

CARRIER PREMIUM FINANCING GUIDELINES

| Carrier | ANICO | Corebridge Financial | Equitable | F&G Life | Global Atlantic | John Hancock | |
|----------------------------------|--------------------------------------|--|--|---|---|--|--|
| Products Available | N/A | Max Accumulator+ III Value+ Protector III | All fixed permanent products | F&G Life does not currently allow their products to be sold in premium finance scenarios. | Global Accumulator Lifetime Builder Elite Lifetime Foundation Elite | Accumulation IUL, Protection IUL, Protection UL, Protection SIUL, Protection SUL | |
| Issue Age Limits | | Issue Age 70 – Individual, or youngest of survivor | None Specified | | None Specified | None Specified | None Specified |
| Minimum Net Worth | | \$5,000,000 | \$5,000,000 | | \$5,000,000 | \$5,000,000 | \$5,000,000 |
| Minimum Liquid Net Worth | | Sufficient Liquidity for Projected Debt | None Specified | | None Specified | 20% of Total Loan Commitment | None Specified |
| Minimum Annual Income | | \$150,000 | None Specified | | None Specified | \$200,000 | None Specified |
| Minimum Face Amount | | None Specified | None Specified | | None Specified | None Specified | None Specified |
| U.S. Citizenship Required | | Yes | No, but must be U.S. Resident. No Non-Resident Aliens | | No, but must be U.S. Resident. No Non-Resident Aliens | No (\$10,000,000 Net Worth for Foreign Nationals) | U.S. Citizenship is not required. However, ROP is not available for foreign nationals. |
| U.S. Ownership Required | | Yes | Yes | | Yes | No if individually owned Yes if owned by non-natural entity | Yes |
| Interest Accrual Permitted | | No | Case by Case Basis | | Case by Case Basis | Yes - Subject to review | No |
| Early Cash Value Rider Available | | Yes Max Accumulator + III Only | Yes | | Yes | Only on Lifetime Builder Elite | Yes |
| Full Recourse Required | | Yes | Yes | | Yes | Yes | Yes |
| Minimum Loan Spread Requirement | | None Specified | None Specified | | None Specified | None Specified | None Specified |
| MEC Allowed | | No | No | | No | Yes, on a Case by Case Basis | No |
| Minimum Loan Duration | | None Specified | None Specified | | None Specified | None Specified | None Specified |
| Loan Term Sheet Required | | No | Yes | | Yes | Yes | Yes, including sample loan documentation from the lender. |
| Third Party Financials Required | | Normal Underwriting Guidelines Apply | Normal Underwriting Guidelines Apply | | Normal Underwriting Guidelines Apply | Yes | Subject to underwriter's request. |
| Two Years Tax Returns Required | Normal Underwriting Guidelines Apply | Yes for Age 70 and Above | Yes for Age 70 and Above | Yes | Subject to underwriter's request. | | |

