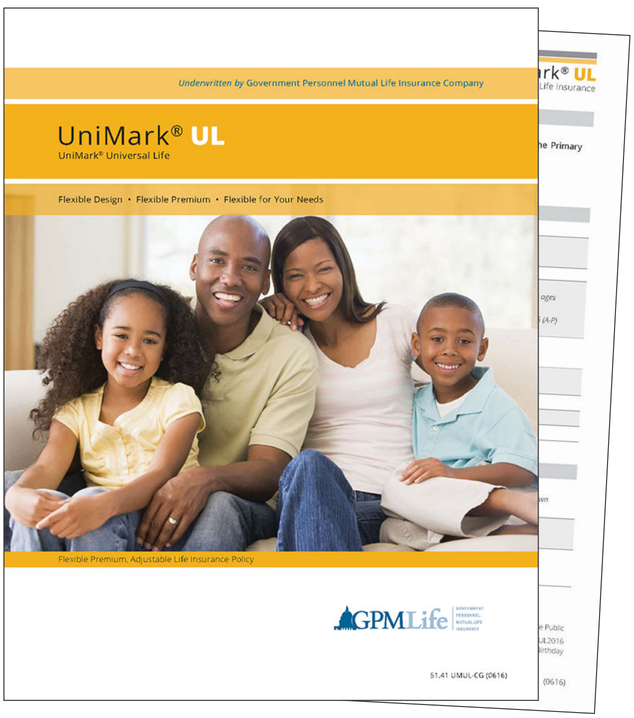
GPMLife
Government Personnel Mutual Life Insurance Company

UniMark® UL

UniMark® Universal Life

PRODUCER GUIDE



Expanded Rider Offerings

Issued Through Age 80

Matures at Age 100[1]

Flexible Premium

For Producer Use Only • Not For Public Distribution

[1] Assumes cash values are adequate to assure the policy can reach the Maturity Date

CHARACTERISTICS

Universal Life Insurance is a type of permanent life insurance. As long as adequate premiums are paid, coverage will continue until the stated maturity date. Universal Life offers flexibility to the policyholder.

- Flexible Premiums
- Flexible Coverage Options
- Access to cash values through withdrawals or loans

However, it is important to remember that some changes can result in the life insurance coverage ending before the Insured's death or the policy's maturity. During the first policy year, the UniMark UL does not permit loans, withdrawals or any increases or decreases in the face amount.

The life insurance contract sets-forth the policy guarantees.

- Guaranteed Minimum Interest Rate
- Guaranteed Maximum Cost of Insurance (COI)
- Guaranteed Maximum Premium Loads and Policy Fees

However, the company may declare a higher interest rate, a lower COI, or lower loads and fees. Each can improve the accumulation of cash value within the policy.

Premiums are a flexible component of a Universal Life insurance product. Minimum premiums are set to keep the policy in force during the Minimum Premium Period. It is important to remember that payment of minimum premium, even on a timely basis, will generally not provide sufficient values to carry the policy until its scheduled maturity.

There are also maximum premiums, referred to as Guideline Level Premium and Guideline Single Premium. These are calculated based on the given age, risk class, and amount of the policy. Payment in excess of the Guideline Premium limit will cause the life insurance policy to lose its tax-favored status and proceeds would not be treated as life insurance for tax purposes. Therefore, no premiums in excess of Guideline Premium are accepted. The policyholder can pay a premium equal to or greater than the Minimum Premium but no more than the stated Guideline Premium. However within this range there are two other premium classifications that are important.

A Modified Endowment Contract (MEC) is one that fails to meet the 7-pay test, as set forth in the Internal Revenue Code. A contract that meets the definition of a MEC, will always be a MEC. Withdrawals of cash value during the lifetime of the Insured are taxed differently on a MEC than for a non-MEC life insurance policy. While lifetime withdrawals from a non-MEC life insurance policy are taxed on a FIFO (First-In-First-Out) basis, lifetime withdrawals from a MEC are taxed on a LIFO (Last-In-First-Out) basis. This means all interest earned in the contract is treated as withdrawn first.

