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Symetra Life Insurance Company

# Symetra Sales Flash

## Symetra Life Division's Monthly Newsletter

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## Product Updates

### SwiftTerm® rates just dropped again

How low can we go? Lower than you might imagine with Symetra SwiftTerm's new pricing!

Effective tomorrow, Sept. 1, SwiftTerm is once again [a leader for low premium across the board \(PDF\)](#) for coverage amounts of \$500,000 to \$3 million—especially in our sweet-spot ages of 25 to 55 in non-nicotine rate classes.<sup>1</sup>

**Swift Term pricing brings the best!**  
 It's not a secret! Our new SwiftTerm pricing is fast and to-and fro digital application process. It also consistently ranks in the top three for the premium.

**Ranking for \$500,000 Health benefit**

Premium amount	Smoker	Rate class	Age													
			25	30	35	40	45	50	55	60	65	70				
10 year term	Non-Smoker	Super Preferred	1.25	1.35	1.45	1.55	1.65	1.75	1.85	1.95	2.05	2.15	2.25	2.35	2.45	2.55
		Preferred	1.15	1.25	1.35	1.45	1.55	1.65	1.75	1.85	1.95	2.05	2.15	2.25	2.35	2.45
		Super Preferred	1.05	1.15	1.25	1.35	1.45	1.55	1.65	1.75	1.85	1.95	2.05	2.15	2.25	2.35
	Smoker	Super Preferred	2.15	2.25	2.35	2.45	2.55	2.65	2.75	2.85	2.95	3.05	3.15	3.25	3.35	3.45
		Preferred	2.05	2.15	2.25	2.35	2.45	2.55	2.65	2.75	2.85	2.95	3.05	3.15	3.25	3.35
		Super Preferred	1.95	2.05	2.15	2.25	2.35	2.45	2.55	2.65	2.75	2.85	2.95	3.05	3.15	3.25
20 year term	Non-Smoker	Super Preferred	1.15	1.25	1.35	1.45	1.55	1.65	1.75	1.85	1.95	2.05	2.15	2.25	2.35	2.45
		Preferred	1.05	1.15	1.25	1.35	1.45	1.55	1.65	1.75	1.85	1.95	2.05	2.15	2.25	2.35
		Super Preferred	1.00	1.10	1.20	1.30	1.40	1.50	1.60	1.70	1.80	1.90	2.00	2.10	2.20	2.30
	Smoker	Super Preferred	2.05	2.15	2.25	2.35	2.45	2.55	2.65	2.75	2.85	2.95	3.05	3.15	3.25	3.35
		Preferred	1.95	2.05	2.15	2.25	2.35	2.45	2.55	2.65	2.75	2.85	2.95	3.05	3.15	3.25
		Super Preferred	1.85	1.95	2.05	2.15	2.25	2.35	2.45	2.55	2.65	2.75	2.85	2.95	3.05	3.15
30 year term	Non-Smoker	Super Preferred	1.05	1.15	1.25	1.35	1.45	1.55	1.65	1.75	1.85	1.95	2.05	2.15	2.25	2.35
		Preferred	0.95	1.05	1.15	1.25	1.35	1.45	1.55	1.65	1.75	1.85	1.95	2.05	2.15	2.25
		Super Preferred	0.90	1.00	1.10	1.20	1.30	1.40	1.50	1.60	1.70	1.80	1.90	2.00	2.10	2.20
	Smoker	Super Preferred	1.95	2.05	2.15	2.25	2.35	2.45	2.55	2.65	2.75	2.85	2.95	3.05	3.15	3.25
		Preferred	1.85	1.95	2.05	2.15	2.25	2.35	2.45	2.55	2.65	2.75	2.85	2.95	3.05	3.15
		Super Preferred	1.75	1.85	1.95	2.05	2.15	2.25	2.35	2.45	2.55	2.65	2.75	2.85	2.95	3.05
40 year term	Non-Smoker	Super Preferred	0.95	1.05	1.15	1.25	1.35	1.45	1.55	1.65	1.75	1.85	1.95	2.05	2.15	2.25
		Preferred	0.85	0.95	1.05	1.15	1.25	1.35	1.45	1.55	1.65	1.75	1.85	1.95	2.05	2.15
		Super Preferred	0.80	0.90	1.00	1.10	1.20	1.30	1.40	1.50	1.60	1.70	1.80	1.90	2.00	2.10
	Smoker	Super Preferred	1.85	1.95	2.05	2.15	2.25	2.35	2.45	2.55	2.65	2.75	2.85	2.95	3.05	3.15
		Preferred	1.75	1.85	1.95	2.05	2.15	2.25	2.35	2.45	2.55	2.65	2.75	2.85	2.95	3.05
		Super Preferred	1.65	1.75	1.85	1.95	2.05	2.15	2.25	2.35	2.45	2.55	2.65	2.75	2.85	2.95

### Transition rules

- New SwiftTerm rates are available starting tomorrow (Sept. 1). All new and pending applications will receive the lowest rates available.
- Policies issued before tomorrow will keep the older rates.

