 days <i>Elimination period (consecutive) and 2 years waiting period from the time the policy is issued with the rider or the time the rider is added to the policy before a claim can be made (but varies by state)</i>	90 or 365 days <i>(Consecutive)</i>	90 or 365 days <i>(Consecutive)</i>	90 days <i>(Need not be consecutive)</i>	90 days <i>(Consecutive)</i>	90 days <i>(Within a consecutive 24-month period)</i>
Residual Death Benefit	NONE	\$50,000 after maximum acceleration of death benefit	NONE	NONE	Residual death benefit endorsement <i>(Lesser of 10% of the lowest face amount of the base policy from its inception or \$10,000)</i>	NONE	Any death benefit remaining when policyowner elects less than 100% of acceleration for claim
Rider Charge	Monthly deductions	NONE <i>(subject to discount factors)</i>	Monthly deductions	Monthly deductions	Monthly deductions	Monthly deductions	Monthly deductions <i>(Treated as non-taxable distributions that reduce cost basis)</i>
Recertification Required	Yes, annually	Yes, annually	Yes, annually	Yes, annually	Yes, every 12 months from the date of the initial or subsequent certification	Yes, annually	Yes, annually
Claim Impact on Death Benefit	Dollar-for-dollar reduction	Greater than dollar-for-dollar reduction; reduced with discount factor	Proportional reduction	Dollar-for-dollar reduction	Dollar-for-dollar reduction	Dollar-for-dollar reduction	Dollar-for-dollar reduction
Claim Impact on Policy Values	Proportional reduction	Proportional reduction	Proportional reduction	Proportional reduction	Dollar-for-dollar reduction	Dollar-for-dollar reduction	Proportional reduction
International Benefits	YES <i>(Certification and recertification must occur in the U.S. by a licensed health care practitioner)</i>	YES <i>(Provided the Health Care Practitioner must be licensed in the U.S.)</i>	Yes <i>(insured must be certified by a U.S. licensed practitioner)</i>	Yes <i>(insured must be certified by a U.S. licensed practitioner)</i>	Restricted to United States, District of Columbia, or Canada	Yes <i>(insured must be certified by a U.S. licensed practitioner)</i>	Yes, provided initial and annual recertifications be completed by a licensed U.S. physician
Provides Benefits in the Event of Terminal Illness	YES <i>(Provides for benefit if the insured becomes terminally ill and has a life expectancy of 6 months or less)</i>	Terminal illness benefits available through a separate rider	Terminal illness benefits available through a separate rider	Terminal illness benefits available through a separate rider	Terminal illness benefits available through a separate rider	Terminal illness benefits available through a separate rider <i>(must be included with the chronic illness rider)</i>	Terminal illness benefits available through a separate rider

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LIFE INSURANCE WITH BENEFITACCESS VS. LIFE INSURANCE WITH OPTIONAL CHRONIC ILLNESS AND/OR TERMINAL ILLNESS RIDER – Part 3

