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# Symetra SwiftTerm

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Please see important disclosures at the end of the presentation.

ELIM-219

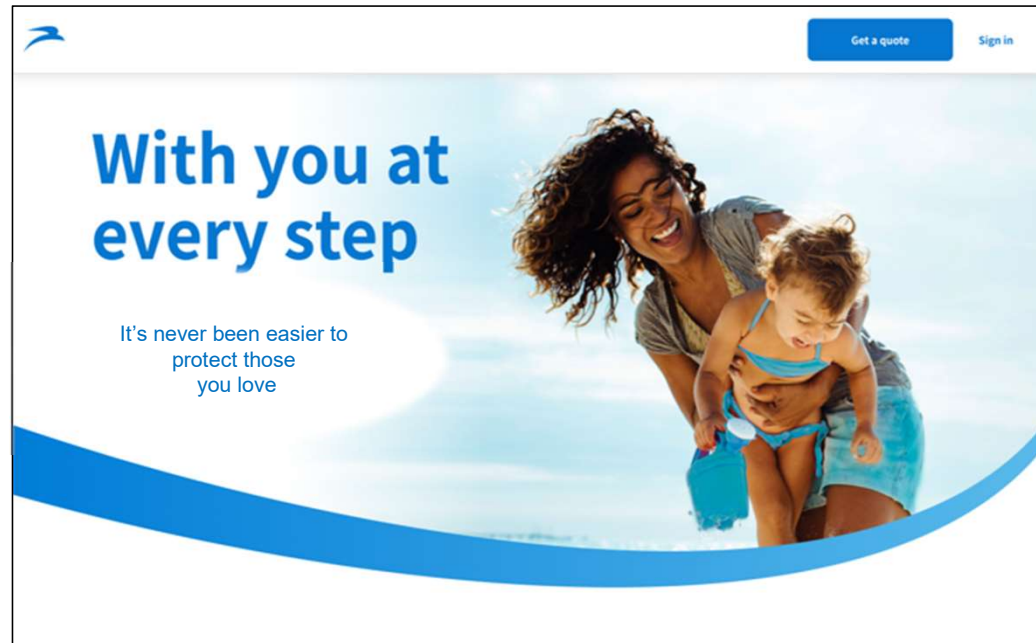
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Symetra Life Insurance Company  
777 108<sup>th</sup> Ave. NE, Suite 1200, Bellevue, WA 98004

6/21

# Introducing *SwiftTerm*

Automated term life insurance with **instant approval\***



\*Instant issue is available for qualified applicants.

# Right Product, Right Time

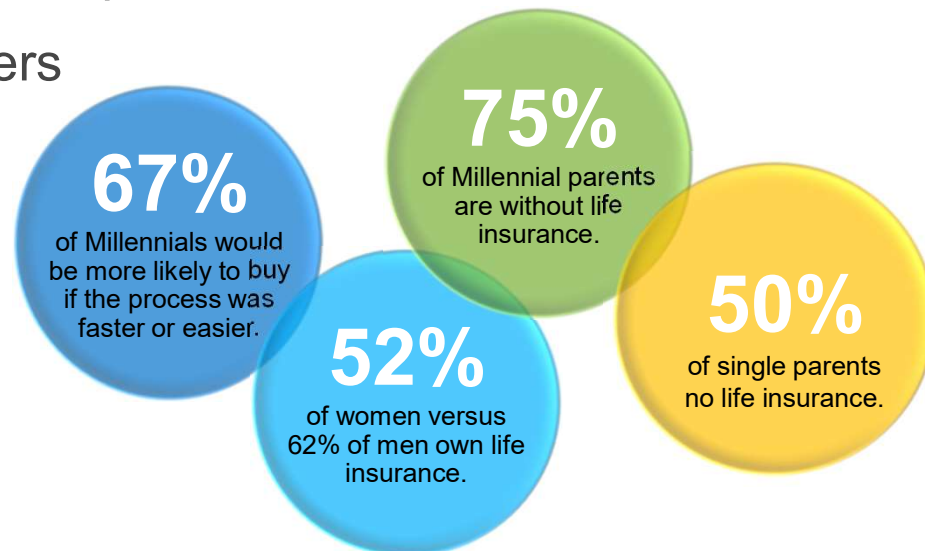
- Life insurance is **top of mind** for many.
- There's a large, **untapped** market of people who need it but **dread the process**.
- **Best of both worlds**. Digital is the new normal, but people still need advice.
- **Online insurance** companies are disrupting the status quo.

**We can help you compete.**



# SwiftTerm can expand your market

- Younger customers with potential for lifetime value
- Tech-savvy consumers
- The underserved:
  - Middle-market
  - Single parents
  - Millennials
  - Women



Source: <https://www.ibm.com/blogs/industries/millennial-life-insurance-ibm-ix-survey/>; 2019 Barometer study—Life Happens and LIMRA; study from Bestow Life Insurance; PacWealth Solutions survey

# Easy for Customers

- **E-Application**
  - Clients complete it on their own
    - Answer awkward questions in private
  - Instant issue for qualified applicants
    - No labs, no needles, no medical appointments
- **E-Signature**
  - No fax, no mail, no face-to-face meetings\*
- **E-Payment**
  - Credit card, digital wallet, ACH
- **E-Contract Delivery**
  - Automatic assembly and delivery of contract
- **E-Service**
  - Change billing and policy details online

**And BGA's are informed throughout the process.**

\*Face-to-face meetings may be necessary for those who need full underwriting.



