



Product Guide

This guide is intended to answer your questions and provide ideas to help you sell Foresters SMART UL. The information contained in the Product Guide is for information purposes only. There are other tools available to support your learning needs. You must ensure that you correctly represent, to a customer or prospect, the product features based on the actual wording of the applicable certificate and riders for your state.

Products and features may not be available in all jurisdictions, and certain restrictions may apply. Consult ezbiz for more detailed product information and availability. This product is filed under certificate form number UL-SMART-US01-2009, UL-SMART-XX01-2009 or ICC09-UL-SMART-US01 where XX stands for the state's postal abbreviation and may not be available for sale in all states.

Foresters™, its employees and life insurance representatives do not provide, on Foresters behalf, legal, tax, or estate planning advice. The information here reflects our understanding of current laws and regulations. Prospective purchasers should contact their own legal, tax, or estate planning advisors on their specific situations.

This document is intended for producer use only and should not be disclosed to the public. The information contained in this guide is general in nature and is subject to the applicable certificate and rider wording.

For producer use only

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FAST FACTS

Product type	Flexible premium universal life insurance	Issue ages (Age nearest birthday)	0-70
Death benefit options	<ul style="list-style-type: none"> • Level • Increasing 	Guaranteed minimum interest rate	Annual interest rate of 3.0%
Underwriting	Non-Medical	Minimum modal premium	\$300/annually \$150/semi-annually \$75/quarterly \$25/monthly
Premiums	May be payable to age 100		
Insurance class	<ul style="list-style-type: none"> • Non-Tobacco • Tobacco • Juvenile (Issue ages 0-15) 	Face amount	Issue Ages 0-15: \$25,000 - \$150,000 16-55: \$25,000 - \$250,000 56-70: \$25,000 - \$150,000
Premium modes	Annual Semi-Annual Quarterly Monthly (PAC only)	Withdrawals	\$500 minimum Can be made after the first certificate anniversary, if cash value is available
Face amount changes	Yes, increases and decreases are available after the first certificate anniversary, subject to certain restrictions	Surrender charges	Decreasing charge for 15 years
Minimum Premium No-Lapse Guarantee	Ten year guaranteed protection subject to the Minimum Premium Payment requirements	Monthly administration deduction	\$12
Loans	May be available if there is cash value	Loan rate	5% (Loan collateral account will be credited 3% rather than the declared rate) Preferred loan rate at 3% (after the 7 th certificate year)
Premium expense charge	6% of premiums paid in the first 20 certificate years; 0% thereafter	Definition of life insurance test	Choice of: <ul style="list-style-type: none"> • Guideline Premium Test (GPT) OR • Cash Value Accumulation Test (CVAT)

PRODUCT SPECIFICATIONS

DESCRIPTION

Foresters SMART UL is a simplified issue flexible premium universal life insurance product that offers potential solid cash accumulation.

In addition to offering potential for long-term growth, SMART UL also offers a variety of features and riders that address a broad range of personal protection needs.

TARGET MARKET

SMART UL is ideal for:

- Retirement Planning
- Estate Preservation
- Issue ages 30-50
- Middle-income market

ISSUE AGES

0-70, age nearest birthday

When we refer to an age after the issue date, age is defined as the issue age plus the number of completed certificate years.

MINIMUM FACE AMOUNT

\$25,000

UNDERWRITING CLASSIFICATIONS

- Non-Tobacco (Issue age 16-70)
- Tobacco (Issue age 16-70)
- Juvenile (Issue age 0-15)

RATINGS

No Ratings.

FACE AMOUNT

Issue Ages

0-15	\$25,000 - \$150,000
16-55	\$25,000 - \$250,000
56-70	\$25,000 - \$150,000

ILLUSTRATIONS

Signed and witnessed Illustrations are required to meet certificate delivery requirements.

GUIDELINE PREMIUM TEST (GPT) & CASH VALUE ACCUMULATION TEST (CVAT)

These two tests are used to determine whether a product meets the definition of a life insurance contract. Both tests define the relationship between cash value and death benefit that are required at all times for a certificate to qualify as life insurance under the IRC 7702. The client chooses between the two tests at the time of application and cannot be changed after issue. The test selected can have a significant impact on premiums, cash values and death benefits.

General Guidelines: CVAT limits cash value relative to the death benefit. GPT limits premiums paid relative to the death benefit.