The other premium classification is the Target (or CAP) premium. The Target premium is a level premium payable over the lifetime of the policy. Based on age, risk class, and amount, the Target premium for the UniMark UL is calculated to carry the policy to age 95, when possible. Maximum 1st year commissions are payable up to the Target premium. Premiums paid in the first year over the Target premium amount will earn Excess Commission.

The GPM Life illustration includes the Guideline Single, Guideline Annual, and 7-Pay Test (MEC) Premiums. The Illustration software screen output shows all premium categories, including Minimum and Target (CAP) premiums.

POLICY DESIGN

UniMark is a Flexible Premium, Adjustable Benefit Universal Life Insurance Policy which can cover one individual Insured or an Insured's entire family. To determine accurately the appropriate amount of insurance for a given Insured, the need for life insurance protection must first be considered, then the prospective policy-owner's ability to pay premiums. UniMark is specially designed to change as the policy-owner's need and ability to pay change. In particular, here are the options available to the UniMark policy-owner after the first policy year:

1. Increase or decrease the Specified Amount (note: a decrease in Specified Amount may require a forced withdrawal of policy cash values, while an increase in Specified Amount may require additional premiums);
2. Lengthen or shorten the duration of UniMark life insurance protection;
3. Make certain changes to future planned premium deposits:
    - Increase or decrease the amount of premiums paid;
    - Lengthen or shorten the premium payment period;
    - Make unscheduled premium payments, including 1035 policy exchanges, within legal policy limits; and
    - Stop payments or start them again within legal policy limits.

DEATH BENEFIT OPTIONS

OPTION A LEVEL DEATH BENEFIT

The Death Benefit under this Option will be the greater of

1) the level Specified Amount; and
2) a percentage of the policy Accumulation Value on the day the Insured dies.

Under Option A, the policy cash value is part of the Specified Amount. The initial Specified Amount is shown in the policy. In this case, the pure insurance amount (net amount at risk) subject to cost of insurance charges could decrease over time.

In some situations under Option A, the Accumulation Value can actually approach the Specified Amount of the policy. When this situation occurs, the level Death Benefit will automatically increase to comply with the Death Benefit corridor.

OPTION B INCREASING DEATH BENEFIT

The Death Benefit under this Option is generally equal to the Accumulation Value plus the Specified Amount. More specifically, the Death Benefit under this option will be the greater of

1) the Accumulation Value of the policy plus the Specified Amount or
2) a percentage of the Accumulation Value on the day the Insured dies.

If Option B is elected, it will apply only until the later of attained age 75 or 20 years from issue, after which the option will automatically change to Option A.

CHOOSING A SPECIFIED AMOUNT & DEATH BENEFIT OPTION CHOICE

The policy-owner chooses the Specified Amount and the option desired when applying for the UniMark policy. At any time after the first policy anniversary, the policy-owner may apply in writing for an increase or decrease in Specified Amount.

SPECIFIED AMOUNT INCREASES

Any increase must be at least equal to a minimum of $10,000 and the increase will be subject to a new Surrender Charge schedule. The Accumulation Value after the increase must exceed the potential Surrender Charge plus any indebtedness, or else an additional premium payment will be required. The increase will take effect as of the date of the endorsement and will require additional evidence of insurability. Increases must be made according to the same Death Benefit option as on the original Specified Amount.

SPECIFIED AMOUNT DECREASES

Any decrease can not result in the Specified Amount being less than the minimum required amount shown in the policy nor can a decrease result in the remaining policy proceeds exceeding the Deficit Reduction Act (DEFRA) Guideline limit. Decreases will be taken from any prior increases first and then from the original Specified Amount. GPM Life will notify the policy-owner of the new minimum premium after the decrease takes effect. Any request for a decrease will take effect on the monthly anniversary date following the receipt of the request by GPM Life.

