



FACT SHEET

KANSAS CITY LIFE INSURANCE COMPANY



EquiFlex Indexed Universal Life

Your clients may want the opportunity not only to help protect their loved ones through life insurance, but to earn strong cash values they can use today.

With the EquiFlex Indexed Universal Life (IUL) from Kansas City Life Insurance Company, your clients can get a life insurance policy that can provide cash value at a faster rate than most universal life policies, while still providing a guaranteed death benefit to protect their loved ones. Cash values grow based on an approach your clients select, which can provide guaranteed growth floors so your clients never need to worry about losing cash value.

Benefits

- Premium payment flexibility and death benefit protection.
- Greater cash value accumulation potential than a traditional permanent life insurance policy.
- Five types of indexed accounts available to build cash value while managing against potential market volatility.
- With a 0% floor, clients never experience market-based losses associated with a variable universal life policy.
- Federal income tax-deferred interest crediting and growth.
- Tax-advantaged loans and withdrawals against the cash value of the policy.
- Use with business clients to protect against loss of key employees using the Option C death benefit, which is the specified amount plus premiums paid.
- Wide variety of riders including the Overloan Protection Rider (OPR) that may prevent an IUL policy from lapsing due to overloaning, which causes a taxable event for the policyowner.

This is a flexible premium universal life product with an indexed feature. IULs function similarly to universal life; however, the client can choose to allocate his or her premium into a Fixed Account or an Indexed Account. Money allocated to the Indexed Account is divided into segments. At segment maturity, each segment earns Indexed Credits based on the performance of the Standard & Poor's 500 (S&P 500)* stock index, subject to declared parameters (cap, participation rate, spread or multiplier). Although the policy values can vary according to the performance of the S&P 500,* the policy values are not invested in outside investments.

Specifications

The following is a brief summary of the EquiFlex IUL product specifics. Please see the Product Guide on the Kansas City Life Illustration System for complete details and limitations.

Issue ages

18 – 80 (age near birthday)

Risk classifications

Preferred Elite Nontobacco (PENT)

Standard Nontobacco (NT)

Preferred Nontobacco (PNT)

Preferred Tobacco (PT)

Standard Select Nontobacco (SSNT)

Standard Tobacco (ST)

**The "S&P 500" is a product of S&P Dow Jones Indices LLC, and has been licensed for use by Kansas City Life Insurance Company.*

Specifications

Minimum issue limits (total coverage)

For issue ages 18 – 49: \$100,000
For issue ages 50 – 80: \$ 50,000

Note: The sum of the policy specified amount and Additional Term Coverage (ATC) rider specified amount will be used to meet the minimum specified amount requirement. A minimum of \$50,000 base specified amount is required for any policy regardless of issue age.

Guaranteed Fixed Account interest rate

1%

Guaranteed Growth Floor for Indexed Accounts

0%

Indexed Accounts

Indexed Account A

Annual Point-to-Point with Cap

Current Growth Cap	Declared monthly
Guaranteed Minimum Growth Cap	3%
Guaranteed Maximum Indexed Account Charge	0%

Indexed Account B

Annual Point-to-Point with Participation Rate

Current Participation Rate	Declared monthly
Guaranteed Minimum Participation Rate	25%
Guaranteed Maximum Indexed Account Charge	0%

Indexed Account C

Annual Point-to-Point with Cap

Current Growth Cap and Charge	Declared monthly
Guaranteed Minimum Growth Cap	4%
Guaranteed Maximum Indexed Account Charge	1%

Indexed Account D

Annual Point-to-Point with Spread

Current Spread	Declared monthly
Guaranteed Maximum Spread	10%
Guaranteed Maximum Indexed Account Charge	0%

Indexed Account E

Annual Point-to-Point with Cap and Multiplier

Current Growth Cap and Charge	Declared monthly
Guaranteed Minimum Growth Cap	4%
Guaranteed Multiplier	50%
Guaranteed Maximum Indexed Account Charge	4%

Coverage options

Option A, B and C

Option C only available at issue. The death benefit is the specified amount of the policy plus total premiums paid minus any withdrawals or loan balance. Also known as return of premium option.

Death benefit test

At issue, the policyholder must choose either GLP or CVAT.

Guaranteed payment period

The policy is guaranteed to remain in force during the Guaranteed Payment Period if the total premiums received during the Guaranteed Payment Period less withdrawals and less the loan balance (incurred during the Guaranteed Payment Period) is at least equal to the sum of the Guaranteed Monthly Premiums since the beginning of the Guaranteed Payment

Period. The Guaranteed Payment Period does not start over for increases in specified amount.

Issue Age	Guaranteed Payment Period in Years	Issue Age	Guaranteed Payment Period in Years
18 – 60	20	71 – 72	12
61	19	73	11
62 – 63	18	74 – 75	10
64	17	76	9
65 – 66	16	77 – 78	8
67	15	79	7
68 – 69	14	80	6
70	13		

Surrender charge period

10 years from date of issue or increase

COI bands

B50/B100, B250, B500

Note: The sum of the specified amount and ATC specified amount will be used to determine the COI band.