	Prudential	Minnesota Life	Principal	Voya	Symetra	
Rider Name	BenefitAccess Rider	Chronic Illness Agreement	Chronic Illness Death Benefit Advance Rider	Chronic Illness Death Benefit Advance Rider	Chronic Illness Rider	Chronic Illness Plus Rider
Tax Qualified Status	IRC 101(g)	IRC 101(g)	IRC 101(g)	IRC 101(g)	IRC 101(g)	IRC 101(g)
Rider Type	Chronic/terminal illness rider	Chronic Illness Rider	Chronic Illness Rider	Chronic Illness Rider	Chronic Illness Rider	Chronic Illness Rider
Product Availability	PruLife Founders Plus, VUL Protector, PruLife Universal Protector, PruLife Custom Premier II, PruLife Index Advantage UL	Accumulator UL, Accumulator VUL, Eclipse Indexed Life, Eclipse Protector Indexed Life, Omega Builder, VUL Defender	IUL Accumulation, IUL Flex, UL Accumulation II, UL Flex II, UL Provider Edge	IUL Accumulator, IUL-Global, IUL-Global Choice, IUL-Protector	Symetra UL-G, Symetra CAUL	Symetra UL-G, Symetra CAUL
Accident and Health License Requirement	Life license only. No Accident and Health License required.	NO	NO	NO	NO	NO
Eligibility	Certified by licensed health care practitioner that the insured is unable to perform 2 out of 6 Activities of Daily Living (ADL) or requires substantial supervision and protection from threats to health and safety due to a severe cognitive impairment, and that the condition is expected to last the rest of the insured's life.	Insured has been certified by a licensed health care practitioner within the preceding 12-month period as: (1) Being unable to perform, without substantial assistance, at least two activities of daily living (activities that include eating, bathing, toileting, continence, dressing, and transferring) due to loss of functional capacity for a period of at least 90 days; OR (2) Requiring substantial supervision to protect the insured from threats to health and safety due to a severe cognitive impairment (confinement due to medical condition is required to be permanent in CT).	Certified by a physician as being chronically ill and unable to perform two of the six Activities of Daily Living for a period of 90 consecutive days and the condition must be permanent or require substantial supervision for a period of at least 90 consecutive days for protection from threats to health and safety due to permanent severe cognitive impairment.	Certified in writing by a licensed health care practitioner as being unable to perform without substantial assistance from another individual at least two Activities of Daily Living for a period of at least 90 days due to a loss of functional capacity and the condition is expected to be permanent or requiring substantial supervision to protect the individual from threats to health and safety due to severe cognitive impairment and the condition is expected to be permanent.	A licensed health care practitioner certifies during the prior 12-month period that the insured is permanently unable to perform at least two of six activities of daily living, or has a severe cognitive impairment, requiring substantial supervision to ensure the health and safety of himself or herself and others.	A licensed health care practitioner certifies during the prior 12-month period that the insured is permanently unable to perform at least two of six activities of daily living, or has a severe cognitive impairment, requiring substantial supervision to ensure the health and safety of himself or herself and others.
Issue Ages	20 – 80	20 – 80	20 – 75	20 – 75	20 – 85	20 – 80
Benefit Payment Options	Monthly, annual lump sum, or one-time lump sum. Annual lump sum and one-time lump sums are calculated with a discount factor, resulting in a lower net benefit. One-time lump sum is available for: Terminal illness claims in all states; Chronic illness claims in CA only	Monthly indemnity or lump sum	Annual lump sum	Monthly indemnity or annual lump sum	Annual lump sum or one-time lump sum	Monthly or annualized lump sum

Continued on the next page.

COMPARISON

LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

LIFE INSURANCE WITH BENEFITACCESS VS. LIFE INSURANCE WITH OPTIONAL CHRONIC ILLNESS AND/OR TERMINAL ILLNESS RIDER – Part 3 (continued)

	Prudential	Minnesota Life	Principal	Voya	Symetra	
Maximum Monthly Benefit	Choice of either 2% or 4% of the death benefit (elected at issue*), not to exceed: 1) IRS per diem limit at the time of claim; 2) IRS per diem limit at the time of policy issue, compounded annually at 4%. *4% option available on policies with face amount of \$500,000 or less.	Lesser of 2% or 4% of the dedicated amount (10% – 100% of the specified face amount, not to exceed \$5 million) or IRS per diem limit	Only annual lump sum available. Annual maximum is lesser of 25% of initial eligible amount, the Annual Per Diem Acceleration, or the death benefit	Based on lesser of IRS per diem amount or 24% of eligible death benefit per year	Only annual lump sum or one-time lump sum available	Monthly benefit of 2%, capped at the IRS per diem
Maximum Total Benefit	\$5 million (applies on an aggregate basis per insured individual, at the time of application)	10% – 100% of the life insurance base face amount (<i>not to exceed \$5 million</i>)	Lesser of 75% of initial eligible amount or \$1M	\$2M lifetime maximum	Up to 50% of the policy's death benefit (\$500,000 maximum)	Up to 100% of eligible death benefit
Restrictions on Use of Benefit	No restrictions on benefit use, once benefit eligibility requirements are met	No limitations on benefit use, once benefit eligibility requirements are met	No limitations on benefit use, once benefit eligibility requirements are met	No limitations on benefit use, once benefit eligibility requirements are met	No limitations on benefit use, once benefit eligibility requirements are met	No limitations on benefit use, once benefit eligibility requirements are met
Elimination Period	NONE	90 calendar days	NONE	Eligibility period of 90 days for activities of daily living. None for cognitive impairment.	NONE	NONE
Residual Death Benefit	NONE	NONE	NONE	\$25,000	\$5,000	NONE
Rider Charge	Monthly deductions	Monthly deductions	No up-front charges. Benefit amount is discounted at time of claim and administrative charge is applied.	Cost of insurance charges apply. Annual administrative charges apply if claims are paid.	NONE (The amount of the death benefit that's accelerated, plus any accrued interest, will be secured by a lien against the base policy death benefit.)	Additional charge included in the premium
Recertification Required	Yes, annually	Yes, annually	Yes, annual recertification is required	Yes, annual recertification is required	Yes, annual recertification is required	Yes, annual recertification is required
Claim Impact on Death Benefit	Dollar-for-dollar reduction	Dollar-for-dollar reduction	Proportional Reduction	Proportional Reduction	Dollar-for-dollar reduction	Dollar-for-dollar reduction
Claim Impact on Policy Values	Proportional reduction	Dollar-for-dollar reduction	Proportional Reduction	Proportional Reduction	Dollar-for-dollar reduction	Dollar-for-dollar reduction