In addition to SwiftTerm's new lower pricing, we've also updated our platform to add the SwiftTerm drop ticket form back into Agency Integrator, and we re-added the customer underwriting path into the approval email. As always, ease of doing business with us is a key priority.

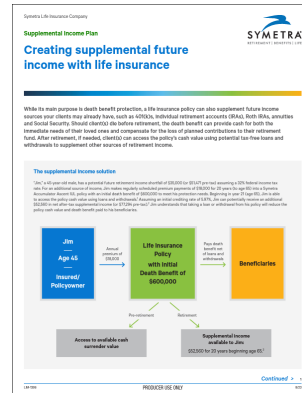
So if you're looking for industry-leading, low-premium term life insurance coverage offered through a fast, award-winning online platform, look to SwiftTerm!<sup>2</sup>

[Check out SwiftTerm's new pricing \(PDF\)](#)

## A supplemental income solution with life insurance

People know the main purpose of life insurance is death benefit protection, but they may not realize its potential to supplement other sources of future income. Even if they've planned carefully for retirement by contributing to their company's 401(k), individual retirement accounts (IRAs) and other investment options, their savings could still come up short.

Our updated [supplemental income strategy flyer \(PDF\)](#) and [client brochure \(PDF\)](#) highlight how life insurance can serve as a tax-advantaged solution to supplement future income needs.



[Review our supplemental income strategy flyer \(PDF\)](#)

## New Programs

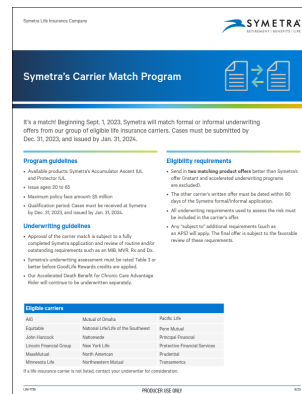
### Symetra's Carrier Match Program

We know you want the best products and rate class offers for your clients. That's why we're launching our new Carrier Match Program! Starting tomorrow, Sept. 1, we'll match formal or informal rate class offers from our group of eligible life insurance carriers.

The program is available with Symetra's Accumulator Ascent and Protector IUL products for issue ages 20–65 and face amounts up to \$5 million. To qualify, cases must be submitted by Dec. 31, 2023, and issued by Jan. 31, 2024.

For program guidelines and eligibility requirements, refer to [Symetra's Carrier Match Program flyer \(PDF\)](#) or contact our Life Sales Desk at 1-877-737-3611 or [lifesales@symetra.com](mailto:lifesales@symetra.com).

[View our flyer to learn more \(PDF\)](#)



## About Symetra

Ensuring you receive Symetra emails

Most people aren't aware that many email clients sort inboxes automatically. To help ensure that you don't miss any important Symetra updates, please add our informational email address, [reply@symetrainfo.com](mailto:reply@symetrainfo.com), to your address book.

## What's New

### How it works: Symetra's Chronic Care Advantage Rider

With nearly half the U.S. population living with at least one chronic condition and 40% suffering from two or more,<sup>3</sup> the importance of planning for such a condition is clear. Fortunately, life insurance and protection against the financial impact of chronic illnesses don't have to be mutually exclusive.

With Symetra's optional Accelerated Death Benefit for Chronic Care Advantage Rider—available on our indexed universal life (IUL) products—policyowners can choose to access a portion of the death benefit (50% or 100%) with monthly payments of either 2% or 4% if the insured becomes chronically ill.<sup>4,5</sup>

Our new flyer illustrates how the rider works for a hypothetical 55-year-old male with a \$500,000 IUL policy and Symetra's Chronic Care Advantage Rider after he was diagnosed with a chronic condition at age 80. After claim and 50% payout of the death benefit over 25 months, the policy's projected cash value and death benefit at age 90 are \$250,000 and \$144,647, respectively.

**The bottom line: An IUL policy with Symetra's Chronic Care Advantage Rider can help your clients pay for unexpected expenses today, and still provide death benefit protection for their beneficiaries.**

[Check out our new flyer to see how it works \(PDF\)](#)

**Chronic Care Advantage Rider**

Nearly half the U.S. population—or 122 million Americans—lives with at least one chronic condition, with 40% suffering from two or more.<sup>3</sup>

As the number of people diagnosed with chronic conditions continues to rise, it's important to consider how you can best protect your family's financial future.

**Key Features:**

- In the event of a policy acquisition, each insured after a 90-day period of continuous premium payments will be eligible for the optional Accelerated Death Benefit for Chronic Care Advantage Rider.
- The optional Accelerated Death Benefit for Chronic Care Advantage Rider is available on all Symetra Indexed Universal Life (IUL) policies with a face amount of \$100,000 or more.
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Year	Age	Cash Value	Death Benefit
55	55	\$0	\$500,000
60	60	\$10,000	\$500,000
65	65	\$20,000	\$500,000
70	70	\$30,000	\$500,000
75	75	\$40,000	\$500,000
80	80	\$50,000	\$500,000
85	85	\$100,000	\$500,000
90	90	\$250,000	\$144,647

**The bottom line:** An IUL policy with Symetra's Chronic Care Advantage Rider can help your clients pay for unexpected expenses today, and still provide death benefit protection for their beneficiaries.

