

# Cost of insurance (COI) summary

	Annually increasing Pay to 85 COI	Limited-pay COI			Level COI
		10-pay	15-pay	20-pay	
<b>Target market</b>	Clients who want to: <ul style="list-style-type: none"> <li>Maximize tax-advantaged investment component</li> </ul>	Clients who want to: <ul style="list-style-type: none"> <li>Avoid risk</li> <li>Have guarantees with a fixed COI period</li> <li>Purchase insurance for a child or grandchild (juvenile)</li> </ul>			Clients who want to: <ul style="list-style-type: none"> <li>Lock-in COI charges</li> <li>Have simplicity and guarantees</li> </ul>
<b>Issue ages</b> <i>Single</i>	0-65	0-85	0-85	0-80	18-85
<i>Joint first-to-die</i>	<ul style="list-style-type: none"> <li><b>Minimum:</b> 18 for the youngest insured</li> <li><b>Maximum:</b> 65 equivalent single age (ESA)</li> </ul>	<ul style="list-style-type: none"> <li><b>Minimum:</b> 18 for the youngest insured</li> <li><b>Maximum:</b> 85 ESA</li> </ul>	<ul style="list-style-type: none"> <li><b>Minimum:</b> 18 for the youngest insured</li> <li><b>Maximum:</b> 85 ESA</li> </ul>	<ul style="list-style-type: none"> <li><b>Minimum:</b> 18 for the youngest insured</li> <li><b>Maximum:</b> 80 ESA</li> </ul>	<ul style="list-style-type: none"> <li><b>Minimum:</b> 18 for the youngest insured</li> <li><b>Maximum:</b> 85 ESA</li> </ul>
<i>Joint last-to-die</i>	<ul style="list-style-type: none"> <li><b>Minimum:</b> 18 for the youngest insured</li> <li><b>Maximum:</b> 65 ESA and 85 for the oldest insured.</li> </ul>	<ul style="list-style-type: none"> <li><b>Minimum:</b> 18 for the youngest insured</li> <li><b>Maximum:</b> 85 for the oldest insured</li> </ul>			<ul style="list-style-type: none"> <li><b>Minimum:</b> 18 for the youngest insured</li> <li><b>Maximum:</b> 85 for the oldest insured</li> </ul>
<b>Surrender charges</b> (percentage of target premium)	Year 1: 125      Year 6: 400 Year 2: 200      Year 7: 200 Year 3: 300      Year 8: 100 Year 4: 400      Year 9: 50 Year 5: 400	No surrender charges			Year 1: 125      Year 6: 400 Year 2: 200      Year 7: 200 Year 3: 300      Year 8: 100 Year 4: 400      Year 9: 50 Year 5: 400
<b>Issue minimums</b>	<ul style="list-style-type: none"> <li>\$25,000 for single life</li> <li>\$50,000 for joint life</li> </ul>				
<b>Cost of insurance (COI)</b>	COI charges increase annually and stop after age 85. Once set, the rate scale is guaranteed not to increase for the duration of the coverage.	Once set, the COI charges on the coverage are guaranteed and will cease after 10 years.	Once set, the COI charges on the coverage are guaranteed and will cease after 15 years.	Once set, the COI charges on the coverage are guaranteed and will cease after 20 years.	Once set, the level COI rate is guaranteed for the duration of the coverage.
<b>Premium flexibility</b>	During and after the COI period, clients can pay additional premiums to enhance tax-advantaged savings and increase the death benefit. This accumulation can also be used to reduce payments in the future. Accumulator option allows clients to further maximize future tax-advantaged accumulation.				
<b>Guaranteed cash value</b>	No	Yes, commencing at the start of fifth coverage anniversary.			No
<b>Death benefit options</b>	<ul style="list-style-type: none"> <li>Coverage Plus death benefit</li> <li>Level death benefit</li> </ul>	<ul style="list-style-type: none"> <li>Coverage Plus death benefit</li> </ul>			<ul style="list-style-type: none"> <li>Coverage Plus death benefit</li> </ul>
<b>Guaranteed death benefit</b>	As long as the COI charges are paid for the duration of the coverage, the death benefit is guaranteed. The amount of any additional death benefit under Coverage Plus is not guaranteed.	As long as the required monthly COI charges (10, 15 or 20 years) are paid, the death benefit is guaranteed. The amount of any additional death benefit under Coverage Plus isn't guaranteed.			As long as the COI charges are paid for the duration of the coverage, the death benefit is guaranteed. The amount of any additional death benefit under Coverage Plus is not guaranteed.
<b>Ability to change COI options</b>	Ability to change to level or limited-pay COI as long as the risk doesn't increase.	Ability to change COI options is not available.			Ability to change to level or limited-pay COI as long as the risk doesn't increase.
<b>Additional riders and benefits</b>	Yes, see the <i>Great-West Life universal life insurance advisor guide</i> for those available for single and joint lives.				
<b>Ability to cover more than one life</b>	Can be structured as joint first-to-die or joint last-to-die.				
<b>Investment options</b>	Clients can choose their interest options. Options include: <ul style="list-style-type: none"> <li>Daily interest option</li> <li>Guaranteed interest options</li> <li>Folio options</li> <li>Index-linked variable interest options</li> <li>Fund-linked variable interest options</li> </ul>				

For more information, see the *Great-West Life universal life insurance advisor guide*. Additional information is available on the advisor site under Products and tools > Life insurance > Great-West Life products > Universal life.