CARRIER PREMIUM FINANCING GUIDELINES

| Carrier | Lincoln Financial | MassMutual | Mutual of Omaha | Nationwide | New York Life | Principal |
|----------------------------------|---|---|------------------------------|--|---|--|
| Products Available | All fixed permanent products | MassMutual WL 10, 12, 15, 20, 65, 100 MassMutual Survivorship WL 100 and SWL 12 MassMutual WL 10 is used most often | All fixed permanent products | New Heights IUL IUL Accumulator II 2020 | No Published Guidelines Subject to individual consideration. Please contact your New York Life Field Director to discuss your case. | All fixed permanent products |
| Issue Age Limits | Age 70 Age 71 - 75: Exception Only | N/A | None Specified | Age 75 | | Case by case , generally not over age 70 |
| Minimum Net Worth | Ages 30 - 50: \$2,500,000 Over age 50: \$5,000,000 | N/A | None Specified | Age < 50: \$2.5MM Age 50 & Up: \$5MM | | \$10,000,000 |
| Minimum Liquid Net Worth | Ages 30 - 50: \$2,500,000 Over age 50: \$5,000,000 | N/A | None Specified | None Specified | | None Specified |
| Minimum Annual Income | \$250,000.00 | N/A | None Specified | Age < 50: \$250K Age 50 & Up: \$200K | | None Specified |
| Minimum Face Amount | \$2,000,000 | Minimum premium of \$100,000 per year | None Specified | None Specified | | None Specified |
| U.S. Citizenship Required | No | No | Yes | No | | No |
| U.S. Ownership Required | Yes | Yes | Yes | Yes | | Normal Underwriting Guidelines Apply |
| Interest Accrual Permitted | Yes | No | No | No | | Case by Case Basis |
| Early Cash Value Rider Available | Yes, Exec Rider, Return of Premium & SVEE | No | No | Yes | | Yes |
| Full Recourse Required | Yes | Yes | Yes | Yes | | Yes |
| Minimum Loan Spread Requirement | Not to exceed: LIBOR +3.5% or Prime +2.5% | N/A | None Specified | None Specified | | None Specified |
| MEC Allowed | Yes, on a Case by Case Basis | No | Yes | Yes | | No |
| Minimum Loan Duration | 3 Years | N/A | None Specified | 3 Years | | None Specified |
| Loan Term Sheet Required | Yes | Yes | Yes | Yes | | Yes |
| Third Party Financials Required | Yes | Generally, yes but depends on face amount | Yes | Yes | | Normal Underwriting Guidelines Apply |
| Two Years Tax Returns Required | Yes | Depends on face amount | Yes | Normal Underwriting Guidelines Apply | Normal Underwriting Guidelines Apply | |

Updated 2/26/23

For informational purposes only. Not Binding. Please consult carrier documentation for additional details.

CARRIER PREMIUM FINANCING GUIDELINES

| Carrier | Protective | Prudential | Sagicor | Securian Financial | Symetra | Transamerica |
|----------------------------------|---|--|---|---|---|---|
| Products Available | Contact Advanced Sales Department | <p style="text-align: center;">No Published Guidelines</p> <p style="text-align: center;">Subject to individual consideration.</p> <p>Please contact your Prudential Regional Vice President to discuss your case.</p> | <p>Sagicor does not currently allow their products to be sold in premium finance scenarios.</p> | Eclipse Accumulator Eclipse Survivor | Accumulator Ascent IUL Protector IUL | Case By Case Review with RVP and Pricing Team |
| Issue Age Limits | None Specified | | | Ages 20 - 69 | Ages 20 - 70 | |
| Minimum Net Worth | Approximate minimum net worth of \$5,000,000 | | | \$5,000,000 | \$5,000,000 (\$2,500,000 possible age <50) | |
| Minimum Liquid Net Worth | None Specified | | | At least 10% of total loan amount | None Specified | |
| Minimum Annual Income | Approximate minimum of \$200,000 | | | None Specified | \$200,000 | |
| Minimum Face Amount | None, but minimum premium is \$100,000 per year | | | None, but minimum premium is 120% of target | None Specified | |
| U.S. Citizenship Required | Yes | | | Yes | Yes | |
| U.S. Ownership Required | Yes | | | Yes | Yes | |
| Interest Accrual Permitted | Yes | | | Case by Case | No | |
| Early Cash Value Rider Available | Yes | | | Yes | Yes | |
| Full Recourse Required | Yes | | | Yes | Yes | |
| Minimum Loan Spread Requirement | None Specified | | | None Specified | None Specified | |
| MEC Allowed | Yes | | | No | Yes, on a Case by Case Basis | |
| Minimum Loan Duration | 5 Years | | | None Specified | 3 Years | |
| Loan Term Sheet Required | Yes | | | Yes | Yes | |
| Third Party Financials Required | Yes | | | Yes | Yes | |
| Two Years Tax Returns Required | Yes | Yes | Yes | | | |