COST FACTORS AND EXPENSES

COST OF INSURANCE (COI)

The guaranteed cost of insurance (COI) rates for the certificate vary by issue age, gender and insurance class. The COI rates currently charged are less than or equal to those stated in the insurance contract. The COI deduction is the COI rate per thousand multiplied by the amount at risk. The current COI rates also vary by issue age (in addition to the above parameters).

Increases and decreases – It is important to keep in mind that changes in the face amount will have an impact on the total cost.

MONTHLY DEDUCTIONS

On the issue date and on each monthly anniversary, up to insured's age 100, a **monthly deduction** for the following certificate month will be taken from the account value. The monthly deduction is the sum of the following:

- **Cost of insurance (COI) deduction** – A charge for the cost of the amount at risk under the certificate.
- **Face amount deduction** – A charge for the first 10 certificate years. For each requested or automatic face amount increase an additional charge will be made for the first 10 years after the increase, for the increased portion.
- **Monthly rider deduction** – A charge made for each rider in effect.
- **Monthly administration deduction** – A flat amount of \$12.

Premium expense charge – 6% will be deducted from each premium paid in the first 20 certificate years, 0% thereafter.

SURRENDER CHARGES

Surrender charges are in effect for 15 years from issue and for the first 15 years after each face amount increase to that increased portion. A notification showing the surrender factors applicable to a face amount increase will be sent to the owner. The surrender factor decreases over the 15-year period.

The surrender factors vary by gender, issue age, duration and underwriting class.

Surrender charge	
	The surrender factor applicable
Multiplied by	<ul style="list-style-type: none"> • The face amount (if a surrender) • The decrease in face amount (if a decrease)*
Divided by	\$1,000

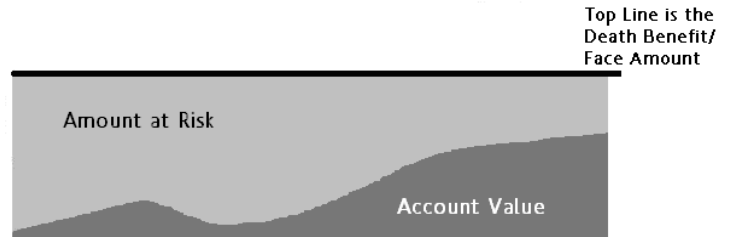
**On Level death benefit certificates, a withdrawal automatically results in a decrease in face amount.*

COVERAGE AND FLEXIBILITY

LIFE INSURANCE DEATH BENEFIT OPTIONS

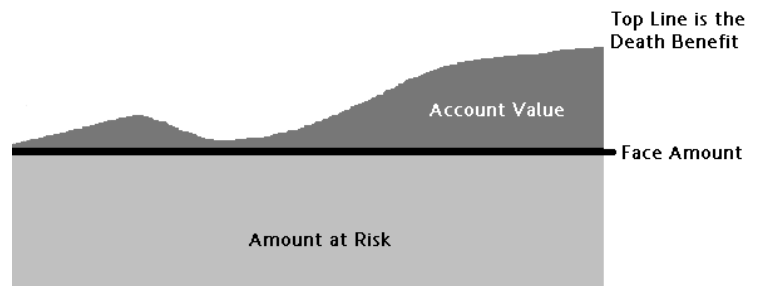
Level Death Benefit

The death benefit is, at any time, equal to the Face Amount in effect at that time.



Increasing Death Benefit

The death benefit is the Face Amount plus the Account Value, on the date of the Insured's death.



Charts above are hypothetical only to generally show the relationship between death benefit, amount at risk and the Account Value. Factors such as premiums paid, monthly deductions, withdrawals and interest affect the Account Value.

Death Benefit Option Changes

After the first Certificate Anniversary the owner may elect to change the death benefit option.

Level Death Benefit Changed To Increasing Death Benefit:

- The Face Amount is reduced to the then current Amount at Risk subject to the minimum face amount requirements
- The Amount at Risk will then remain the same unless the Face Amount changes
- Evidence of insurability may be required to effect this change
- The applicable Surrender Charge and Change Fee are taken from the Account Value

Increasing Death Benefit Changed To Level Death Benefit:

- The Face Amount is increased to be equal to the sum of the Face Amount plus the then current Account Value
- The Change Fee may be taken from the Account Value
- The Surrender Charge may be increased proportionately

FACE AMOUNT INCREASES AND DECREASES

Requests for increases or decreases in the face amount, after the certificate is issued, are subject to certain restrictions and the minimum and maximum face amount requirements. Increases are also subject to evidence of insurability.

▼ Note: *Decrease in face amount is subject to a \$25 change fee and a surrender charge may also apply.*

COVERAGE BEYOND AGE 100

Should the insured reach age 100, no further deductions for cost of insurance (COI) or fees will be made for coverage under the certificate. Interest continues to be credited on the account value.

