



Guardian's Whole Life Index Participation Feature is Now Available on Survivorship Whole Life!

Beginning November 13th, the IPF rider is available on new EstateGuard Whole Life and Joint LTC policies.

EstateGuard Whole Life Overview

EstateGuard Whole Life provides permanent coverage on the lives of two insured, with the death benefit payable on the second death. The product is participating and has cash values as well as loan values. After the death of one insured, the guaranteed cash value increases.

EstateGuard Whole Life is available in all states.

Joint LTC Rider Overview

With the Joint LTC Rider, survivorship whole life clients can address three goals in one package – a place to grow their money, protection from extended care eroding their life's savings, and an inheritance after their deaths. By adding the Joint LTC Rider, clients can have value that will expand the survivorship market beyond estate planning.

The Joint LTC Rider is available in all states except CA, MT, & NY.

IPF Rider Overview

Guardian's IPF (Index Participation Feature) combines the guarantees of whole life with the upside potential of index-linked flexibility. With the rider, policyholders can allocate all or a percentage of their cash value of paid-up additions (PUA) to participate in the performance of the S&P 500. Subject to a cap (currently 10.5%) and a floor (currently 4%), the IPF offers upside potential while limiting downside exposure.

Key dates

Saturday, November 11, 2023
-Available in GPS

Monday, November 13, 2023
-Available for sale

Questions

Contact Support at
Alliances_Licensing@glic.com



<u>Component</u>	<u>Description</u>	<u>Current</u>	<u>Guaranteed</u>
Cap	Upper limit on the Index Interest Rate	10.5%	8%
Floor	Lower limit on the Index Interest Rate	4%	4%
Participation Rate	% of the Index Interest Rate used to calculate the Index Adjustment Rate	100%	100%

For more information, refer to the attached [IPF Rider Guide](#).

Illustrations

Illustrations for the EstateGuard Whole Life product with Joint LTC and IPF are available in the Guardian Proposal System (GPS).

How to apply

Applications for the IPF Rider on EstateGuard may be submitted beginning November 13, 2023.

New Applications:

- Applications and service forms are requested through iPipeline.
- Illustrations must match what is being applied for.

1035 Exchanges

Internal and External 1035 Exchanges with IPF are permitted, subject to current rules and limitations. Guardian does not permit internal or external replacements of existing LTC coverage to Joint LTC Life.

Term conversions

- Term conversions are permitted, subject to current rules and limitations.

Marketing

The following marketing materials are approved for use with clients.

<u>Pub #</u>	<u>Client Approved Material</u>
PUB7035	IPF Consumer Bi-Fold
PUB7357	Discover the Next Generation of Whole Life
PUB4636	EstateGuard WL Product Highlights Flyer

Compensation

Compensation for EstateGuard Whole Life remains the same. There is no additional compensation for IPF. Contact your General Agent for details.

Questions?

Contact Support at Alliances_Licensing@glic.com.

Policy Form Number: 21-SWL

Rider Form Numbers: 19-LTCR SWL, 23-IPR SWL

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All whole life insurance policy guarantees are subject to the timely payment of all required premiums and the claims ability of the issuing insurance company. Policy loans and withdrawals affect the guarantees by reducing the policy's death benefit and cash values.

Riders may incur an additional cost. Riders are subject to state availability.

Some whole life policies do not have cash values in the first two years of the policy and don't pay a dividend until the policy's third year. Refer to the individual whole life policy illustration for more information.

Paid-up Additions (PUA) are purchases of additional insurance (death benefit) that have a cash value. These purchases are made with dividends and/or a rider that allows the policyholder to pay an additional premium over and above the base premium. This creates the growth of death benefit and cash values in a participating whole life policy. Adding large amounts of paid-up additions may create a Modified Endowment Contract (MEC). A MEC is a type of life insurance contract that is subject to last-in-first-out (LIFO) ordinary income tax treatment, similar to distributions from an annuity. The distribution may also be subject to a 10% federal tax penalty on the gain portion of the policy if the owner is under age 59 ½. The death benefit is generally income tax free.

Dividends are not guaranteed. They are declared annually by Guardian's Board of Directors.

The Index Participation Feature (IPF) is a rider available with select Guardian participating whole life policies. With the IPF, policyholders can now allocate between 0% and 100% of the cash value of paid-up additions (PUA) to the IPF each year. The cost of the IPF rider is currently 2% with a guaranteed maximum rate of 3% on the IPF portion of the policy. Policy loans against, or withdrawals of, values allocated to the IPF could negatively impact rider performance. Selection of the IPF may restrict the use of certain dividend options.

The IPF provides an adjustment to the dividend paid under the policy. This adjustment, subject to the cap rate (currently 10.5%) and floor (currently 4%), may be positive or negative based on the S&P 500 price return index performance. Adverse market performance can create negative dividend adjustments which may cause lower overall cash values than would otherwise have accrued had the IPF not been selected. While the adjustment provided by this rider is affected by the S&P 500 price return index, it does not participate in any stock or equity investment of the S&P 500 price return index. Because the IPF is not a security registered with the Securities and Exchange Commission, agents do not need a securities license to sell it.

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The Guardian Life Insurance Company of America[®] (Guardian), New York, NY
2023-164143 exp. 11/25