



Life insurance that can
return premiums

FACT SHEET

KANSAS CITY LIFE INSURANCE COMPANY



Cashback Life 20
Cashback Life 30
Cashback Life

STATE EXCEPTION

Cashback Life State Exception only available in Ohio, Pennsylvania, Utah and Washington. Please see last two pages for Cashback Life State Exception.

Benefits

The Cashback Life 20 and 30 Return of Premium life insurance offers life insurance to age 95 and provides a death benefit if the insured dies while the policy is in force and cash value to the owner upon surrender. At the end of 20 or 30 years, the cash value equals the basic premiums paid (assuming no policy changes). Premiums are level for 20 or 30 years.

For clients:

- If the insured dies while the policy is in force, the beneficiary receives the death benefit.
- At the end of the 20 or 30 year level premium period, 100 percent of premiums are available if the client surrenders the policy. (Premium for base coverage only. Rider premium and substandard premium not included.)
- Great for business insurance, college funding, mortgage acceleration.
- Compared to a level 20 or 30 year term, there is zero net cost to the client at end of 20 or 30 year period.

For you:

- Higher premiums than traditional level premium 20 or 30 year term means more compensation.
- No policy fee so 100 percent of premium is commissionable.
- One hundred percent of cash value is commissionable when converted.

Specs

The following is a brief summary of the Cashback Life 20 and Cashback Life 30 product specifics. Please see the Product Guide on the Kansas City Life Illustration System, www.iKClife.com, for complete details and limitations.

	Cashback Life 20	Cashback Life 30
Issue ages	Age near birthday PENT, PNT, SSNT, SNT 20-60 PT, ST 20-55	Age near birthday PENT, PNT, SSNT, SNT, PT 20-50 B50 MST 20-41 Other ST 20-50
Risk classifications	Preferred Elite Nontobacco (PENT) Preferred Nontobacco (PNT) Standard Select Nontobacco (SSNT) Standard Nontobacco (SNT) Preferred Tobacco (PT) Standard Tobacco (ST)	Preferred Elite Nontobacco (PENT) Preferred Nontobacco (PNT) Standard Select Nontobacco (SSNT) Standard Nontobacco (SNT) Preferred Tobacco (PT) Standard Tobacco (ST)
Minimum issue limits	PENT, PNT, SSNT, PT Issue ages 20-49 \$100,000 Issue ages 50+ \$50,000 SNT, ST All issue ages \$50,000	PENT, PNT, SSNT, PT Issue ages 20-50 \$100,000 SNT, ST All issue ages \$50,000

Policy fee

None

Premium bands

B50, B100, B250, B500

Premium modes

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

Requalification

Cashback Life 20: Insured may requalify after the 10th policy anniversary but before age 60 for PENT, PNT, SSNT and SNT and before age 55 for PT and ST. Rates for the new policy are based on the age nearest birthday of the insured at the time of requalification. Requires evidence of insurability.

Cashback Life 30: Insured may requalify after the 10th policy anniversary but before age 50 for PENT, PNT, SNT, SSNT and PT; before age 41 for B50 MST; and before age 50 for other ST policies. Rates for the new policy are based on the age nearest birthday of the insured at the time of requalification. Requires evidence of insurability.

Conversion

Cashback Life 20: The final conversion date is the earlier of the policy anniversary nearest the insured's 65th birthday or the 10th policy anniversary. Upon conversion, any available cash value may be transferred to the new policy and is fully commissionable. No conversion credit, other than cash value, is available.

Cashback Life 30: The final conversion date is the earlier of the policy anniversary nearest the insured's 65th birthday or the 20th policy anniversary. Upon conversion, any available cash value may be transferred to the new policy and is fully commissionable. No conversion credit, other than cash value, is available.

Nonforfeiture provision

If a client stops making premium payments, Cashback Life 20 and Cashback Life 30 (depending on policy net cash value) automatically convert to extended term coverage unless he or she opts for the paid-up coverage with reduced death benefit option, or if the policy is issued as substandard. Either option is based on how much the cash value will buy as a net single premium at the insured's attained age on the due date of the premium default.

Automatic loan provision

At time of application or during the grace period, a client may request the automatic loan provision which automatically pays any premium unpaid at the end of the grace period by charging the premium as a loan against the policy. The loan and loan interest may not exceed the cash value of the policy as of the next policy anniversary or the next premium due date, if earlier. These loans are subject to the same terms and provisions as other policy loans with interest – at the loan interest rate – charged from the premium due date.

Loans

To help your client meet emergency needs, he or she can tap into the policy's cash value through policy loans. The amount of loan available is the cash value of the policy as of the next policy anniversary or the next premium due date, if earlier, less any past due premium, any existing policy loan or any loan interest to the next policy anniversary or the next premium due date, if earlier.

Loan interest rate

Interest at the rate of 8 percent per year is charged on a policy loan from the date of the loan.

Available riders

Cashback Life 20 and Cashback Life 30 offer a variety of riders which allow 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, www.iKClife.com, for complete details and rider limitations.

Accidental Death Benefit (ADB)

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

Children's Term Insurance (CTI)

Provides level term insurance (up to a maximum of \$25,000) on each of the insured's children ages 14 days to 17 years. Coverage continues until the insured child reaches age 25 or when the insured reaches age 65. CTI offers liberal conversion privileges.

