



Providing a lifetime of protection

Guardian Life Paid-Up at 99 (L99) is a whole life policy that provides lifetime protection and cash value accumulation.¹ L99 offers you protection and guarantees² that can help you build and conserve wealth, while protecting assets for future generations.

Features

L99 product positioning

- Guaranteed death benefit
- Provides cash value and long-term wealth-building
- Allows early premium offset (ability to stop funding the policy)³
- Offers living benefits to help fund individuals' long-term goals, such as tuition or retirement⁴
- Enables the blending of term with whole life for more affordable premiums
- Consider for business owners funding non-qualified plan arrangements

Issued by

The Guardian Life Insurance Company of America, New York, NY

Minimum face amount

Varies based on underwriting class:

- Preferred plus non-smoker: \$250,000
- Preferred non-smoker: \$100,000
- All other classes: \$25,000

Riders⁵

L99 offers several key features that can enhance your policy's performance and flexibility.

- Index Participation Feature (IPF)
- Paid-Up Additions (PUA)
- Waiver of Premium
- Enhanced Accelerated Benefit (EABR)
- Accelerated Death Benefit for Long Term Care Services⁶
- Guaranteed Insurability Option (GIO)
- DuoGuard
- 10-Year Annually Renewable Term
- Accidental Death Benefit
- Lifetime Protection Builder

Dividend options

Choose from an array of dividend options, such as:

- Purchase paid-up additional insurance
- Reduce premiums
- Premium offset
- Dividend accumulation⁷
- Level Q Term
- Repayment of loan principal

Issue ages

0-80

Loans

Guardian provides two policy loan provisions: a fixed loan rate and a variable loan rate.

- A guaranteed fixed loan interest rate, by default. The rate starts at 5% per year until the later of age 65 or policy year 20, then it decreases to 3.5%; and
- A one-time future option in the 10th policy⁸ year to switch to a variable loan interest rate, which may be higher or lower than the fixed interest rate.

Advantages

- Built to achieve long-term wealth-building
- Cash values are insulated from market volatility
- Leverages assets to provide a legacy
- May provide for self-funding in case of disability
- Protection available in the event of chronic or terminal illness

Benefits of Life Paid-Up at 99 (L99)

- Designed for permanent life protection
- Offers tax-favored considerations⁹
- Assists with asset diversification
- Can assist with wealth replacement
- Provides legacy value for heirs to help equalize estates

Why Guardian

Not all companies offering whole life products are alike. While cost may certainly be a factor in every buyer's purchasing decision, there are many other points to consider, including:

- The history and experience as a mutual life insurance company
- A record of delivering cost-efficient policies that endure over time¹⁰
- A selection of features, optional riders and benefits
- Client satisfaction as measured in ongoing business relationships
- Knowledgeable representatives

As a mutual life insurance company founded in 1860, Guardian continues a long-standing tradition of serving the best interests of its policyholders.

**The Guardian Life Insurance
Company of America**
guardianlife.com

New York, NY

Policy form: 21-WL
Pub4568 (09/23) 2023-158814 (Exp. 09/25)

¹ Some whole life policies do not have cash values in the first two years of the policy and don't pay a dividend until the policy's third year. Talk to your financial representative and refer to your individual whole life policy illustration for more information.

² All whole life insurance policy guarantees are subject to the timely payment of all required premiums and the claims-paying ability of the issuing insurance company. Policy loans and withdrawals affect the guarantees by reducing the policy's death benefit and cash values.

³ The premium offset year is not guaranteed and relies on the payment of non-guaranteed dividends and the amount of paid-up additions in the policy in order to pay for the policy's required premium.

⁴ Policy benefits are reduced by any outstanding loan or loan interest and/or withdrawals. Dividends, if any, are affected by policy loans and loan interest. Withdrawals above the cost basis may result in taxable ordinary income. If the policy lapses, or is surrendered, any outstanding loans considered gain in the policy may be subject to ordinary income taxes. If the policy is a Modified Endowment Contract (MEC), loans are treated like withdrawals, but as gain first, subject to ordinary income taxes. If the policy owner is under 59½, any taxable withdrawal may also be subject to a 10% federal tax penalty.

⁵ Riders may incur an additional cost or premium. Riders may not be available in all states.

⁶ Availability is subject to state approval. Rider provisions and features may vary by state. Please check with your Guardian representative to verify availability. The Accelerated Death Benefit for Long Term Care Services Rider is marketed as Guardian's Long Term Care Rider.

⁷ Cash accumulations and premium offset are dependent on dividends. Dividends are not guaranteed and are declared annually by Guardian's Board of Directors.

⁸ For most policies. For more details, contact your local Guardian representative.

⁹ Guardian, its subsidiaries, agents, and employees do not provide tax, legal, or accounting advice. Consult your tax, legal, or accounting professional regarding your individual situation.

¹⁰ Financial information concerning Guardian as of December 31, 2022, on a statutory basis: Admitted Assets = \$76.0 Billion; Liabilities = \$67.2 Billion (including \$55.0 Billion of Reserves); and Surplus = \$8.8 Billion.

Rider Form No. 15-IPR, 21-PUA, 18-WP WL, 01-R111, 13-LTCR, 22-LTCR or state equivalent, 18-GIO, 07-SIPO, 06-R66, 86-R1, 16-15DTR.

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