3300 Mutual of Omaha Plaza, Omaha, NE 68175



May 17, 2019

## Karen Z. Schutter

Insurance Compact Executive Director

## **RE:** Mutual of Omaha Insurance Company

Individual Disability Income Insurance Return of Premium Cash Flow Example Chart

Dear Ms. Schutter:

In response to your recent request, please find enclosed a "Return of Premium Cash Flow Example Chart" created by our actuaries to illustrate sample return of premium and cash value benefit payment amounts for Individual Disability Income (IDI) products.

This chart shows sample ROP benefit amounts based on every \$1,000 of annual premium received. One example shows a 100% ROP payout every 5 years, a 90% ROP payout every 10 years or a cash value benefit if the policy ends after receiving 30 years of premium payments. Corresponding charts show sample ROP and CV benefit amounts if the policy ends after receiving 20 years or 10 years of premium payments.

If we may be of any further assistance to you, please do not hesitate to contact me.

Sincerely,

Just Vangreen

Kurt Vangreen, LTCP, DIA, ACP Product & Advertising Compliance Consultant Compliance and Ethics Phone: (402) 351-8473 Fax: (402) 351-5298 e-mail: <u>kurt.vangreen@mutualofomaha.com</u>

-	Lapse at end of duration 30						Lapse at end of duration 20						Lapse at end of duration 10								
	100% ROP every 5 Yrs		90% ROP every 10 Yrs		Cash Surrender Value Benefit		100% ROP every 5 Yrs		90% ROP every 10 Yrs		Cash Surrender Value Benefit		100% ROP every 5 Yrs		90% ROP every 10 Yrs		Cash Surrender Value Benefit		Cash Surrender Value Benefit		
Beginning of Duration	Premiums	ROP Payment	Premiums	ROP Payment	Premiums	ROP Payment	Premiums	ROP Payment	Premiums	ROP Payment	Premiums	ROP Payment	Premiums	ROP Payment	Premiums	ROP Payment	Premiums	ROP Payment	Duration	ROP %	
1	\$1.000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1.000.00	\$0.00	\$1,000.00	\$0.00	\$1.000.00	\$0.00	\$1,000.00	\$0.00	\$1.000.00	\$0.00	\$1,000.00	\$0.00		1	
2	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00		2	
3	\$1.000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1.000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1.000.00	\$0.00	\$1,000.00	\$0.00		3	1
4	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00		4	1
5	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00		5	20
6	\$1,000.00	(\$5,000.00)	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	(\$5,000.00)	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	(\$5,000.00)	\$1,000.00	\$0.00	\$1,000.00	\$0.00		6	25
7	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00		7	30
8	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00		8	35
9	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00		9	40
10	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00		10	45
11	\$1,000.00	(\$5,000.00)	\$1,000.00	(\$9,000.00)	\$1,000.00	\$0.00	\$1,000.00	(\$5,000.00)	\$1,000.00	(\$9,000.00)	\$1,000.00	\$0.00	\$0.00	(\$5,000.00)	\$0.00	(\$9,000.00)	\$0.00	(\$4,500.00)		11	50
12	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00								12	55
13	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00								13	60
14	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00								14	65
15	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00								15	70
16	\$1,000.00	(\$5,000.00)	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	(\$5,000.00)	\$1,000.00	\$0.00	\$1,000.00	\$0.00								16	75
17	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00								17	80
18	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00								18	85
19	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00								19	90
20	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00								20	95
21	\$1,000.00	(\$5,000.00)	\$1,000.00	(\$9,000.00)	\$1,000.00	\$0.00	\$0.00	(\$5,000.00)	\$0.00	(\$9,000.00)	\$0.00	(\$19,000.00)								21	100
22	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00														22	100
23	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$0.00														23	100
24	\$1,000.00 \$1.000.00	\$0.00	\$1,000.00 \$1.000.00	\$0.00	\$1,000.00 \$1.000.00	\$0.00														24 25	100
25		\$0.00		\$0.00		\$0.00															100
26	\$1,000.00	(\$5,000.00)	\$1,000.00	\$0.00	\$1,000.00 \$1.000.00	\$0.00 \$0.00														26	100
27	\$1,000.00	\$0.00	\$1,000.00	\$0.00																27	100
28 29	\$1,000.00 \$1.000.00	\$0.00 \$0.00	\$1,000.00 \$1.000.00	\$0.00 \$0.00	\$1,000.00 \$1.000.00	\$0.00 \$0.00														28 29	100
30	\$1,000.00	\$0.00	\$1,000.00	\$0.00		\$0.00														29	100
30	\$1,000.00	(\$5,000,00)	\$1,000.00	\$0.00	\$1,000.00 \$0.00	(\$30,000.00)														30	100