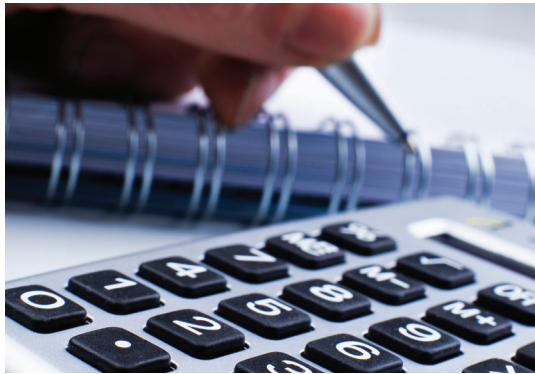


Market Information

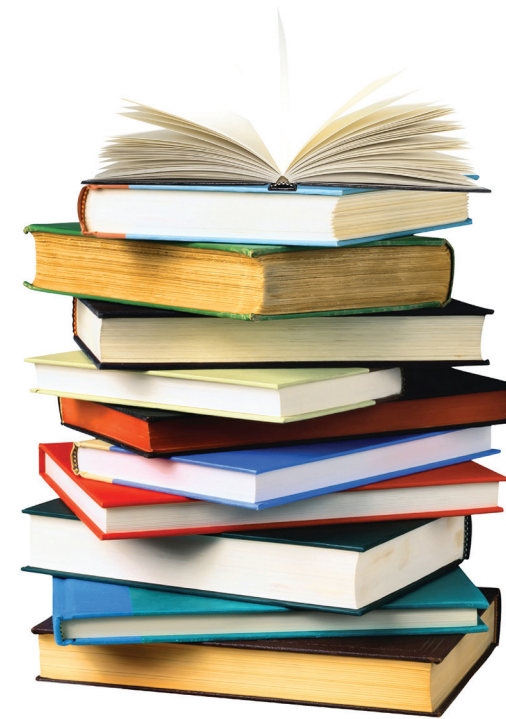
- Preneed contracts consist of two parts: (1) Goods and Services and (2) Application, which both should be submitted to Security National.
- A current Product Selection Form must be on file to process all preneed contracts.
- The Security National Management Team will review funeral home business needs to determine the funeral home's product selection.
- All preneed contracts are processed, paid and serviced at Security National Life Insurance Company in Salt Lake City, Utah.
- The target market is individuals 45 and older interested in pre-arranging and pre-paying their funerals at a specified funeral home.
- The policy itself is transferable and can be used in any city, state or funeral home, BUT the preneed contract is non transferable.



www.SNLpreneed.com

Security National Life Insurance Company

Preneed Product Overview



Security National

Family of Life Companies



Security National Life Insurance Company
433 Ascension Way
Suite 600
Salt Lake City, Utah 84123

www.SNLpreneed.com

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Insured Products

Our insured products include fully insured and limited benefit whole life plans.

- Minimum face amount is \$500. Maximum face amount is \$30,000. (If insured is age 81-85 the maximum face amount is \$15,000.)
- There are four payment options: 3 Year Pay, 5 Year Pay, 8 Year Pay and 10 Year Pay.
- Issue ages: 0 – 85. (Premium is based on the age of insured at last birthday.)

Health Questions

Three health questions must be answered for the insured products.

- If Questions 1, 2, and 3 are answered NO, then proposed insured qualifies for full benefit.
- If Questions 1 and 2 are answered NO, but Question 3 is answered YES, then the proposed insured qualifies for limited benefit.
- If the proposed insured cannot answer NO to Question 2, then they DO NOT QUALIFY for insured plan - and the dollar for dollar product must be written.
- If the proposed insured cannot answer NO to Question 1, then they only qualify for an annuity.

Prescription histories are ordered on all insured plans, both full benefit and limited benefit.

Please reference the underwriting guidelines in the back of the Agent Manual for definitions of health disorders. If you still have questions, feel free to contact the New Business Department.