Continued on the next page.

COMPARISON

LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

LIFE INSURANCE WITH BENEFITACCESS VS. LIFE INSURANCE WITH OPTIONAL CHRONIC ILLNESS AND/OR TERMINAL ILLNESS RIDER – Part 3 (continued)

	Prudential	Minnesota Life	Principal	Voya	Symetra	
International Benefits	YES <i>(The insured must meet the terms and conditions of the rider including certification and recertification in the U.S. every 12 months by a U.S. licensed health care practitioner in accordance with IRS guidelines)</i>	Yes <i>(insured must be certified by a U.S. licensed practitioner)</i>	NONE	NONE	NONE	NONE
Provides Benefits in the Event of Terminal Illness	YES <i>(Provides for benefit if the insured becomes terminally ill and has a life expectancy of 6* months or less)</i> <i>* CA: 12 months</i>	Terminal illness benefits available through a separate rider	NO	NO	NO	NO

COMPARISON

LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

LIFE INSURANCE WITH BENEFITACCESS VS. HYBRID LIFE PRODUCTS
PRODUCTS THAT OFFER BOTH LIFE INSURANCE AND LONG-TERM CARE BENEFITS

	Prudential	Lincoln National	Pacific Life	Nationwide
Product Name	BenefitAccess Rider <i>(Available on PruLife Founders Plus, VUL Protector, PruLife Universal Protector, PruLife Custom Premier II, PruLife Index Advantage UL)</i>	MoneyGuard II	PremierCare Advantage/PremierCare Advantage Multi-Pay	YourLife CareMatters
Product Type	Chronic/terminal illness rider	Linked benefit	Linked benefit	Linked benefit
Tax Qualified Status	IRC 101(g)	IRC 7702B(b)	IRC 7702B(b)	IRC 7702B(b)
Benefit Type	Indemnity	Reimbursement	Reimbursement	Indemnity
Accident and Health License Requirement	Life license only. No Accident and Health License required.	YES	YES	YES
Eligibility	Certified by licensed health care practitioner that the insured is unable to perform 2 out of 6 Activities of Daily Living (ADL) or requires substantial supervision and protection from threats to health and safety due to a severe cognitive impairment, and that the condition is expected to last the rest of the insured's life.	The insured is certified as chronically ill (defined as unable to perform at least two of the Activities of Daily Living (ADLs) without substantial assistance from another individual for a period of at least 90 days or as the result of severe cognitive impairment. The ADLs are: bathing, continence, dressing, eating, toileting, and transferring). Care is also provided under a care plan prescribed by a licensed health care practitioner.	The insured must be certified by a licensed health care practitioner as a chronically ill individual (unable to perform at least 2 of 6 Activities of Daily Living—bathing, continence, dressing, eating, toileting, and transferring for a period of at least 90 days; or one who requires substantial supervision to protect the insured from threats to health and safety caused by severe cognitive impairment). The licensed health care practitioner must approve a written plan of care for covered long-term care services that the insured receives while the policy is in force and recertify that the insured is still chronically ill and verify the plan of care once every 12 months thereafter.	A licensed health care practitioner must certify that the insured is chronically ill, meaning that, the insured (a) must have a severe cognitive impairment, or (b) is unable to perform two or more of these Activities of Daily Living such as bathing, eating, continence, toileting, dressing, and transferring (moving into or out of a bed, chair, or wheelchair). A 90-calendar-day elimination, or waiting, period must be satisfied beginning immediately following the date the insured is certified as chronically ill and begins receiving qualified long-term care services. These days of care or services don't need to be consecutive, but they do need to be accumulated within a continuous period of 730 days. The insured must also receive qualified long-term care services according to a plan of care as prescribed by a licensed health care practitioner. While receiving benefits, the licensed health care practitioner will be asked to recertify the care needs at least once a year.
Issue Ages	20 – 80	40 – 79	30 – 75	40 – 75 <i>(Max age 70 for 6-Year Benefit)</i> <i>(Max age 69 for Single Premium)</i>
Premium Options	Flexible premiums	Flexible premiums <i>(1 – 10 years)</i>	Single premium (PremierCare Advantage), 5, 7, and 10 years (PremierCare Advantage Multi-Pay)	Single pay, 5-pay, 10-pay

