



# Advanced Markets Network

Retail Life Third-Party Distribution

## Highlights – Retail Products

### Custom Whole Life AD121

- Guaranteed<sup>1</sup> limited pay whole life policy (premium payments required at due date)
- \$40,000,000 Single Life retention up to age 60<sup>2</sup>
- Eligible for Premium Deposit Account<sup>3</sup>
- Target market — ages 20-60; Juvenile rates — age 17 and under
- Customizable guaranteed premium paying period between 5 years and age 75 (certain limitations apply)
- Non-direct recognition loan account credited the same dividend as the un-loaned cash values
- Variable loan interest rate that may increase or decrease over time. NYL sets the loan interest rate quarterly<sup>9</sup>
- Enhanced Cash Surrender Value Rider (ESCV) for approved premium finance cases

### Whole Life AD121

- Premiums payable to age 100
- Non-direct recognition loan account credited the same dividend as the un-loaned cash values
- Competitive internal rates of return on cash value and death benefit
- Variable loan interest rate that may increase or decrease over time. NYL sets the loan interest rate quarterly<sup>9</sup>

### Custom Survivorship Whole Life AD121

- Guaranteed premium payment stream of 10, 20, or 30 years or election of pay-to-100 option<sup>4</sup>
- Ideal for estate planning scenarios where future flexibility/cash value is desired
- \$50,000,000 Survivorship retention up to younger insured's age 60<sup>2</sup>
- Non-direct recognition loan account credited the same dividend as the un-loaned cash values
- Eligible for Premium Deposit Account (not available for pay to 100 option)<sup>3</sup>
- Variable loan interest rate that may increase or decrease over time. NYL sets the loan interest rate quarterly<sup>9</sup>
- Enhanced Cash Surrender Value Rider (ESCV) for approved premium finance cases

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### Company Strength

Maintaining our dividend interest rate (DIR) at 5.8%, New York Life Insurance Company's total declared dividend in 2023 is expected to be \$2.00 billion, the highest in the company's history. The declared dividend will mark our 169th consecutive year of exceeding our guarantees by paying a dividend to participating policy owners.<sup>5</sup>



### Company Ratings

New York Life Insurance Company and New York Life Insurance and Annuity Corporation maintain the highest financial strength ratings currently awarded to any U.S. life insurer by all four of the major credit rating agencies<sup>7</sup>:

Standard & Poor's: AA+  
Moody's: Aaa  
A.M. Best: A++  
Fitch: AAA  
Comdex ranking<sup>8</sup>: 100

## Secure Wealth Plus AD122

- 10-year premium payment period. No premiums are due after 10 years
- Expedited underwriting. No lab, medical exam, APS, or inspection report required<sup>9</sup>
- Non-direct recognition loan account credited the same dividend as the unloaned cash values
- Eligible for Premium Deposit Account<sup>3</sup>
- Variable loan interest rate that may increase or decrease over time. NYL sets the loan interest rate quarterly<sup>9</sup>

## Universal Life and Survivorship Universal Life AD119

- Auto-Bind up to \$50M<sup>11</sup>
- Issue ages 18-79
- Available in all jurisdictions
- Return of Premium Rider – increases death benefit by amount of premiums paid
- Lapse Protection Benefit Rider – guaranteed<sup>1</sup> lapse protection to age 90 (UL only)

## Custom Universal Life Guarantee AD118

- Customizable for any period between 20 years or up to age 121 (Single life)
- Issue ages 18-79
- Retention: up to \$10M ages 0-75, and \$7.5M for ages 76-79<sup>2</sup>
- Available in all jurisdictions
- Money Back Option Rider - policy must be funded to last to age 100 or greater; two 60-day windows available - 50% return of premium at later of policy year 20 or age 65, and 100% return of premium at policy year 25 or age 70 (subject to a cap of 40% of the face amount)

All retail policies written through Retail Life, Third Party Distribution require at least a \$20,000 first-year premium.