The decrease could result in a forced withdrawal of Accumulation Values under the DEFRA Guideline Rules. The decrease could also result in a Surrender Charge applied against the Accumulation Value, if Surrender Charges are still applicable.

DEATH BENEFIT OPTION CHANGE

The Specified Amount is decreased by the Accumulation Value when the change is from Option A to Option B. The Specified Amount is increased by the Accumulation Value when the change is from Option B to Option A. Any change of option will take effect on the monthly anniversary following the receipt of the request by GPM Life. Evidence of insurability may be required.

OPTION B CROSSOVER DATE

Option B will automatically change to Option A at the later of attained age 75 or 20 years from issue.

PARTIAL SURRENDERS of ACCUMULATION VALUE

The insurance proceeds under either Option A or B will be reduced by the amount of any partial surrender of policy values.

FAST FACTS

KEY FEATURES

- Flexible Premiums
- Payment of Target Premiums, as scheduled, will generally produce positive cash values to the Primary Insured's 95th birthday.
- Interest rate bonus of 0.75% beginning in the 21st policy year
- Expanded non-medical underwriting limits

POLICY SPECIFICATIONS

MINIMUM FACE AMOUNT / UNDERWRITING CLASS		
$25,000	Standard Non-Tobacco	*issue ages 15-80*
$25,000	Standard Tobacco	*issue ages 18-80*
$250,001	Preferred Non-Tobacco Preferred Plus Non-Tobacco Preferred Tobacco	*issue ages 18-65*
$100,000	Preferred Non-Tobacco Preferred Plus Non-Tobacco Preferred Tobacco	*issue ages 66+*

FACE AMOUNT BANDS*			
BAND 1	$25,000	to	$99,999
BAND 2	$100,000	to	$250,000
BAND 3	$250,001	to	$499,999
BAND 4	$500,000	to	$999,999
BAND 5	$1,000,000	to	$10,000,000

* Call for Active Duty Military Limits

UNDERWRITING RATE CLASSES		
PREF NT	Preferred Non-Tobacco	No tobacco in any form in the past 3 years
PREF+ NT	Preferred Plus Non-Tobacco	No tobacco in any form in the past 5 years
STD NT	Standard Non-Tobacco	No tobacco in any form in the past 12 months
PREF Tb	Preferred Tobacco	Have used tobacco in some form within the past 12 months
STD Tb	Standard Tobacco	Have used tobacco in some form within the past 12 months

PREMIUM INFO.

Minimum Premium Accepted	$15 per month issue ages 0-20[1] $25 per month issue ages 21+[1]	*Subject to the calculated Minimum Premium shown on the illustration.*
Minimum Premium Periods	Issue Age: 0-67[1] Issue Age: 68-75[1] Issue Age: 76-80[1]	15 years 10 years 5 years
Death Benefit Options	OPTION A OPTION B	Level Death Benefit Increasing Death Benefit
Surrender Charge Schedule	Surrender charges are for 19 years	
Specified Amount Increase	Not permitted in the first year. Requires evidence of insurability.	
Specified Amount Decrease	Not permitted in the first year. Does not require evidence of insurability.	

Form Series: ICC19 73M UL2019

[1]Age Last Birthday

FAST FACTS

RIDERS[3]				
NAME	Abbr.	ISSUE AGE	SIZE LIMITS	DESCRIPTION
Additional Insurance Rider	AIR	18-70[1]	$10,000 Minimum	Additional protection on the primary Insured
Other Insured Rider	OIR	0-60[1]	$10,000 Minimum	Protection for additional family members
Children's Benefit Rider	CBR	0-17[1] Child Age 15-55[1] Issue Age	1 Unit - Minimum 15 Unit - Maximum	Protection specific to children
Decreasing Additional Insurance Rider	DAIR	18-70[1]	None	Decreasing term insurance on the primary Insured offered as alternative to provide a monthly income similar to a surviving spouse benefit.
Decreasing Mortgage Rider	DMR	18-70[1]	None	Decreasing term insurance on the primary Insured, designed to supplement the base permanent insurance amount and decrease with a mortgage or other loan schedule.

