



Guardian Executive Strategies® Whole Life

Today many people face tough—and sometimes, competing—challenges. For instance, a business owner often struggles to find effective ways to grow their business and ensure its continuity, while trying to identify successful strategies to help attract and retain top talent. Similarly, it's common for an individual with a high net worth to struggle to find new ways to invest and protect their assets. Throughout it all, both are mindful of the impacts their actions will have on the company's, or their own, balance sheets.

One solution for all of these issues? ESWL. It's a smart way to leverage cash flow to provide death benefit protection and long term growth while having minimal impact on a business's or individual's bottom line.

Guardian Offers a Business-sponsored Life Insurance Product

Executive Strategies® Whole Life (ESWL)¹ is designed to support the non-qualified plan needs of business owners and their key executives. It's a cost-efficient whole life policy that offers high early cash values² (that favorably impact a firm's financial statement), and a guaranteed death benefit³ that provides valuable financial protection.

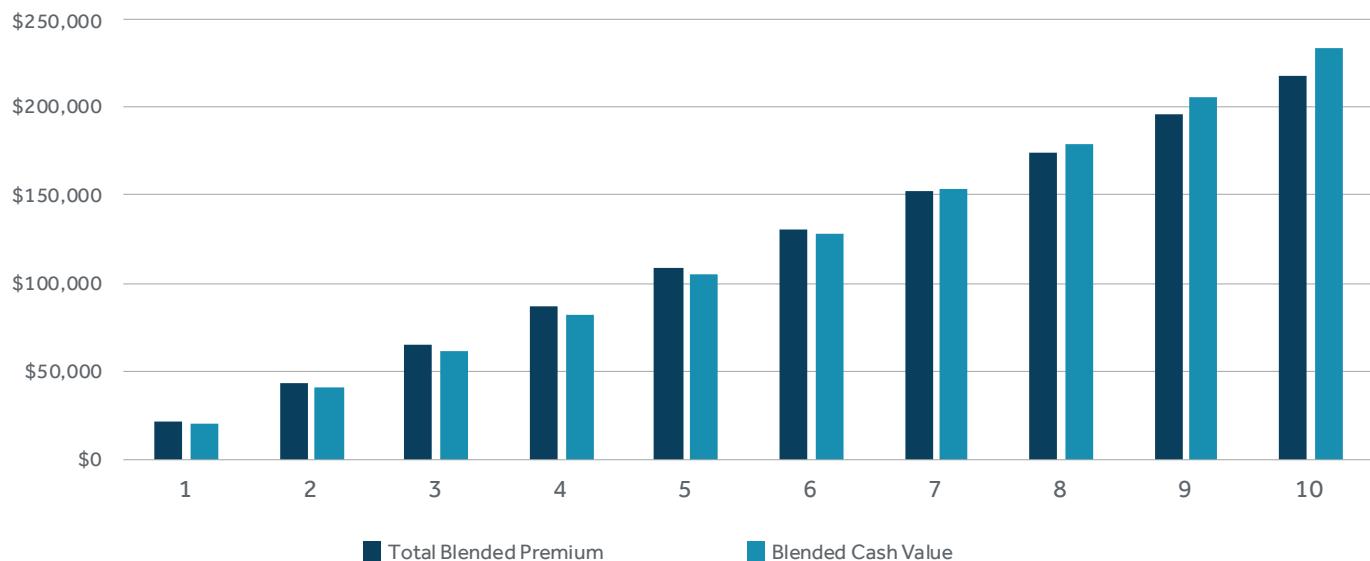
The death benefit buys time to sell other assets, especially those that are illiquid or hard to sell. The ability to avoid a forced liquidation helps to preserve the value of businesses, land, or other volatile assets.



ESWL's unique product design allows for ownership of the policy by businesses, individual policy owners, or their trusts. And it's flexible: The policy can be transferred from one life to another, which is ideal for high net worth individuals. Finally, Executive Strategies Whole Life may be self-completing in case of disability if it includes the Waiver of Premium rider.⁴

ESWL High Early Cash Value

This table illustrates a close relationship between premiums and cash values for an ESWL policy. Generally, the cash value in an ESWL policy increases at a faster rate than a traditional whole life policy. This gives the ESWL product a tremendous advantage over other whole life solutions.



*The values shown from the whole life policy are hypothetical and do not represent an actual Guardian policy currently available for sale. They are a blend of male and female rates based on the scenario described in the case study, an ESWL, age 45, Best Class, for a face amount of \$1 million. Additionally, please note, the policy values are also assuming a CSO 2017 policy beginning in 2018, based on the 2018 dividend scale in all years. (The dividend scale for 2019 and future years may be different.) Please contact your Guardian Financial Professional to have a full illustration run based on your unique scenario.

Dividends are not guaranteed. They are declared annually by Guardian's Board of Directors.

The Benefits of Guardian's ESWL

ESWL is a product specifically designed for multi-life business cases as well as single-life, employer-sponsored or premium finance cases.