It is important to consider the effect of any outstanding loan amount(s) at age 100 that could cause the certificate to terminate after age 100.

CHANGE FEE

A \$25 per transaction change fee is currently charged for certain types of transactions such as:

- Withdrawals
- In-force illustrations in excess of one per certificate year
- Face amount decreases
- Rider cancellations or decreases
- Change in tobacco use

Note that Foresters reserves the right to increase or decrease this fee in the future. The change fee is guaranteed not to exceed \$50.

MINIMUM MODAL PREMIUM

Monthly PAC	\$25
Quarterly	\$75
Semi-Annually	\$150
Annually	\$300

ACCOUNT VALUE

On the issue date, the account value is equal to the first net premium¹ paid minus the monthly deduction for the first certificate month. At anytime from the first day after the first certificate month, until the insured's age 100, the account value equals:

	The account value on the last monthly anniversary,
Plus	The net premium received after the last monthly anniversary,
Plus	The interest accrued after the last monthly anniversary,
Minus	On a monthly anniversary, the monthly deduction for the next certificate month
Minus	The total of all withdrawals made after the last monthly anniversary.

At anytime after the insured's age 100, the account value equals:

	The account value on the last monthly anniversary,
Plus	The interest accrued after the last monthly anniversary,
Minus	The total of all withdrawals made after the last monthly anniversary.

CASH VALUE

The account value minus the loan amount (see section on Loans), if any, minus surrender charges, if applicable, is the amount received if the certificate is surrendered.

INTEREST RATE

Interest is accrued on a daily basis and credited to the account value monthly. The rate is determined on a portfolio basis. This means that the same rate of interest is credited to the entire un-loaned account value.

The certificate guarantees a minimum credited interest rate of 3% throughout the lifetime of the certificate. Foresters regularly reviews credited interest rates and will declare the current rate of interest at its discretion.

¹ The net premium is the premium minus the premium expense charge.

SURRENDERS AND LOANS

SURRENDERS

The certificate may be surrendered for its cash value at any time. The surrender charge is a charge made against the account value when the certificate is surrendered, or the face amount is decreased.

Increases and Decreases – Increases in the face amount will initiate a new surrender charge period for the increased amount, i.e. each increase has its own set of surrender charges. A portion of the surrender charge will also be applied to each decrease in the face amount (for more information on surrender charges, see section of Cost Factors and Expenses).

WITHDRAWALS

Withdrawals (of at least \$500) from the cash value will be permitted after the first certificate year. This will result in a decrease in the account value. The withdrawal amount requested is adjusted if the cash value at that time is insufficient.

Maximum withdrawal amount	
	Account value
Minus	Applicable surrender charges
Minus	Loan amount, if any
Minus	Three times the most recent monthly deduction prior to withdrawal
Minus	The change fee (see section on Change Fee)

▼ *If the death benefit is level, the face amount will decrease by the amount of the withdrawal and may be subject to a surrender charge. The remaining face amount must meet the minimum face amount requirements.*

LOANS

Loan(s) may be obtained from Foresters using the certificate as collateral.

Maximum Loan Request	
	Account value
Minus	Applicable surrender charges
Minus	Three times the most recent monthly deduction prior to loan
Minus	Loan amount, if any

Interest is charged daily on the loan amount at 5% annually. The amount of the loan requested may be adjusted if the cash value at that time is insufficient. The loan amount at any time is the balance of the unpaid amount(s) borrowed plus accrued interest.

A portion of the account value equal to the then current loan amount is allocated to a loan collateral account. This loan collateral account will be credited with interest at a rate of 3% rather than the current declared rate.

Loan repayment – All or part of a certificate loan may be repaid at any time while the certificate is in effect. Repayments will reduce the loan amount. The amounts paid will be applied as premium, unless otherwise specified (in writing) as a loan repayment.

Preferred loans – After the 7th certificate anniversary, the loan amount will be charged a preferred interest rate of 3% rather than 5%. The loan collateral account will still be credited with interest at 3%.

▼ *The death benefit payable is reduced by the outstanding loan amount. If the loan amount exceeds the account value (minus the applicable surrender charge), the certificate will terminate. In this case, notification will be sent to the certificate owner. Also, if the certificate terminates/lapses while there is a loan, the loan will be treated as a distribution from the certificate, and there may be tax consequences as a result.*

MINIMUM PREMIUM

The Minimum Premium is the modal amount of premiums required to satisfy the ten year Minimum Premium No-Lapse Guarantee. The Minimum Premium varies by the insured's issue age, gender, insurance class, and on the face amount and rider(s) in effect. The premium paid includes amounts paid by the Waiver of Monthly Deductions Rider.

