



IncomeSense: Frequently Asked Questions

What is life insurance?

Life insurance is a contract between you and an insurance company. You pay premiums and your beneficiaries are guaranteed a payout called a death benefit, after you die. Payouts can help provide for loved ones, helping them cover final expenses or replace your income.

Why buy life insurance?

It's tough to talk about what happens when we're gone. But it's important to consider how others would cope if you were not there to contribute financially. Everyday expenses, from childcare to groceries to mortgage payments don't disappear if you're gone. A life policy can help your spouse, children, parents or anyone who depends on your earnings, make ends meet.

What is a beneficiary?

A beneficiary is a person or entity you choose to receive a policy's death benefit. It can be an adult, a charity, a business or other entity. You may also name a trust as a beneficiary.

What is IncomeSense life insurance?

IncomeSense is a policy that can provide a monthly death benefit payout to help cover a recurring costs. Coverage decreases monthly until the last five years with premium rates guaranteed to never increase.

What does IncomeSense cover?

It can help pay a mortgage or other monthly expenses, helping ensure your family can stay in their home. It can also be used as income replacement to help safeguard your family's financial future.

Is it affordable?

It may be more budget friendly than you think. Plus, proceeds are not typically subject to federal income tax.

Simple Experience. Sensible Approach. Customized Solution.

Issuer: Western-Southern Life Assurance Company

Do you need a medical exam?

No. IncomeSense offers policies that do not require time-consuming or invasive exams. Our easy-to-use platform can issue them instantly. If approved, you're automatically covered once you accept the offer, review and sign appropriate documents and disclosures, and provide payment details. Pay your premiums and your policy remains in force for the policy period or your whole life, depending on the type.

What are other features?

The application is simple with only a few questions. The quote is free with no obligation. The process is 100% digital. And you can get approved in minutes. Plus, coverage can be customized. Monthly payouts can be up to \$10,000 depending on age and term. And durations can be up to 30 years (not past age 65).

How is duration decided?

Factors include:



> **Your Age:** A policy can cover you until age 65.



> **Your Children's Age(s):** How long you need to support them.



> **Your Mortgage:** How many years remain.

Many people match duration to financial protection milestones like a mortgage, to age 65 or retirement.

Can I change policy details?

Coverage specifics cannot be changed after a policy starts without applying for a new policy. But basic information such as name, address or beneficiaries may be modified by calling or logging into the customer portal.

How do I pay?

You can pay policy premiums by credit card or bank draft. Payments are automatically debited when due. Contact us if your account details change.

What about the company?

IncomeSense policies are distributed by Gerber Life Agency and issued by Western-Southern Life Assurance Company, member of the **Western & Southern Financial Group** with an 1888 heritage and high industry ratings.

Does IncomeSense make sense for you? Find out today!

westernsouthern.com/benefits-incomesense

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