

Which universal life policy is right for you?

New York Life Current Performance Universal Life and New York Life Custom Universal Life Guarantee policies each have their own benefits, but which policy is right for you?

New York Life Current Performance Universal Life

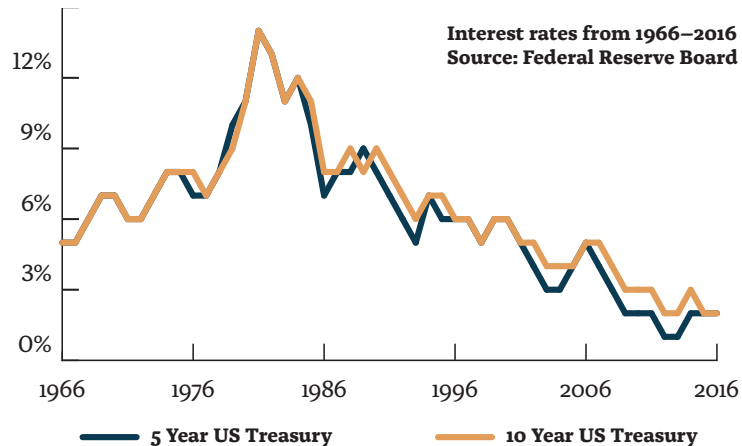
- Permanent death benefit with potential to accumulate cash value
- Ability to adjust the amount and frequency of premium payments
- Accumulates cash value and offers upside growth potential in the event that crediting rates rise
- Face amount can be increased (may require additional underwriting) or decreased

New York Life Custom Universal Life Guarantee

- Guaranteed death benefit (provided premiums are paid in full and on time) with limited or no cash value accumulation
- Guaranteed fixed premiums
- Taking a policy loan or adjusting the amount and/or frequency of premium payments may jeopardize guarantee
- Offers downside protection in the event that crediting rates drop¹
- Face amount can only be decreased (never increased)

Interest rates and universal life.

When making your decision, you may want to consider the role that interest crediting rates play in the performance of **current performance** and **custom guarantee** universal life policies.



Past trends in Treasury rates are not indicative of future trends.

The chart to the left shows interest rates from 1966–2016. Three trends can be identified from this chart:

1. Rates are volatile
2. Today's environment is one of historically low interest rates
3. Rates have trended lower over the past 30 years

No one can predict whether interest rates will increase in the future, but you'll want to understand how changes in the interest rate environment can affect your policy.

The guarantees of a life insurance policy are based on the claims-paying ability of the issuer.

¹ Failure to maintain a positive Custom Guarantee Value or withdrawing an amount, via surrender or loan, increases the risk that the policy may lapse.

How interest rates may affect your policy.

What if interest crediting rates...	New York Life Current Performance Universal Life	New York Life Custom Universal Life Guarantee
...rise?	<ul style="list-style-type: none"> • May accelerate the growth of your policy's cash value • The additional cash value can: <ul style="list-style-type: none"> -Extend the duration of your policy's coverage -Enable you to reduce future premium payments 	<ul style="list-style-type: none"> • Your coverage or required premium will not change • May result in increase in your policy's cash value
...stay the same?	<ul style="list-style-type: none"> • Policy likely to perform as illustrated 	<ul style="list-style-type: none"> • Policy likely to perform as illustrated
...decline?	<ul style="list-style-type: none"> • May negatively impact the growth rate of your policy's cash value • You may need to increase premiums to maintain your coverage 	<ul style="list-style-type: none"> • Your required premium will not change • May result in decrease in your policy's cash value

Choosing between a New York Life Current Performance Universal Life and New York Life Custom Universal Life Guarantee policy.

If you're looking for cash value accumulation or the flexibility to make changes to your policy in the future, a **current performance** policy may be a good option. Or, if you prefer the security of guarantees, a **custom guarantee** policy may work best for you.

The Morales Family*

Cathy and Ted Morales would like to replace their term insurance with permanent insurance. However, they are concerned about having to pay a set premium each year, as their cash flow tends to fluctuate.

Cathy and Ted chose a **Current Performance Universal Life Insurance Policy** because of the flexible premium payments the policy offers. If needed, they can modify their premium payments to align with their cash flow. And, they know that as long as they keep their cash surrender value above zero, their policy will not lapse.

The Johnston Family*

Jean and David Johnston are nearing retirement and want to purchase life insurance to fund a trust for their grandchildren. The couple prefers set premiums and needs a large death benefit.

Cash accumulation was not a priority for Jean and David, but a guaranteed death benefit with fixed premiums was important. The couple chose a **Custom Universal Life Guarantee Insurance Policy**, which provides them with the coverage and guarantees they need.

In Oregon, the New York Life Current Performance Universal Life policy form number is 311-51.27, and the New York Life Custom Universal Life Guarantee policy form number is ICC13313-54.

*These examples are hypothetical and intended for illustrative purposes only and are not indicative of the actual performance of any particular product.

New York Life Current Performance Universal Life and New York Life Custom Universal Life Guarantee are issued by New York Life Insurance and Annuity Corporation, a wholly owned subsidiary of New York Life Insurance Company.

New York Life Insurance Company

51 Madison Avenue
New York, NY 10010
www.newyorklife.com

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