Increases and Decreases – A new Minimum Premium will be determined if there is:

- An increase or decrease in the face amount under the base certificate
- A rider is added or removed
- An increase or decrease in a rider benefit amount
- A change in the insurance class

MINIMUM PREMIUM NO-LAPSE GUARANTEE

Foresters guarantees that the certificate will not lapse during the first ten certificate years, even if the cash value is not sufficient to cover monthly deductions as long as, on each monthly anniversary during that period, the sum of the premiums paid, to that anniversary, is at least equal to the sum of the **Minimum Premium** on the issue date plus the minimum premium on each monthly anniversary from the issue date, including the current monthly anniversary, plus the total of all withdrawals.

At the end of the minimum premium payment period, payment of an amount more than the minimum premium may be required to keep the certificate from lapsing.

▼ *A certificate may still terminate due to a loan. See section on Loans.*

LAPSE AND GRACE PERIOD

If, on a Monthly Anniversary, the Cash Value is less than the Monthly Deduction, or during the Minimum Premium Payment Period the requirements of the Minimum Premium No-Lapse Guarantee Provision are not met, the certificate will enter a 61 day grace period. The grace period allows additional time for the payment of sufficient premium to keep the insurance contract in force. If a sufficient amount is not paid within that grace period, the insurance contract will lapse. A notification will be sent to the contract owner at least 31 days prior to lapse if the required premium is not paid.

REINSTATEMENT

Foresters may approve the reinstatement of a lapsed certificate within three years of its lapse subject to:

- Evidence of insurability accepted by Foresters
- Payment of the premium that would have been required to keep the certificate and each applicable rider in effect during the grace period, without interest, plus the premium required to keep the certificate and each applicable rider from entering a grace period for three certificate months after the reinstatement effective date.

The loan amount, if any, on the date of lapse, will not be reinstated.

RIDERS

ACCIDENTAL DEATH RIDER

Available on	Life insured
Issue ages	16-60
Description	Provides additional coverage in the event of an accidental death, caused by an accidental bodily injury and death occurs within 365 days of the injury.
Issue amount	\$25K minimum, up to 100% of the face amount to a maximum of \$300K (all carriers).
Expiry date*	The certificate anniversary on which the insured is age 70.

WAIVER OF MONTHLY DEDUCTIONS RIDER

Available on	Life insured
Issue ages	16-55
Description	<p>Pays the monthly deduction, in effect at that time, to the account value, should the insured become totally disabled.</p> <p>Benefit:</p> <p>If total disability begins prior to the certificate anniversary on which the insured is age 60 and the insured is continuously totally disabled after the rider expiry date, the benefit will continue to be provided until the earlier of a) the date when the insured is no longer totally disabled or b) the day the certificate is no longer in effect.</p> <p>If total disability begins on or after the certificate anniversary on which the insured is age 60 and the insured is continuously disabled after the rider expiry date, the benefit will continue to be provided until the earlier of a) the date when the insured is no longer totally disabled, b) the insured's age 65 or c) the day the certificate is no longer in effect</p>
Waiting period	Six months
Expiry date*	The certificate anniversary on which the insured is age 65

GUARANTEED PURCHASE OPTION RIDER

Available on	Life insured
Issue ages	0-37 (at issue only)
Description	Provides an opportunity to increase the face amount on an option date without further evidence of insurability. Due to increase in face amount, there is a corresponding change to the minimum premium, monthly deductions and surrender charges
Sched. option dates	Certificate anniversary on which the life insured is 25, 28, 31, 34, 37 and 40 years old. Special option dates include marriage, birth or adoption
Max Amount	Lesser of Face Amount or \$30K per option
Expiry date*	The certificate anniversary on which the insured is age 40

CHILDREN'S TERM RIDER

Available on	Children of life insured
Issue ages	16-55 (for Life insured)
Description	Provides level term life insurance for each child, listed on the application, who is 15 days or older, has not reached their 18 th birthday at issue of the rider and is not excluded by Foresters. A child is not covered past their 25 th birthday.
Issue amount	Any amount between and including \$10K - \$25K.
Convertibility	To a permanent plan without evidence of insurability. For child up to age 21, that child can convert up to 1X benefit. Between ages 21 and 25, up to 5X benefit (max \$100,000/insured child on all Foresters child rider conversions for that child).
Expiry date*	The certificate anniversary on which the insured is age 65

Note: Coverage will be extended to each person who becomes an insured child while this rider is in effect. That child must be at least 15 days old and has not reached their 18th birthday.