Limited Benefit Specifics

Limited benefit coverage begins after policy issue. The policy benefit is at full face amount the first day after the limited benefit period.

- The 3 Pay Plan has a one year limited benefit, with a return of premium plus 10% during the limited benefit period.
- The 5, 8, and 10 Pay Plans have a limited benefit of two years with a return of premium plus 10% during the limited benefit period.

Insured Plans Supplemental Benefits

Accidental Death Benefit

The Accidental Death Benefit (ADB) is included in the Insured Plans with no extra cost to the insured. It pays an amount equal to the face amount in the event the insured dies in an accident.

- The Death Certificate determines if this benefit is applicable.
- If the policy lapses or is terminated, the benefit is not valid. The ADB is valid for 10 years from issue date.

Common Carrier Benefit

The Common Carrier Benefit (CCB) is included in the Insured Plans at no extra cost to the insured. The CCB will pay triple indemnity in the event the insured dies in a common carrier. (e.g. a plane, train, or bus.)

Exceptions:

- If the policy lapses or is terminated the benefit is voided. The CCB is valid for 10 years from issue date.
- Missouri is limited to double indemnity.

Early Payoff Option*

The Early Pay Off (EPO) option allows the multi-pay policy to be paid off early.

The EPO option is only eligible to be used in the first two years of the policy. If the EPO occurs within the first month of the policy being issued, there is no fee, after the first month there is an EPO exchange fee of 0.625% of the policy face per month paid in. The fee will be added to the remaining balance left to be paid on the policy.

Example

A \$2,500 policy with \$300 paid in over 3 months:
\$2,200 left to pay on the policy
+ \$46.89 fee ($\$2,500 \times .625\% = \$15.63 \times 3 = \46.89)
\$2246.89 check required to pay off policy

The home office will calculate the final payment and send the Early Pay Off letter with instructions for the insured.

**This option is not guaranteed and may be withdrawn by the company at anytime.*

Dollar for Dollar Product

The Security National Life Dollar for Dollar Product is a whole life product.

If the proposed insured cannot answer NO to health Question 1 on the preneed application, then they only qualify for an annuity.

- There are four payment options: 1 Pay, 3 Year Pay, 5 Year Pay and 10 Year Pay.
- Minimum face amount for all payment options is: \$500
- 1 Pay Plan is available for ages 40 – 90 and has a maximum face amount of \$50,000.
- Multi Pay Plans (3, 5 and 10 pay) are available for ages 50 – 85.
Maximum face amount (Ages 50-80): \$30,000.
Maximum face amount (Ages 81-85): \$15,000.
- Funeral contract amount determines policy face.
- The Dollar for Dollar Product adds growth annually to the policy face.
- The Multi Pay Dollar for Dollar growth rate is applied to the policy face annually.
- Commissions on Dollar for Dollar Products are paid on policy face not funeral contract amount.

Dollar for Dollar Supplemental Benefits

- The Dollar for Dollar Product includes a decreasing Accidental Death Benefit (ADB).
- The Dollar for Dollar Product ADB is equal to the difference between the current Death Benefit and the Funeral Contract.
- The Dollar for Dollar Product ADB expires at the end of the payment terms.

Family & Pet Protection Benefit

- The Family & Pet Protection Benefit is available to children between the ages of 1 – 18.
- This benefit will pay the lesser of premiums paid in, guaranteed preneed cost or \$5,000.
- Pet protection will reimburse up to the lesser of premiums paid or \$150.
- This benefit is an expense through agency marketing provided at no extra cost to the insured, so it is not listed on the policy anywhere. The proposed insured's copy is in the preneed contract booklet.
- If the policy lapses or is terminated, the benefit is not valid.

Annuity Product

- No health questions are necessary for an annuity.
- Minimum premium: \$25.
Maximum face amount: \$30,000.
- Issue Age: 0 – 105.
- Compounded growth on premium is applied monthly.
- Death Benefit is the Fund Value.