ESWL may be an ideal solution if you are looking to find a way to:

- Fund executive benefits, such as non-qualified deferred compensation arrangements
- Finance business continuation in the event you lose a key employee
- Retain key employees for the long term
- Cover the loss of key employees
- Finance the cost of employee benefits, such as medical coverage
- Secure debt obligations: policy may be pledged or assigned as collateral for loans
- Establish Split Dollar arrangements
- Arrange Qualified Plans, using the Pension Trust version

Executive Strategies Whole Life: Policy Features

Issued By	The Guardian Life Insurance Company of America, New York, NY
Issue Ages	<ul style="list-style-type: none"> Fully underwritten and Simplified Issue: 18–70 Guaranteed Issue: 18–65
Minimum Face Amount and/or Case Size⁵	<ul style="list-style-type: none"> \$250,000 Face Amount Single life – \$100,000 non-rated base annual premium including riders, except PUA Two or more lives – \$50,000 non-rated base annual premium total across all policies⁶ Simplified Issue – 5 lives Guaranteed Issue – 10 lives
Riders^{4,7} Various rider options help to enhance the policy's performance and flexibility. ⁸	<ul style="list-style-type: none"> Waiver of Premium Waiver of Specified Amount Enhanced Accelerated Benefit⁹ Paid-Up Additions¹¹ Guaranteed Insurability Option Exchange of Insureds Select Security¹⁰ 10-Year Annually Renewable Term Accidental Death Benefit Index Participation Feature (IPF)¹²
Dividend Options Please note that Guaranteed Issue policies have a limited number of dividend options.	ESWL offers a number of dividend options, including the following preferred choices: <ul style="list-style-type: none"> Purchase paid-up additional insurance Purchase term life insurance; balance to purchase additional insurance or to reduce premium Loan repayment
Premium	Guaranteed level premiums to age 90 when the policy becomes paid up
Loans¹³	Policy loans and withdrawals are allowed when there is sufficient cash value. The loan interest rate is 6% until the later of age 65 or after the 20th policy year, when it changes to 4%. Variable Loan Rate Option in Policy Year 10.
Cash Value	First-year cash values are equal to 95% of the annual premium for classes Standard or better. Cash value can help create strong living benefits.

- ¹ Executive Strategies® Whole Life (ESWL) is issued on policy form number 18-ESWL.
- ² Some whole life policies do not have cash values in the first two years. Talk to your financial representative and refer to your individual whole life policy illustration for more information.
- ³ 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.
- ⁴ Rider benefits may not be available in all states. A Waiver of Premium rider waives the obligation for the policyholder to pay further premiums should he or she become totally disabled continuously for at least six months. This rider will incur an additional cost. See policy contract for additional details and requirements.
- ⁵ Single-life special cases available – personal policy on top of employer-sponsored coverage. Minimum annual base premium per case is \$50,000 in these special cases.
- ⁶ Minimum base premium can be split between two or more lives.
- ⁷ Guaranteed issue version of ESWL offers only the PUA and IPF riders.
- ⁸ Rider form numbers: Waiver of Premium (18-WP WL), EABR (01-R111), PUA (18-PUA), EGIO (06-R31), SIO (97-R112), Exchange of Insureds (96-R61), Select Security (91-R110), RTR-10, (06-R66), Accidental Death Benefit (86-R1), IPF (15-IPR).
- ⁹ The cash surrender value, loan value, and death proceeds payable will be reduced by any lien outstanding due to the repayment of an accelerated benefit under this rider. The accelerated benefits in the first year reflect deduction of a one-time \$250 administrative fee, indexed at an inflation rate of 3% per year to the rate of acceleration. Please see state-specific EABR Disclosure form (01-ABR-1) for complete details about the rider.
- ¹⁰ Only available on Executive Bonus Plan.
- ¹¹ Paid-up Additions (PUA) are purchases of additional insurance (death benefit) that have a cash value. These purchases are made with dividends and/or a rider that allows the policyholder to pay an additional premium over and above the base premium. This creates the growth of death benefit and cash values in a participating whole life policy. Adding large amounts of paid-up additions may create a Modified Endowment Contract (MEC). A MEC is a type of life insurance contract that is subject to last-in-first-out (LIFO) ordinary income tax treatment, similar to distributions from an annuity. The distribution may also be subject to a 10% federal tax penalty on the gain portion of the policy if the policy owner is under age 59½. The death benefit is generally income tax free.
- ¹² The Index Participation Feature (IPF) is a rider available with select Guardian participating whole life policies. With the new IPF, policyholders can now allocate between 0% and 100% of the cash value of paid-up additions (PUA) to the IPF each year. The IPF provides an adjustment to the dividend paid under the policy. This adjustment, subject to the cap rate (currently 12.5%) and floor (currently 4%), may be positive or negative based on the S&P 500 price return index performance. Adverse market performance can create negative dividend adjustments which may cause lower overall cash values than would otherwise have accrued had the IPF rider not been selected. While the adjustment provided by this rider is affected by the S&P 500 price return index, it does not participate in any stock or equity investment of the S&P 500 price return index.
- ¹³ Policy benefits are reduced by any outstanding loans and loan interest. Dividends, if any, are affected by policy loans and loan interest. If the policy lapses, or is surrendered, any 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 59 ½, any taxable distribution from the policy may also be subject to a 10% federal tax penalty.

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