LIVING BENEFIT RIDERS				
NAME	Abbr.	ISSUE AGE	SIZE LIMITS	DESCRIPTION
Terminal Illness Critical Illness Chronic Illness	ALBR	18-80[1]	Lesser of $1,000,000 or policy's current Death Benefit	• Provided for no additional premium, where approved in the state of issue • Included with all Underwriting Risk Classes through Table D • Allows for an acceleration of all or a portion of the Death Benefit in the event of an eligible triggering event, subject to provisions of the rider

SUPPLEMENTAL BENEFITS RIDERS[3]				
NAME	Abbr.	ISSUE AGE	SIZE LIMITS	DESCRIPTION
Waiver of Cost of Insurance	WCOI	0-59[1, 2]	Same as Policy	Waives the monthly cost of insurance deduction, keeps policy in force during period of disability
Accidental Death Benefit	ADB	0-60[1]	$25,000 Minimum $150,000 Military Max. $200,000 Maximum	Additional life insurance for deaths caused by an accident as defined in the policy
Guaranteed Benefit Increases	GBI	0-35[1]	$5,000 Minimum $35,000 Maximum	Right to increase the Specified Amount, without evidence of insurability, on the policy anniversary following the Insured attaining age 25, 28, 31, 34, 37 and 40.

Form Series: ICC19 73M UL2019

[1] Age Last Birthday

[2] Not available ages 0-9 in the state Maryland (MD)

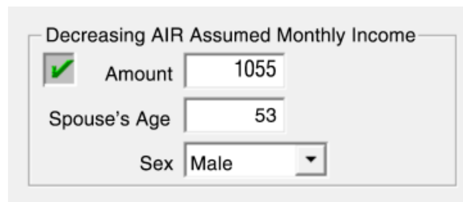
[3] Subject to approval by the state of policy issue

The Decreasing Additional Insurance Rider (DAIR) is a term life insurance rider, when combined with a UL base policy, is designed to provide a monthly income to a survivor of the Insured. DAIR is designed to replace a surviving spouse benefit in a pension plan.

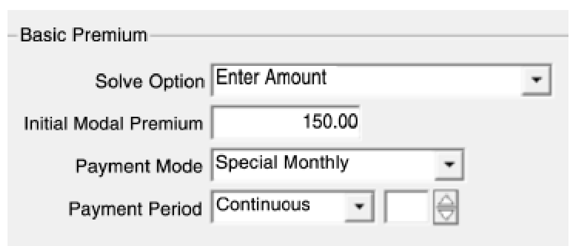
Most Federal Employees are eligible to receive a retirement annuity through their retirement system, either Civil Service Retirement System (CSRS) or Federal Employees' Retirement System (FERS). The benefit of using DAIR to the employee with the pension is they can take the full annuity during retirement. If the employee wishes to provide a survivor benefit for their spouse in the government pension, their retirement annuity will be reduced by approximately 10%. The employee may be able to provide a similar benefit through a private life insurance policy, at a lower cumulative cost. This concept is commonly referred to as "pension maximization."

How does the DAIR Work?

DAIR is illustrated using GPM Life's Illustration software. Starting with a UniMark UL base policy (usually 100,000), the amount of monthly income to the survivor is entered, along with the survivor's age and gender.



Premium for the base and DAIR can either be calculated by selecting the Target premium, or entering a similar amount as the first year cost of the government survivor benefit. Premiums should be adjusted to make sure the Death Benefit at the current illustrated interest rate lasts until age 100.



The Monthly Income Disclosure page of the example shows the monthly income desired in the far right hand column. The far left hand column shows the amount of combined (base +DAIR) Death Benefit needed to fund the monthly income, based on the remaining life expectancy of the survivor. In other words, as the survivor ages with the Insured, the Death Benefit needed to fund the monthly income decreases, as the amount of time the survivor is expected to need the income also decreases.