Continued on the next page.

COMPARISON

LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

LIFE INSURANCE WITH BENEFITACCESS VS. HYBRID LIFE PRODUCTS *(continued)*
PRODUCTS THAT OFFER BOTH LIFE INSURANCE AND LONG-TERM CARE BENEFITS

	Prudential	Lincoln National	Pacific Life	Nationwide
Benefit Payment Options	Monthly, annual lump sum, or one-time lump sum. Annual lump sum and one-time lump sums are calculated with a discount factor, resulting in a lower net benefit. One-time lump sum is available for: Terminal illness claims in all states; Chronic illness claims in CA only	2 – 7 years <i>(based on duration of LABR and LEBR options chosen)</i>	Choice of 2 – 8 years	2 – 7 years
Maximum Monthly Benefit	Choice of either 2% or 4% of the death benefit (elected at issue*), not to exceed: 1) IRS per diem limit at the time of claim; 2) IRS per diem limit at the time of policy issue, compounded annually at 4%. *4% option available on policies with face amount of \$500,000 or less.	Initial specified amount at issue plus the LABR inflation benefit limit, if any, divided by the number of months in the LABR duration chosen	The initial monthly maximum benefit is set at policy issue. It equals the policy's face amount divided by 24. This amount will increase on each policy anniversary if an inflation benefit option is elected. The monthly amount reimbursed is the cost of the covered long-term care expenses actually incurred, which may be less than the monthly maximum benefit. The monthly maximum benefit may be pro-rated based on the actual number of days the insured is chronically ill or confined to a facility.	\$20,833
Maximum Total Benefit	The death benefit of the policy at the time of initial claim. The maximum is \$5 million and applies on an aggregate basis if multiple policies are owned by the insured.	\$750,000 with 3-year LABR (<i>Long-Term Care Accelerated Benefit Rider</i>) or \$500,000 for a 2-year LABR (<i>Long-Term Care Accelerated Benefit Rider</i>)	\$600,000	\$1.75 million
Restrictions on Use of Benefit	No limitations on benefit use, once benefit eligibility requirements are met	Benefit payments will only cover qualifying long-term care costs actually incurred including adult day care center; assisted care; bed reservation; care planning services; caregiver training; home health care; hospice care; respite care; skilled nursing home care; alternative care services; non-continual alternative care services; or any other qualifying licensed long-term care service.	Benefit payments will only cover qualifying long-term care costs actually incurred including home health care, care coordination, caregiver training, home modification, durable medical equipment, adult day care facility, nursing home facility, assisted living facility, and facility hospice care.	No limitations on benefit use, once benefit eligibility requirements are met
Elimination Period	NONE	NONE	90 days—facility care or immediate—home care	90 days <i>(Need not be consecutive, but must be within a continuous period of 730 days)</i>
Residual Death Benefit	NONE	5% of the initial specified amount or \$10,000, whichever is less	Lesser of \$5,000 or 5% of the initial policy face amount	20% of policy specified amount
Rider Charge	Monthly deductions	Monthly deductions <i>(Treated as non-taxable distributions that reduce cost basis)</i>	Monthly deductions <i>(Provides for benefit if the insured becomes terminally ill and has a life expectancy of 12 months or less)</i>	Monthly deductions <i>(Treated as non-taxable distributions that reduce cost basis)</i>
Recertification Required	Yes, annually	Yes, annually	Yes, annually	Yes, annually <i>Recertification only as necessary (at company's expense)</i>