## Case study: Why one client chose a 1035 exchange to Symetra's PIUL

Times have changed and so have the features and benefits of life insurance policies. We recommend clients review their policies at least once a year to ensure they're keeping up with your clients' needs and expectations.

In our new case study, a policy review led one such client to complete a 1035 exchange from his whole life policy into a Symetra Protector IUL policy.

[View our case study to see why \(PDF\)](#)



## Happy Labor Day

As we move into a new fall season, we want to recognize all of you who work so hard every day to serve your clients. Thank you for all you do. We hope you have a restful Labor Day weekend!

## Your Symetra Contacts



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[lifesales@symetra.com](mailto:lifesales@symetra.com)

## Related Links

- › [Life Product Suite](#)
- › [Symetra At-A-Glance \(PDF\)](#)
- › [About Us](#)
- › [Press Room](#)

## Symetra Social Impact

Our corporate social responsibility program, [Symetra Social Impact](#) is designed to strengthen communities, engage employees and support a sustainable future for our planet.

Connect with us:



Symetra Protector IUL and Accumulator Ascent IUL are flexible-premium adjustable life insurance policies with index-linked interest options issued by Symetra Life Insurance Company, located at 777 108th Ave NE, Suite 1200, Bellevue, WA 98004. The policies and riders are not available in all U.S. states or any U.S. territory. Where available, Protector IUL is usually issued under policy form number ICC18\_LC2, and Accumulator Ascent is usually issued under policy form number ICC17\_LC1.

Symetra SwiftTerm is a term life insurance policy. Policy form number is ICC20\_LC1 in most states.

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

The Accelerated Death Benefit for the Chronic Care Advantage Rider is available with Symetra's indexed universal life policies.

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. Certain benefits or riders may have tax implications. Your clients should consult with their legal or tax professional prior to purchasing.

The Accelerated Death Benefit for Chronic Care Advantage Rider is usually issued under rider form number ICC23\_LE1, and is offered at application for an additional cost. The acceleration and payout percentages cannot change once the rider is issued. This rider is only available for issue ages 20-80, and if elected, additional underwriting will be required. If the insured qualifies, the rider rate class will be the same as on the base policy. It's possible that the insured is approved for the base policy but declined for this rider based on the rider underwriting results. This rider is not available on policies with ratings worse than Table 4, with annual flat extras exceeding \$5 per \$1,000, or with both flat extras and table rates. Exercising this rider will prohibit the policyowner from exercising the Accelerated Death Benefit for Terminal Illness Rider. If the optional Accelerated Death Benefit for Chronic Care Advantage Rider is selected, the Accelerated Death Benefit for Chronic Illness Rider is not available.

Receipt of an accelerated death benefit may be taxable, especially if the insured does not have a prescribed plan of care. Clients should consult with their personal tax or legal professional before applying for this benefit. They may also lose their right to receive certain public funds such as Medicare, Medicaid, Social Security, Supplemental Security Income, and possibly others. This benefit is intended to qualify as an accelerated death benefit under section 101(g) of the Internal Revenue Code. The death benefit value, policy value and loan values will be reduced if an accelerated death benefit is paid. For policies with a lapse protection benefit, the lapse protection value will also be reduced. There is no restriction on the use of proceeds of these accelerated death benefits.

This material is not intended to provide investment, tax or legal advice. Clients should consult with their attorney or tax professional for more information.

This is not a complete description of the Symetra Accumulator Ascent IUL, Protector IUL, and SwiftTerm products. For more complete descriptions, please refer to the policies.

The Carrier Match Program is not available with Symetra's MultiLife Business Program. Additional limitations will apply to high-net-worth foreign nationals.

Our normal tobacco rules apply to the Carrier Match Program. If an applicant is positive for nicotine from any source, smoker rates will apply. Celebratory cigars up to 24 a year with a negative specimen may qualify as non-smoker.

Symetra underwriting programs are subject to change and/or termination without notice.

<sup>1</sup>Refer to LIM-1637 for complete details.

<sup>2</sup>Symetra is a winner of a 2021 Gartner Eye on Innovation Award for Financial Services in Americas region (November, 2021). Awarded a 2022 Celent Model Insurer Award in the Innovation Execution category for the Symetra SwiftTerm digital term life insurance platform (March, 2022). Awarded best for term life insurance rates by Forbes Advisor Best of 2023 (January, 2023).

<sup>3</sup>[Chronic Disease in America](#) | CDC. Last reviewed: Dec. 13, 2022.

<sup>4</sup>Chronically ill is defined as a person who, during the prior 12-month period, has been certified by a licensed health care professional as being unable to perform at least two of the six activities of daily living for a period of at least 90 days, or requiring substantial supervision to protect his or her health and safety due to severe cognitive impairment.

<sup>5</sup>"Cognitive impairment" generally means a loss or deterioration in a person's intellectual capacity and includes diseases such as Alzheimer's and various forms of irreversible dementia. "Activities of daily living" generally means routine daily self-care activities, such as getting dressed, eating, using the bathroom and getting in and out of bed.

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