Income Assured Option (IAO)

Allows the owner to choose how the death benefit is paid out. The owner can select the amount, duration and frequency of income payments and still maintain a lump sum benefit as well.

Living Benefits Rider (LBR)

Gives the policyowner access to the death benefit proceeds when the insured meets one of two triggering events: (1) terminal illness with a life expectancy of 12 months or less; or (2) eligible nursing home confinement of at least six months that is expected to last until death. No more than \$250,000 of the policy's proceed may be designated for prepayment.

Spouse's Term Insurance (STI)

Provides decreasing term insurance on the insured's spouse.

Terminal Illness Rider (TIR)

Provides an accelerated death benefit of up to 50 percent of the policy's face amount. The TIR benefit is paid to the policy owner if the insured is diagnosed by a physician to have a terminal illness with a life expectancy of 12 months or less. There is no premium charge to add this rider.

Waiver of Premium (WP)

Premiums payable during a period of total disability are waived. For premiums to be waived, disability must have existed for six consecutive months and must have occurred before age 60 and prior to the expiration date of policy.

Cashback Life State Exception only available in Ohio, Pennsylvania, Utah and Washington.

Benefits

The Cashback Life State Exception is also return of premium life insurance; however, the coverage period varies by issue age. It offers level insurance for the coverage period and provides a death benefit in the event of death of the insured while the policy is in force and provides cash value to the owner upon surrender. At the end of the coverage period, the cash value equals the premiums paid to that point (assuming there are no policy changes, riders or substandards) and the policy ceases. Premiums are level for entire coverage period.

For clients:

- If the insured dies while the policy is in force, the beneficiary receives the death benefit.
- At the end of the coverage period, 100 percent of premiums are available if the client surrenders the policy. (Premium for base coverage only. Rider premium and substandard premium not included.)
- Great for business insurance, college funding, mortgage acceleration.
- Compared to a level 20 or 30 year term, there is zero net cost to the client at end of the coverage period.

For you:

- Higher premiums than traditional level premium 20 or 30 year term means more compensation.
- No policy fee so 100 percent of premium is commissionable.
- One hundred percent of cash value is commissionable when converted.

Specs

The following is a brief summary of the Cashback Life State Exception product specifics. Please see the Product Guide on the Kansas City Life Illustration System, www.iKCLife.com, for complete details and limitations.

Cashback Life State Exception		
Issue ages	Age near birthday	
	PENT, PNT, SSNT, SNT PT, ST	20-60 20-55
Risk classifications	Preferred Elite Nontobacco	(PENT)
	Preferred Nontobacco	(PNT)
	Standard Select Nontobacco	(SSNT)
	Standard Nontobacco	(SNT)
	Preferred Tobacco	(PT)
	Standard Tobacco	(ST)
Minimum issue limits	PENT, PNT, SSNT, PT	
	Age 20-50	\$100,000
	Issue ages 51+	\$50,000
	SNT, ST	
	All issue ages	\$50,000

Policy fee

None

Premium bands

B50, B100, B250

Premium modes

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

Coverage periods	
Issue age	Coverage period (years)
20-50	30
51	29
52	28
53	27
54	26
55	25
56	24
57	23
58	22
59	21
60	20

Specs (cont.)

Requalification

Insured may requalify after the 10th policy anniversary but before age 60 for PENT, PNT, SSNT and SNT and before age 55 for PT and ST. Rates for the new policy are based on the age nearest birthday of the insured at the time of requalification. Requires evidence of insurability.

Conversion

The final conversion date is the earlier of the policy anniversary nearest the insured's 65th birthday or the 20th policy anniversary. Upon conversion, any available cash value may be transferred to the new policy and is fully commissionable. No conversion credit, other than cash value, is available.

Nonforfeiture provision

If a client stops making premium payments during the level premium period, Cashback Life State Exception (depending on policy net cash value) automatically converts to extended term coverage unless he or she opts for the paid-up coverage with reduced death benefit option, or if the policy is issued as substandard. Either option is based on how much the net cash value will buy as a net single premium at the insured's attained age on the due date of the premium default.

Automatic loan provision

At time of application or during the grace period, a client may request the automatic loan provision which automatically pays any premium unpaid at the end of the grace period by charging the premium as a loan against the policy. The loan and loan interest may not exceed the cash value of the policy as of the next policy anniversary or the next premium due date, if earlier. These loans are subject to the same terms and provisions as other policy loans with interest – at the loan interest rate – charged from the premium due date.

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Loan interest rate

Interest at the rate of 8 percent per year is charged on a policy loan from the date of the loan.

Available riders

Cashback Life State Exception offers a variety of riders which allow 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, www.iKClife.com, for complete details and rider limitations.

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Waiver of Premium (WP)

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For more information

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KANSAS CITY LIFE

The coverage described in this fact sheet is for the Cashback Life series, products of Kansas City Life Insurance Company (Home Office: Kansas City, Mo.). Policy forms J183 or J184; rider forms R102, R207, M652, R229, R210, R230 and R214. Form numbers may differ by state. Policy J183 is not available in Ohio, Pennsylvania, Utah and Washington.

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