COMPARISON

LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

LIFE INSURANCE WITH BENEFITACCESS VS. HYBRID LIFE PRODUCTS *(continued)*
PRODUCTS THAT OFFER BOTH LIFE INSURANCE AND LONG-TERM CARE BENEFITS

	Prudential	Lincoln National	Pacific Life	Nationwide
Claim Impact on Death Benefit	Dollar-for-dollar reduction	Dollar-for-dollar reduction	Dollar-for-dollar reduction	Dollar-for-dollar reduction
Claim Impact on Policy Values	Proportional reduction	Proportional reduction	Proportional reduction	Dollar-for-dollar reduction
International Benefits	YES <i>(Certification and recertification must occur in the U.S. by a licensed health care practitioner)</i>	Limited to the available maximum monthly benefit if the insured is confined to a nursing home or assisted living facility outside of the U.S. Requires proof in writing of confinement outside of the U.S. and that the insured has met all of the benefit conditions of the rider (must be furnished in English). Reserves the right to verify monthly satisfaction of eligibility requirements.	The insured must meet the qualification conditions above (documentation required in English) Covers nursing home care only Paid as cash benefit equal to the monthly maximum benefit amount No other benefit is payable during a policy month in which the insured receives the international benefit A maximum benefit limit applies and this benefit may not be available beyond the policy's first 2 years of reimbursing long-term care benefits	International LTC rider benefit payments will be no greater than 50% of the maximum monthly LTC rider benefit amount, until the maximum lifetime LTC rider benefit amount is exhausted, while the insured is receiving care outside of the United States (International LTC rider benefits), and will be paid in U.S. dollars only. All claims information and medical records must be submitted in English. The insured is not required to return to the United States for certification; however, the licensed health care practitioner providing the certification must be licensed to practice in the United States or its territories or possessions. ⁶
Inflation Protection	No inflation protection feature, but the benefit is available on policies with Option B Death Benefit, so there is potential for the rider lifetime benefit amount to increase over time	3% or 5% compound <i>(Applies to LTC benefits and not the death benefit)</i>	5% compound interest 5% simple interest 3% simple interest	3% simple 5% compound
Provides Benefits in the Event of Terminal Illness	YES <i>(Provides for benefit if the insured becomes terminally ill and has a life expectancy of 6 months or less)</i>	Terminal illness benefits available through a separate rider	YES <i>(Provides for benefit if the insured becomes terminally ill and has a life expectancy of 12 months or less)</i>	YES <i>(Provides for benefit if the insured becomes terminally ill and has a life expectancy of 12 months or less)</i>

⁶ Policyowner entitled to 100% of the total cumulative benefit pool but can only accelerate it at 50% of the monthly maximum benefit at a time. For example: if the monthly LTC benefit is \$10,000 for 3 years, while overseas, the policyowner can accelerate 50% or \$5,000 for 6 years.

COMPARISON

LIFE INSURANCE WITH BENEFITACCESS RIDER: A COMPETITIVE COMPARISON

This information was obtained from each company's respective rider contract, as of October 2016. Although we believe it to be accurate as of the time of this printing, we cannot guarantee the accuracy.

The BenefitAccess Rider is an optional rider for chronic or terminal illness that accelerates the life insurance death benefit. It is not Long-Term Care (LTC) insurance. Benefits received under the rider will reduce and may deplete the death benefit. Electing the BenefitAccess Rider results in an additional charge and underwriting requirements. Some benefit payments may be subject to a fee. Other terms and conditions apply. Clients should consult their tax and legal advisors.

For New York contracts: Please also note the rider is not subject to the minimum requirements of New York law, does not qualify for the New York State Long-Term Partnership Program, and is not a Medicare supplement policy. In addition, receiving accelerated death benefits may affect clients' eligibility for public assistance programs and such benefits may be taxable. Benefit payments may only be made if the payments are subject to favorable tax treatment by the federal government. When determining whether the benefit payments will receive favorable tax treatment, the payment of benefits from all insurance policies must be considered. Benefit payments may be reduced or unavailable if they are expected to exceed the maximum amount eligible under Internal Revenue Code Section 101(g)(1) and all other applicable sections of federal law for favorable tax treatment.

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