FAMILY HEALTH BENEFIT RIDER

Available on	Life insured
Issue ages	0-70 (at issue only)
Description	<p>This rider, automatically included on all eligible certificates (no monthly rider deductions apply), provides benefits for qualified health situations for the insured and their immediate family of up to \$650 per person per incident with a lifetime family maximum of \$5K, who have had to be transferred to a hospital in the Continental United States, Alaska or Hawaii by ambulance, visit the emergency room or stay in hospital as a result of the following:</p> <ul style="list-style-type: none"> • Earthquake • Hurricane • Tornado • Tsunami • Typhoon • Struck by lightning • Volcanic eruption
Qualified event and amount	<ul style="list-style-type: none"> • Ambulance Transportation: \$50 • Hospital Emergency Room Examination: \$100 • Hospital Stay: \$100/day (up to 5 days)
Max benefit amount	\$650 per person, per incident with a lifetime family maximum of \$5K
Expiry date*	The certificate anniversary on which the insured is age 85

*A rider may end prior to its expiry date.

DISABILITY INCOME RIDER (ACCIDENT ONLY)

Available on	Life insured
Issue ages	16-60
Description	Provides a monthly benefit for up to two years (for 2 separate and independent injuries) if the insured becomes totally disabled due to an accidental bodily injury, within 180 days of that injury.
Waiting period	90 days
Min monthly benefit	\$300
Max monthly benefit	Lesser of (at time of application): a) \$2K, b) 1.5% of the face amount, or c) 60% of the insured's monthly pay.
Increases and decreases	The benefit amount can be decreased after issue however increases are not permitted after issue.
Death claims	If the insured dies while this rider is in effect, Foresters will return 100% of the DI monthly rider deductions taken minus the sum of DI benefits paid.
Number of claims	Up to 2 independent claims, not to exceed 24 months per independent claim.
Claim period	24 months, not required to be consecutive for a given claim.
Definition of total disability	Total disability is defined in the rider contract. 1st Injury: Insured's inability to work at own occupation. 2nd Injury: Insured's inability to work at any occupation.
Expiry date*	The certificate anniversary on which the insured is age 65

Note: If the sum of DI payouts is equal to or greater than the sum of monthly rider deductions taken then there will be no return of DI monthly rider deductions upon death.

COMMON CARRIER ACCIDENTAL DEATH RIDER

Available on	Life insured
Issue ages	0-70 (at issue only)
Description	This rider, automatically included on all eligible certificates (no monthly rider deductions apply), provides a death benefit of up to two times the face amount to a maximum of \$300K, if the insured dies within 90 days of an accidental bodily injury that occurred on a common carrier as a fare-paying passenger.
Benefit amount	2 times the face amount to a maximum of \$300K. <i>(Benefit amount reduced by other amounts paid by Foresters under this or another product specifically due to accidental death)</i>
Expiry date*	The certificate anniversary on which the insured is age 85

SOFTWARE HELP

You can access/download Foresters SMART UL's software by logging on to ezbiz at <https://portal.foresters.biz>.

Go to Tools & Resources -> Illustration Software -> Foresters SMART UL.

Please check the state availability map on ezbiz for currently approved states.

BENEFITS OF MEMBERSHIP

Our customers are our members². Foresters members may be eligible for a valuable package of benefits³ – at no additional premium. They can attend member events with family and friends, make a difference in their community, and shape personal growth through our member programs; as well as access life, health, and education member benefits – all compliments of Foresters! Member benefits include Competitive Scholarships, Orphan Scholarships, Critical Illness member benefit, Terminal Illness member benefit, and Young Family member benefit.

This is the Foresters difference. This is why membership with Foresters means so much more. For 135 years, Foresters has used its financial strength and prosperity to help improve the lives of its members and their communities.

FOR MORE INFORMATION

Log on to ezbiz at <https://portal.foresters.biz/>.

*A rider may end prior to its expiry date.

² Foresters members are the insureds and annuitants under Foresters life insurance and annuity certificates. For details on eligibility and benefits of membership, go to www.foresters.com/membership

³Foresters member benefits are non-contractual and not part of the SMART UL life insurance contract. Member benefits are subject to eligibility requirements and limitations and may be changed or cancelled at any time by Foresters. For details, consult the current version of the "Benefits of Membership" brochure.