



## Phoenix Joint Advantage UL<sup>SM</sup>

Phoenix Joint Advantage UL is a universal life insurance that covers two insureds under one policy and pays a benefit on the first death. It offers couples and small businesses cost-effective death benefit protection and asset accumulation, as well as a survivor coverage purchase option that can be activated without additional medical evidence of insurability.

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### Product Basics

Issue ages: 18 – 85 (age last birthday)

Minimum base policy face amount : \$100,000

Insures two lives and pays death benefit on first death

Flexible premiums and payment schedules

Choice of level or increasing death benefit option

Access to cash value through policy loans or withdrawals<sup>1</sup>

Level Term Protection Rider (elected at issue and subject to additional cost):

- o Allows varying coverage amounts

Survivor Purchase Option Rider (elected at issue and subject to additional cost)

- o Exercised upon first death
- o Allows the survivor(s) to purchase a new policy without evidence of insurability

Policy Exchange Option Rider:

- o Automatically added to policy at no additional cost
- o Allows exchange for a single life policy without evidence of insurability

Surrender charge scheduled over 15 years

Persistency Bonus:

- o .50% annual bonus in years 11+, credited daily to all non-loaned policy values, subject to state approval

Available riders:<sup>2</sup>

- o Increasing Term Rider
- o Alternate Surrender Value Rider
- o Waiver of Surrender Charge Rider
- o Overloan Protection Rider
- o Disability Benefit

## Marketing Emphasis

This product may be appropriate for clients who:

- want permanent life insurance protection for two lives;
- are primarily concerned with the consequences of the first death;
- want the flexibility to adjust their policies to meet their changing needs.

## Target Prospects and Key Uses

### Affluent Couples

- Survivor income
- Mortgage/debt liquidation
- Supplemental retirement income

### High-Net-Worth Couples

- Charitable giving

### Small Business Owners

- Buy-sell agreements
- Key-person insurance
- Multi-life stock redemption (buy-out) plans
- Mortgage/debt liquidation

<sup>1</sup>Loans and withdrawals will reduce a policy's cash value and net death benefit.

<sup>2</sup>Additional costs and restrictions may apply.

*Guarantees are based on the claims paying ability of the issuing company.*