Premium bands

None

Policy expenses

Percent of premium

Current: 5%

Guaranteed: 10%

Monthly expense charge

Current: \$5

Guaranteed: \$7

Monthly per thousand charge

Current

Years 1 – 10: Varies by issue age, gender and risk class

Years 11+: \$0

Guaranteed

Years 1 – 20: Varies by issue age, gender and risk class

Years 21+: \$0

COI and policy expenses

COI and expenses are deducted from the unloaned Fixed Account first, then the unloaned Dollar Cost Averaged (DCA) Fixed Account, then the sweep account and finally from the Indexed Account Segments with new segments first. If there are segments with the same date, the money is taken from segments on a pro-rata basis.

Premium modes

Kansas City Life offers several convenient ways to pay premiums: Annually, semi-annually, quarterly, monthly combined billing or pre-authorized check (PAC) drafts.

Specified amount

Increases in specified amount are allowed but subject to the current underwriting guidelines and proof of insurability. Any increase is effective on the month anniversary following the completion of approval process.

Decreases in the specified amount are also allowed but cannot lower the specified amount below the minimum specified amount limit based on issue age. Decreases are handled on a last-in/first-out (LIFO) basis and surrender charges are assessed.

Specifications

Transfers

Transfers from the Fixed Account to the Indexed Account(s) must be requested in whole percentages or dollar amounts and will occur on the next sweep date. We may deduct an Indexed Account Charge from the amount transferred. The Indexed Account Charge may vary by Indexed Account. There is no limit on the amount that can transfer out of the Fixed Account. With DCA, premiums can be allocated into the Indexed Account(s) over time and a fixed dollar amount is transferred on each sweep date. DCA can be selected or cancelled at any time.

Reallocation of Indexed Accounts

The value of the segment, at segment maturity, is automatically reinvested in the same indexed account at the next sweep date. Allocation is processed on segment anniversaries over a 12-month period. All money must be reallocated according to one set of allocation percentages.

Fixed Account loans

The value securing the loan is held in the Fixed Account. If the requested loan amount is greater than the unsecured amount in the Fixed Account, funds will be transferred from indexed segments into the Fixed Account to secure the loan.

Fixed Account loan interest rate

2% will be charged on an outstanding loan. However, the portion of the accumulated value securing the loan will be credited with 1% interest, making the net loan cost 1%.

Preferred Fixed Account loan

Beginning in the 11th policy year, Kansas City Life may allow the owner to borrow up to the accumulated value at zero-net cost. Loans are charged 1% interest, but Kansas City Life will credit back 1% of the loan amount to the accumulated value. The preferred loan provision is not guaranteed.

Indexed Account loans

The value securing the loan remains in the Indexed Account and will continue to participate in the index performance of the segment. If the requested loan amount is greater than the unsecured amount in the Indexed Account, funds will be transferred from the Fixed Account into a new indexed segment on the next sweep date. This means that there may be a time period when some of the money used for the Indexed Account loan is actually in the Fixed Account.

Indexed Account loan interest rate

Current:	Declared Monthly
Guaranteed:	8%

Withdrawals

There may be times when your client wants to take out some of the policy's cash surrender value without having to pay it back. A withdrawal can be taken but must be less than the cash surrender value.

A withdrawal will not be allowed if it would cause the specified amount to drop below the minimum specified amount at issue. A withdrawal may result in surrender charges. Withdrawal amounts are deducted in the same order as COI expenses.

Option A – The specified amount and the accumulated value will be reduced by the amount of the withdrawal plus the \$25 withdrawal charge.

Option B & C – The accumulated value and the death benefit will be reduced by the amount of the withdrawal plus the \$25 withdrawal charge.

Available riders

EquiFlex IUL offers a wide variety of riders which allows you to customize the policy to each individual client's needs. A brief description of each rider follows. Riders may not be available in all states. Please see the Product Guide on the Kansas City Life Illustration System for complete details and rider limitations.

Accidental Death Benefit (ADB)

Pays an additional death benefit if the insured dies as the result of a covered accident.

Additional Term Coverage (ATC)

Provides level yearly renewable term coverage on the insured. Counts toward the death benefit corridor, minimum issue limit, and cost of insurance bands. The coverage must begin at issue of the base policy and does not expire. This rider is not available if the OI rider is added on the insured.

Assured Insurability (AI)

Allows the insured to increase the specified amount, by the option amount or less, at regularly specified option dates, regardless of future health. There may be other option dates if certain events occur.

Children's Term Insurance (CTI)

Provides level term insurance on each of the insured's children ages 14 days to 17 years. For each \$5,000 of initial specified amount of base policy, one unit equal to \$1,000 of coverage may be purchased for each insured child, up to a maximum of 25 units or \$25,000. Coverage ceases when the child reaches age 25. CTI offers liberal conversion privileges.