# Easy for Producers

Automated from start to finish:

1

Complete Digital Drop Ticket in iPipeline in minutes.

2

Application automatically emailed to client.

3

Client completes application, signs using E-signature.

4

A decision is made and delivered to the client.\*

5

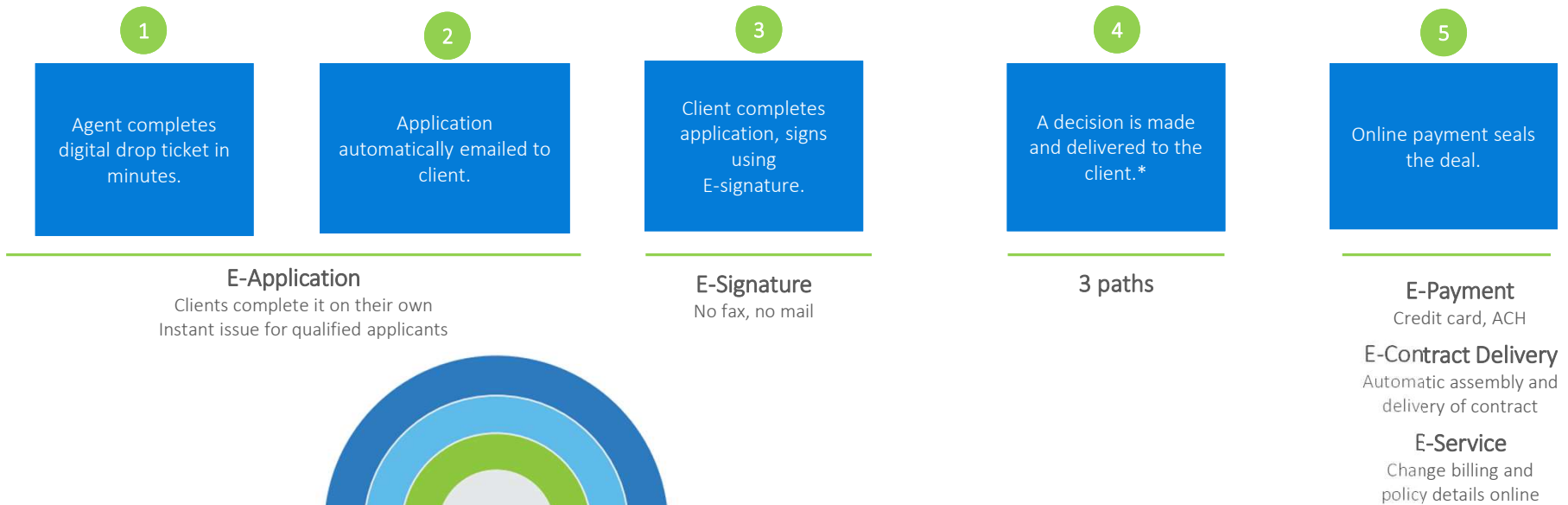
Online payment seals the deal.



6 \*The decision can be via instant issue, accelerated or full underwriting.

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# Current Process



# SwiftTerm or Core Term?

Consider Core Term for cases **\$2 million and above**.

## Core Term advantages:

- **Higher face amounts** possible.
- Use for **business-owned** or trust-owned cases.
- Coverage available for **older applicants** – up to 80 years old.
- Use with clients that may require **special consideration**.
- Is available in New York.





# Important information

Life insurance is issued by Symetra Life Insurance Company, 777 108<sup>th</sup> Ave NE, Suite 1200, Bellevue, WA 98004. Products are not available in all U.S. states or any U.S. territory.

Symetra SwiftTerm Life Insurance is issued under policy form number is ICC20\_LC1 in most states.

Symetra Term Life Insurance is issued under policy form number ICC18\_LC1 in most states.

Policy riders are not available in all states, and terms and conditions may vary by state in which they are available. Where available, they are usually issued under the following form numbers for Symetra SwiftTerm: Children's Term Insurance Rider form number ICC20\_LE3, Accidental Death Rider form number ICC20\_LE2, Waiver of Premium Rider form number ICC20\_LE4 and Accelerated Death Benefit for Terminal Illness Rider form number ICC20\_LE5. For Symetra Term, they are usually issued under the following form numbers: Insured Children's Term Insurance Rider form number ICC18\_LE4, Accidental Death Benefit Rider form number ICC18\_LE2, Waiver of Premium Rider form number ICC18\_LE3, Additional Term Insurance Rider form number ICC18\_LE1 and Accelerated Death Benefit for Terminal Illness Rider form number ICC16\_LE1.

A rider is a provision of the policy that may have additional costs, limitations, potential benefits and features that should never be confused with the base policy itself. Before evaluating the benefits of a rider, carefully examine the policy to which it is attached.

Guarantees and benefits are subject to the claims-paying ability of Symetra Life Insurance Company.

Receipt of an accelerated death benefit may be taxable. Clients should consult with their tax or legal professional before exercising this rider. Clients may also lose their right to receive certain public funds such as Medicare, Medicaid, Social Security, Supplemental Security Income (SSI), and possibly others. The accelerated death benefit is intended to qualify under section 101(g) (26 U.S.C. 101(g)) of the Internal Revenue Code of 1986, as amended. The death benefit and loan value will be reduced if an accelerated death benefit is paid. There is no restriction on the use of proceeds of these accelerated death benefits.

This is not a complete description of the Symetra SwiftTerm product. For a more complete description, refer to the policy.



[www.symetra.com](http://www.symetra.com)

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