<sup>1</sup> All guarantees are based on the claims-paying ability of the issuer.

<sup>2</sup> Retention amounts reduced over age 60 – Retention only available on whole life products and guaranteed universal life products.

<sup>3</sup> PDA rates vary over time. Any interest earned on the PDA will be taxable.

<sup>4</sup> The younger insured must be 70 years old or younger for the 10-pay option, 60 years old or younger for the 20-pay option, 50 years old or younger for the 30-pay option, and 90 years old or younger for the pay-to-100 option.

<sup>5</sup> New York Life 2022 Dividend Announcement. Dividends are not guaranteed and are not paid on universal life and variable universal life products issued by New York Life Insurance and Annuity Corporation.

<sup>6</sup> In California, up to nine annual premium payments can be prepaid. Future premiums deposited into the PDA account are discounted, based on the credited interest rate. The PDA provides an interest rate on funds deposited in the account. This crediting rate is based on the New York Life ordinary life portfolio new money rate and is set periodically. This interest rate on the PDA is locked in for the life of the agreement when you make a deposit into the account. Interest earned on the PDA will be taxable and, subject to applicable requirements, will be reported to the client and the IRS on a Form 1099-INT. \$500k limit for all policies issued in Texas.

<sup>7</sup> Source-individual third-party ratings reports as of 10/18/22.

<sup>8</sup> The Comdex is not a rating, but a composite of all ratings. It ranks companies on a scale of 1 to 100, showing you, at-a-glance, where a company is ranked among all rated companies. The Comdex ranking is not equated to a grading system such as 90% equals an A or 80% equals a B. The Comdex ranking is a relative number that can change based on the following factors:

If a company's ratings from one of the rating services, A.M. Best, Standard and Poor's, Moody's, or Fitch, changes

If one or more companies are added or removed from the list of insurers rated by the above rating services

If another company with similar ratings experiences a rating change, the percentiles or Comdex ranking will adjust For example, if 1,000 companies are rated, a company that is rated in the top 100 of these companies and meets the criteria for Comdex will have a Comdex ranking of approximately 90 or above.

<sup>9</sup> In South Carolina and Tennessee, the variable loan interest rate is set no more than once every 12 months; Arkansas has a fixed loan interest rate of 8.00%.

<sup>10</sup> Expedited underwriting requires an application, self-completion of part 2 of the application/Tele-app, and search of Prescription Database, Medical Information Bureau, and Motor Vehicle records. Policies with total annual premiums exceeding \$150,000 for adults, or \$100,000 for issue ages 0-17, require traditional underwriting, which may include medical and lab tests.

<sup>11</sup> Autobind retention limits are \$25M and \$12.5M for ages 66-75 and 76-79, respectively. Contact your Field Director or Internal Sales Support Professional at 888-695-4748, option 4, or AMN\_Sales\_Support@newyorklife.com for more information.

## Premium Deposit Account (PDA)<sup>3</sup>

- The maximum deposit accepted into the PDA is the present value of 14 future annual premiums, allowing a client to single pay for any period up to a 15-pay CWL or 15-pay CSWL (initial premium plus 14 future payments).<sup>6</sup>
- Rate locked for the length of the policy owner's PDA agreement (no reset). Fixed rate determined at policy issue.

## Chronic Care Rider

- Available on Whole Life, Custom Whole Life, and Custom Universal Life Guarantee
- Offers tax-free acceleration of a portion of the policy's base face amount in case the insured becomes chronically ill
- Available for an additional cost and must be elected at issue

## Option to Purchase Paid-Up Additions (OPP) Rider

- Available on Whole Life, Custom Whole Life, and Custom Survivorship Whole Life
- OPP AD121 -5% expense charge for risk class Standard or better
- Ability to pay two times the Annual Standard Base Premium (ASBP) without additional Underwriting up to the cumulative \$2M maximum; ability to pay one times the ASBP premium once the maximum cap is reached

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New York Life Insurance and Annuity Corporation (A Delaware Corporation)  
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