



PROTECTION FOR BUSINESSES COVERING MULTIPLE LIVES

A multi-life life insurance product provides cost-effective coverage for multiple employees under one policy, helping businesses protect their most valuable asset — their people. It also enhances employee benefits, supporting retention and financial security for their families.

CASE STUDY



- Joanna and John are interior design business partners
- **Goal:** Reward and retain key employees
- **Number of Employees:** 10
- **Business Planning Strategy:** Executive Bonus
- **Bonus Amount:** \$8,000 per employee
- **Average Insured’s Age** 42
- **Face Amount:** Minimum non-MEC to age 65 or 10 years

RESULT

The program’s guaranteed-issue (GI) underwriting process requires only a few simple questions regarding the employee’s work and tobacco use — no medical exams are needed for qualified applicants. With ten lives included in the census, the case met the minimum size requirement and was reviewed and approved. The employer selected a maximum-funded Indexed Universal Life (IUL) design featuring a variety of index options and a built-in chronic illness rider.

INSURED’S JOB TITLE	AGE	GENDER	TOTAL ANNUAL SALARY	MULTI-LIFE RATE CLASS	FIRST YEAR PREMIUM	TOTAL DEATH BENEFIT
Owner	42	Male	\$228,512	Standard Non-Nicotine	\$8,000	\$137,168
Owner	42	Female	\$228,512	Standard Non-Nicotine	\$8,000	\$161,372
CFO	35	Female	\$184,000	Standard Non-Nicotine	\$8,000	\$194,730
Office Manager	39	Female	\$78,222	Standard Non-Nicotine	\$8,000	\$175,060
Project Manager	37	Male	\$116,247	Standard Non-Nicotine	\$8,000	\$156,790
Project Manager	48	Male	\$116,247	Standard Non-Nicotine	\$8,000	\$115,970
Lead Designer	36	Female	\$96,510	Standard Non-Nicotine	\$8,000	\$189,656
Project Manager	51	Male	\$111,857	Standard Non-Nicotine	\$8,000	\$106,297
Senior Lead Designer	56	Male	\$124,486	Standard Non-Nicotine	\$8,000	\$105,963
Project Foreman	35	Male	\$108,107	Standard Nicotine	\$8,000	\$164,813
Total					\$80,000	\$1,507,820

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