

Simplified/Guaranteed Issue for Executive Groups Guide

11/17/2025



Life Carriers	John Hancock Premier Benefit IUL	Lincoln Executive Underwriting Programs	Mass Mutual Guaranteed Issue Rate Class	National Life Executive MultiLife Program	Principal Multi-Life Business	Protective		Securian's CSIO	Symetra's MultiLife Business Program
Guaranteed Issue	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
GI Minimum Lives	200+ eligible employees with minimum 50% participation	10 Lives	10 Lives	10 Lives	10 Lives	25 Lives	15 Lives	10 Lives	10 Lives
Simplified Issue	Yes	Yes	No	No	Yes	No	N/A	Yes	No
SI Minimum Lives	10 Lives with 50% minimum participation	5 Lives	N/A	N/A	5+ Lives	N/A	N/A	5 Lives	N/A
Issue Ages	20 - 65, average age must be 60 or younger	Issue ages are 20 - 70. Average age of eligible group should be 55 or younger	Issue age range is 18-70, with a maximum average age of 55,	Maximum age of 65 with a weighted average age of 55 or under.	Issue ages are 18 - 70. Average age should be less than or equal to age 55.	18 - 85	18 - 70	20 - 70	Issue ages - 20-70 (average age of eligible group must be 55 or younger)
Must be Employer/Employee Relationship	High-earning professionals making over \$100K base salary; no contractors, part-time or temporary employees. Actively working at least 30 hours per week, four days a week.	Employer/employee relationship must exist. US citizens or those with permanent resident status only.	Employer/employee relationship must exist.	Insureds must be select professionals, executives or senior management in white collar occupations. US citizen or permanent resident.	Yes - An employer/employee relationship must exist - Executive, owner, non-clerical, or white collar or management positions - Actively employed on a full-time basis (at least 30 hours per week).	Employer/employee relationship must exist.	Employer/employee relationship must exist.	Insurable interest between employer and employee	An employer/employee relationship must exist. US citizens or permanent residents working in the US.
Amount of Insurance - SI	Maximum face amount determined by the number of eligible employees and salary multiple	Face amounts will be determined by: Set amount (Title/Position/Percentage or Ownership) or Formula (Salary Multiple/Defined Premium or Defined Benefit)	N/A	N/A	Employer/employee owned: \$100,000 X # of lives, 75% participation	N/A	N/A	Maximum face amount of \$1.5 million per life (\$750,000 for employee owned, or up to GI issue limit, whichever is greater	N/A
Amount of Insurance - GI	Maximum face amount determined by the number of eligible employees and salary multiple	Face amounts will be determined by: Set amount (Title/Position/Percentage or ownership) or Formula (Salary Multiple/Defined Premium or Defined Benefit)	Policy size for case must be determined based on one of the following benefit formulas: Flat face amount, flat premium amount or multiple of salary.	10-19 - \$35,000 X # of lives; 20-29 - \$40,000 X # of lives; 30-39 - \$45,000 X # of lives; 50+ - \$50,000 X # of lives, 100%;	Employer-Owned: Term 8-9 - \$500,000 max 100%; UL, IUL Term 10-19 - \$60,000 X # of lives, 100%; UL, IUL Term 20+ - \$75,000 X # of lives, 85%; 50+ - \$75,000 X # of lives, 100%;	25-49 - \$40,000 X # of lives; 50+ or more - \$50,000 X # of lives in the group,	15-49 - \$50,000 X # of lives in the group; 50+ or more - \$60,000 X # of lives in the group	10-15 - \$25,000 X # of lives; 16-20 - \$30,000 X # of lives; 21-50 - \$37,500 X # of lives; 51+ - \$50,000 X # of lives	10-19 - \$50,000 X # of lives; 20-49 - \$60,000 X # of lives; 50+ - \$75,000 X # of lives
Minimum Face/Maximum Face	\$5 million maximum	\$5 million maximum	\$100,000/\$5 million	\$2.5 million	\$100,000 (\$200,000 for term)/\$5 million	\$100,000/\$5 million	\$100,000/\$5 million	\$100,000	\$100,000/\$5 million
Participation	Depends upon the total number of eligible employees	75% participation of the eligible group.	Depends upon the total number of eligible employees	Employer sponsored plan requires 100% participation by eligible employees. Employee owned plans requires 70% participation by eligible employees.	Depends upon the number of participants and who is the owner.	25 Lives	Eligible companies must have at least 50 employees.	Depends upon the total number of eligible employees	80% of eligible employees must participate.
Minimum Annual Income	Making over \$100K base salary	Earning a minimum of \$75,000 annually	Earning a minimum annual income of \$100,000.	Earning a minimum of \$100,000 a year in W-2 or K-1 income	Earning a minimum of \$75,000 annually	Earning a minimum of \$100,000 annually	Earning a minimum of \$100,000 annually	Minimum salary of \$135,000	Minimum Salary \$75,000 annually, including base salary and bonuses
Products Available	Premier Benefit IUL	WealthAccumulate IUL, WealthPreserve IUL, AssetEdge VUL	Whole Life 10 Pay, Whole Life 20 Pay, Whole Life 65 and Whole Life 100	Flex Life II	Guaranteed Issue Term II, UL Flex III, UL Provider Edge II, IUL Accumulation II, IUL Flex II, VUL Income IV, Executive VUL III	Protective Executive UL	Executive 10-Year Term	All accumulation Individual UL, Indexed UL and VUL	Accumulator Ascent IUL
Riders Available	Long-Term Care Rider, Vitality PLUS rider	N/A	Accelerated Death Benefit for Terminal Illness Rider, Additional Life Insurance Rider, Enhanced Surrender Value Rider, Life Insurance Supplement Rider, Renewable Term Rider, Transfer of Insured Rider, Waiver of Premium Rider	Terminal Illness and Chronic Illness	Available riders are subject to plan design and Principal's approval.	Terminal Illness Accelerated Death Benefit	Terminal Illness Accelerated Death Benefit	Early Values Agreement, Surrender Value Enhancement Agreement, Premium Deposit Account Agreement	Certain riders may vary or may be unavailable when offered through the MultiLife Business Program.

3 Mark Financial has made every reasonable effort to assure the accuracy of this information. All agents are responsible for verifying this information.