What’s your financial outlook?

Tax changes, market news, job cuts, and even natural disasters are the headlines of our decade.

Is your financial strategy designed to adapt?
When circumstances and life expectations change, it’s good to know there are stable options to help realign financial strategies.

There’s a variety of life insurance products that differ in design, guarantees, timeframes and costs. One of the most versatile and cost-effective products today is *current assumption Universal Life*.

**Life insurance is an asset you can depend on.**

Life insurance provides the versatility, growth, protection and long-term value that can get you back on track. It’s an ideal asset to help build and maintain a cash resource to:

- Replace income if you die
- Provide for your children’s education
- Pay off a mortgage
- Simplify transfer of assets
- Replace wealth lost through devalued assets
- Donate gifts to charities
- Ensure ongoing care for a family member with special needs
- Fortify your business financial plan
Universal Life – a flexible, affordable choice.

Current assumption Universal Life insurance offers maximum flexibility to vary the amount or timing of premium payments, and to modify the death benefit, if needed.

In a current assumption UL policy, premium payments above the company’s set cost of insurance charge (COI), and other policy fees, are applied to the policy account or cash value. Interest is credited to the account, and can fluctuate depending on the company’s investment experience.

Guardian offers a portfolio of current assumption Universal Life products, including single life and survivorship, where two lives are insured under one policy. The products include Guardian Current Assumption Universal Life and EstateGuard® Survivorship Universal Life.

Guardian-issued current assumption UL policies are tied to the company’s general account assets, and the rate used for crediting interest to the cash value is guaranteed to be at least 3.5% for the life of the policy. The cash value growth is what allows you to reduce or skip a premium payment on occasion, or to take an income tax-free loan — if there is a sufficient amount in the policy account to cover charges required to keep the policy in force.¹ ²

Riders³ that enhance flexibility and add value.

With Guardian Current Assumption UL, several key riders that enhance flexibility and value may be selected when the policy is purchased.

These include:

- **Secondary Guarantee Rider** – guaranteed protection designed for policyholders who want to ensure that the policy does not lapse—through typical life expectancy, and beyond.⁴ ⁷
- **Cash Value Enhancement Rider** – provides cash value equal to 100% of premium in the first year, in certain funding scenarios, that would be available upon full surrender of the policy in most situations.⁵ ⁷
- **Waiver of Premium or Waiver of Specified Amount** – may be self-funding in the event that you are too ill or injured to work.⁷
- **Enhanced Accelerated Benefit (EABR)** – allows access to a portion of the policy values in excess of the Account Value in case of terminal or chronic illnesses.⁶ ⁷

¹ Guardian, its subsidiaries, agents or employees do not give tax or legal advice.
² Policy benefits are reduced by withdrawals, outstanding loans and loan interest. Assumes the policy is not a Modified Endowment Contract (MEC).
³ Riders may incur additional costs.
⁴ Available only with Level Death Benefit (Option 1).
⁵ CVER requires a minimum basic sum insured amount of $250,000 and a minimum case target premium of $50,000.
⁶ Terminal illness or physical condition that would be expected to result in death in 12 months or less. Chronic illness involves not being able to perform 2 out of 6 Activities of Daily Living due to loss of functional capacity, including eating, continence, toileting, bathing, dressing and transferring. Or, requiring substantial supervision due to cognitive impairment.
⁷ Not available on Guardian EstateGuard SUL.
Current Assumption UL Death Benefit Options—Choices tailored to your goals.

Some current assumption UL policies offer the unique opportunity to select—and change—the death benefit options. Depending on objectives, one of these options may work best:

- **Level Death Benefit** – for lower cost protection—pays a benefit equal to the policy’s face amount.
- **Increasing Death Benefit** – for a higher legacy value—equals the face amount of the policy plus the policy account value at the time of death.
- **Return of Premium** – ideal for business situations—the beneficiary receives the face amount of the policy plus return of the premiums paid.

The diagram below is a simple schematic to illustrate how a UL policy’s design works:

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Some changes may require evidence of insurability.
UL has the same tax advantages as other permanent life insurance products.

Like most permanent insurance products, the Policy Account (or cash value) in a Universal Life policy generally accumulates on a tax-deferred basis, so it is not generally subject to current taxation as earnings or interest. In most cases, as long as the policy is in force, you can access these accumulated funds through withdrawals up to basis or tax-free policy loans. And the death benefit is also generally paid income tax-free to the beneficiaries, within days of the proper claim documentation being submitted. Regardless of the tax bracket, the tax savings on insurance benefits versus other assets can be substantial.

Guardian offers the stability to meet its obligations.

All companies offering Universal Life are not alike. While UL products may be similar in design, they differ over time in features and performance. The policy’s performance is linked to a company’s overall results and commitment to its policyholders. As the policy can be in force for many years, it is important to select a company with the values, strength and stability to meet obligations and provide the service you desire over the long term.

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Financial information concerning The Guardian Life Insurance Company of America as of 12/31/09 on a statutory basis: Admitted Assets = $30.9 Billion; Liabilities = $26.7 Billion (including $23.5 Billion of Reserves); and Surplus = $4.2 Billion.
The Benefits of Universal Life

Tax-Deferred Growth of Cash Value
Tax-Free Death Benefit
Flexible Premium
Affordable Price
Ability to Adjust the Face Amount
Guarantees
Rider Options
Premium Waiver in Case of Disability