Chronic Condition Benefit (CCB)

Provides an accelerated death benefit payment amount up to 80% of the policy's specified amount, not to exceed \$300,000, if the insured requires assistance with two of the six activities of daily living for 90 consecutive days as certified by a physician or requires substantial supervision to protect him or herself from threats to health and safety due to severe cognitive impairment. There is no charge for this rider. A policy issued with this rider must include the Terminal Illness Rider. The maximum total accelerated death benefits payable by Kansas City Life under all accelerated death benefit riders for a policy can never exceed \$300,000. Only available at issue or with a \$25,000 increase.

Disability Continuance of Insurance (DCOI)

Continues the coverage while the insured is totally disabled by waiving the monthly cost of insurance and expense charges.

Disability Payment of Premium (DPP)

Will pay a monthly premium (a pre-determined amount set at issue) during the total disability of the insured. This rider continues funding when the client can't so it can accomplish the client's intended purposes. If the cash surrender value plus the DPP benefit is inadequate to keep coverage in force, an additional premium amount will be paid to the policy (much like a DCOI benefit) to ensure it does not lapse.

Enhanced Living Benefits (ELB)

May allow for prepayment of a portion of the death benefit if the insured needs assistance with at least two activities of daily living or if he or she is confined to a nursing home. The proceeds paid from the ELB have no restrictions or limits on how they are used.

Available riders

Income Assured Option (IAO)

Allows the owner to choose how the death benefit is paid out. At the time the endorsement is added, the owner designates a Lump Sum Benefit that is immediately paid out at proof of death. The owner also designates an Installment Benefit Amount paid for a designated number of installment benefit years after proof of death. Payments of the Installment Benefit Amount begin one modal period after the Lump Sum Benefit is paid and are paid according to the mode elected.

Monthly Benefit Rider (MBR)

Designed to replace a family's lost income due to the death of the primary insured, this rider provides a monthly income benefit payable for a period of time selected at policy issue. If elected, it automatically increases 3% each year during the insured's lifetime. Multiple MBRs, with different beneficiaries, can be added to a single policy as long as the total benefit does not exceed specified limits.

Other Insured (OI)

Provides level yearly renewable term coverage on the person insured by the rider. Only the primary insured, spouse, children and/or business associates of the primary insured may be covered by this rider. Preferred rates available. Maximum is two times the base policy specified amount for the primary insured and the maximum for any person other than the

primary insured is the specified amount of the base policy. If the ATC rider has been issued on the policy, this rider is not available for the primary insured.

Overloan Protection Rider (OPR)

May prevent the EquiFlex IUL from lapsing due to overloaning which causes a taxable event for the policyowner. Rider is added to all GLP policies. Can be exercised only under the following conditions: 1) insured is at least 75 years old; 2) policy has been in force for at least 15 policy years; 3) loan balance exceeds the specified amount and 4) loan balance is equal to 96% of the total policy value (any loan in excess of this amount must be first repaid).

Terminal Illness Rider (TIR)

Provides an accelerated death benefit of up to 80% of the policy's specified amount, not to exceed \$300,000. The TIR benefit is paid to the policyowner if the insured is diagnosed by a physician as having a terminal illness with a life expectancy of 12 months or less. There is no charge for this rider. The maximum total accelerated benefits payable by Kansas City Life under all accelerated death benefit riders for a policy can never exceed \$300,000. Only available at issue or with a \$25,000 increase.

For more information

Kansas City Life Insurance Company, 800-572-2467, ext. 6411. Scott Allard, scott.allard@kclife.com; Misty Wilcox, misty.wilcox@kclife.com; Steve Zadeh, steve.zadeh@kclife.com.

Standard & Poor's and S&P are registered trademarks of Standard & Poor's Financial Services LLC ("S&P") and Dow Jones is a registered trademark of Dow Jones Trademark Holdings LLC ("Dow Jones") and have been licensed for use by S&P Dow Jones Indices LLC and sublicensed for certain purposes by Kansas City Life Insurance Company. The "S&P 500" is a product of S&P Dow Jones Indices LLC, and has been licensed for use by Kansas City Life Insurance Company. Kansas City Life Insurance Company's EquiFlex Indexed Universal Life is not sponsored, endorsed, sold or promoted by S&P Dow Jones Indices LLC, Dow Jones, S&P, or their respective affiliates and neither S&P Dow Jones Indices LLC, Dow Jones, S&P, or their respective affiliates make any representation regarding the advisability of investing in such product.

The coverage described in this fact sheet is for the EquiFlex Indexed Universal Life, a product of Kansas City Life Insurance Company (Home Office: Kansas City, Mo.). Policy form ICC19J205/J205 or ICC19J206/J206, rider forms R102, R123, R208, R209, R191, R204/R224, M652, R225, R226, ICC17R243/R243, ICC17R245/R245, ICC19R248/R248, ICC19R249/R249. Form numbers may differ by state. Coverage may not be available in all states.



KANSAS CITY LIFE

3520 Broadway
Kansas City, MO 64111
816-753-7000
www.kclife.com

FOR AGENT USE ONLY. NOT FOR USE WITH MEMBERS OF THE PUBLIC.