Year	Spouse Age	DAIR + Base Benefit Amount	Guaranteed Settlement Factor Per $1,000	Guaranteed Monthly Income	Current Settlement Factor Per $1,000	Current Monthly Income
1	60	$250,000	3.20	$800.00	4.22	$1,055
2	61	$244,150	3.29	$803.00	4.32	$1,055
3	62	$239,200	3.38	$808.00	4.41	$1,055
4	63	$233,350	3.49	$814.00	4.52	$1,055
5	64	$227,800	3.59	$818.00	4.63	$1,055
6	65	$222,550	3.71	$826.00	4.74	$1,055
7	66	$216,700	3.83	$830.00	4.87	$1,055
8	67	$211,000	3.96	$836.00	5.00	$1,055
9	68	$205,300	4.10	$842.00	5.14	$1,055
10	69	$199,000	4.25	$846.00	5.30	$1,055
11	70	$193,150	4.41	$852.00	5.46	$1,055
12	71	$187,000	4.59	$858.00	5.64	$1,055
13	72	$181,000	4.77	$863.00	5.83	$1,055
14	73	$175,000	4.98	$872.00	6.03	$1,055
15	74	$168,550	5.20	$876.00	6.26	$1,055
16	75	$162,250	5.44	$883.00	6.50	$1,055
17	76	$155,800	5.70	$888.00	6.77	$1,055
18	77	$149,500	5.98	$894.00	7.06	$1,055
19	78	$142,900	6.29	$899.00	7.38	$1,055
20	79	$136,450	6.64	$906.00	7.73	$1,055

FAQ's

Is the monthly income on the illustration guaranteed? No, the income and Death Benefit projections are based on an actuarial calculation using current settlement factors. The survivor could take the Death Benefit available when the Insured dies, and use it to buy a guaranteed income option.

Does the survivor have to take the Death Benefit as income? Not necessarily. The survivor has several other choices: lump sum, or other settlement options. In the Federal Government plans, the survivor must take the monthly income benefit.

What happens if the spouse dies before the Insured? The Insured can change the beneficiaries, supplement their retirement income by accessing the cash values, or full surrender of the policy for cash. There are no other options in the Federal Government plans.

We are a Mutual Company, managed for the long-term benefit of our policyholders. Through conservative management, experienced leadership and market-driven products, we work to assure that GPM Life will be there when your family needs us most.

Serving individuals and families, seniors, Federal employees, and Active Duty and Retired Military members, GPM Life develops products and services designed for the unique needs of our customers.

We are rated A- (Excellent) by A.M. Best for Financial Strength, as of the last date of our review.

(For details on the latest rating and the exact type, numerical order, scope, and extent of the rating, see the website: www.ambest.com.)

GPMLife

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Policy and rider forms may vary by state and may not be available in all jurisdictions. Consult policy for benefits, riders, limitations, and exclusions. Eligibility is subject to underwriting. In Montana unisex rates apply. Neither GPM Life nor its representatives offer legal or tax advice. Please consult with your legal or tax advisor regarding your individual situation before making any tax related decisions.

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Policy Form Series #ICC19 73M UL2019
Life Application Policy Form Series #ICC19 LA19
Life Application Series Part 2 – Medical Exam Policy Form Series # ICC13 ME13
Accelerated Death Benefit Rider Form Series # ICC17 70G ALBR17, 70G ALBR17, and state variations.

Children's Benefit Rider Policy Form Series #ICC18 58H CBR18
Guaranteed Benefit Increase Option Rider Policy Form Series #ICC18 59L GBI18
Other Insured Rider Policy Form Series #60J OIR19
Accidental Death Benefit Rider Policy Form Series #ICC18 59K UAD18
Waiver of Cost of Insurance Rider Policy Form Series #ICC18 59J COI18
Additional Term Insurance Rider and Decreasing Mortgage Rider Policy Form Series #60H AIR19

