

TERM LIFE INSURANCE

Offer value and flexibility with FlexTerm Series XI

Term life insurance is a great way to give your clients affordable death benefit coverage against life's unknowns. This is where the FlexTerm Series XI has you covered. As your clients move forward in their lives, their insurance needs and budgets often change. How do you make sure they have options to move into different types of coverage?

Benefits of conversion for your clients

Ohio National term policies are convertible through the level term period of a policy, or the policy anniversary nearest the insured's 70th birthday, whichever occurs first. With the Term Plus option, your client has the right to convert to any permanent life insurance policy that is available with Ohio National at the time of their conversion.

Regardless of their health changes since the initial underwriting process, the insured will retain their initial health class from the original term policy.

Even if the health of the insured has deteriorated, upon conversion, they still have access to living benefits such as the Accelerated Benefit Rider on their converted policy.

If the insured is on Waiver of Premium for Disability at the end of the conversion period, Ohio National will automatically convert their FlexTerm Plus policy to a whole life policy of the company's choice (currently the Prestige Value IV) and continue to waive the premium as long as they are eligible.

It not only ensures that your clients are protected with permanent death benefit, but also guaranteed cash value growth and potentially have access to living benefits.

How often do Plus policies get converted?

12.23%
Conversions

2009 FlexTerm 10 Plus policies written

14.81% of total death benefit written

Of the FlexTerm 10 Plus policies written in 2009, 12.23% were converted into permanent policies. That equates to 543 contracts with a combined face amount of over \$443 million.



Term 20 Plus conversion comparison: male or female, age 40

Carrier	Conversion period equal to the full level term period	Available products with conversion			Guaranteed availability of any individual permanent product	Opportunity for conversion credits during full level term period
		Participating WL	Current Assumption UL	Indexed UL		
Ohio National	•	•	•	•	•	•
Ameritas	•	•	•	•		•
Guardian ¹	•	•	•		• ³	
MassMutual		•	•		•	
New York Life ²	•	•	•			
Northwestern Mutual		•	•			
Penn Mutual	•	•		•	•	•

Why Ohio National Term Plus?

- Pricing is competitive with similar policies in the market
- Eligible for conversion for the full length of the level term period⁴
- Convertible to any of Ohio National's competitive permanent products available at the time of conversion
- Automatically converts to a permanent product if the insured is on Waiver of Premium for Disability (WPD)

- Accelerated Benefit Rider (ABR) can be converted during the level term period⁴

Protection backed by mutual strength

Each FlexTerm Series XI policy you offer to your clients is backed by the strength of Ohio National. Give your clients peace of mind knowing that their protection is from a highly rated, financially secure company.

For more information on FlexTerm Series XI, visit ON-Net or contact the FASTeam at 877.665.2468 (Option 3, 1).

¹ Includes, for an additional cost, Guardian's Extended Conversion Rider. Base 20-year term product has a conversion period of five years.

² Includes, for an additional cost, New York Life's Extension of Conversion Privilege Option. Base 20-year term product has a conversion period of 10 years.

³ Guardian's contractual language does provide a guarantee to convert to any of their whole life products.

Products issued by The Ohio National Life Insurance Company and Ohio National Life Assurance Corporation. Term products convertible to the end of the level term period or to the policy anniversary date nearest the insured's 70th birthday, whichever occurs first. Conversion options vary by term product. Product, product features and rider availability vary by state.

Guarantees are based on the claims-paying ability of the issuer. Issuer is not licensed to conduct business in NY. Visit ohionational.com for current ratings information.

The Accelerated Benefit Rider is an acceleration of the death benefit for an individual that is certified as being permanently chronically ill or terminally ill. It is not designed to be a substitute for long-term care insurance, health insurance, or nursing home insurance. An acceleration creates a lien against the policy death benefit and accrues carrying charges. Please review available marketing materials, as well as policy and rider language for complete details.

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