

# Generation Legacy™

## Agent Underwriting and Product Guide



The Baltimore Life®  
COMPANIES

The Baltimore Life Insurance Company  
10075 Red Run Boulevard  
Owings Mills, MD 21117-4871  
[www.baltlife.com](http://www.baltlife.com)

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## Generation Legacy™

Generation Legacy™ uses two contracts, a period certain single premium immediate annuity (SPIA) and a simplified issue whole life insurance policy. Payouts from the SPIA fund premium payments for the life insurance policy. The design of this product makes it ideal for asset transfer of non-qualified annuities and qualified funds, if those funds are earmarked to pass on to a beneficiary.

The single premium is credited to a period certain single premium immediate annuity (SPIA) policy upon issue. Annual SPIA payouts begin immediately and are guaranteed for the full payout duration, subject to provisions of the contract. SPIA payouts are used to fund annual premiums for the life insurance policy. If the annuitant dies during the payout period, the named whole life and SPIA beneficiary will receive the life insurance policy proceeds plus the remaining annuity payouts until the payout duration ends.

The traditional non-participating whole life policy offers permanent protection with a guaranteed cash value and income tax-free death benefit.

## Whole Life Insurance Policy (Form 8243)

### Issue Ages

60-80 (age last birthday)

|                     |                    |
|---------------------|--------------------|
| 10-year Limited-Pay | 7-year Limited-Pay |
| Ages: 60-74         | Ages: 75-80        |

### Minimum Face Amount

No specified minimum; premium is based on SPIA payout

### Maximum Face Amount

\$450,000

### Maturity Age

This policy has no defined maturity age. For purposes of projecting values in the proposal software, the proposal is deemed to mature at age 100. The cash value is designed to equal the death benefit at age 100.

### Cash Values

Cash values are guaranteed and based upon the 2001 CSO mortality table.

## Single Premium Immediate Annuity (Form 8244)

### SPIA Type

Period Certain

### Issue Ages

60-80 (age last birthday)

|                |               |
|----------------|---------------|
| 10-year Payout | 7-year Payout |
| Ages: 60-74    | Ages: 75-80   |

### Minimum SPIA Premium

\$5,000

### Maximum SPIA Premium

Life premium that purchases up to a \$450,000 face

SPIA payouts are guaranteed and payable annually for the full period certain duration. Payouts are made at the beginning of each contract year and vary by SPIA duration. On the application, the owner will designate Baltimore Life as the payee of the first and future SPIA payouts which will be used to fund a whole life insurance policy. The

SPIA's annuitant and the life policy's insured will be the same person. The owner may change the payee of SPIA payouts. However, naming a payee other than the company may lead to insufficient premiums for the life policy and eventual policy lapse.

### **Fund Transfers\***

Non-qualified annuities and qualified funds are ideal funding sources for the SPIA. When traditional IRAs or other types of qualified funds are transferred, the funds will be placed into a SPIA IRA. Any tax-deferred 1035 exchanges or transfers of traditional IRAs and other qualified funds must qualify as acceptable exchanges, direct transfers or rollovers to an IRA as provided by the Internal Revenue Code.

### **Death of Annuitant**

If the annuitant dies during the SPIA payout period, the whole life and SPIA beneficiary will receive scheduled unpaid SPIA payouts until the SPIA duration ends, in addition to the Generation Legacy™ whole life insurance immediate death benefit. However, the beneficiary may elect to receive the commuted value of future unpaid SPIA payouts in a lump sum. SPIA payouts to the beneficiary will be all or partially taxable to the beneficiary depending on whether the SPIA is an IRA or non-qualified. If death occurs after the SPIA payout period has ended, the beneficiary will receive the whole life insurance death benefit.

### **SPIA Taxation\***

In almost every case, your client, the SPIA contract owner, will be taxed on a portion of each payout from the SPIA.

**Non-qualified annuities:** When NQ annuities are 1035 exchanged to the SPIA, part of each SPIA payout will be a non-taxable return of your client's cost basis. The remaining portion of the payout represents gain which is taxable. For each SPIA payout, your client will receive a 1099 from the company stating the taxable portion. The company will also report the taxable amount to the IRS.

**Qualified funds:** The SPIA payout will be fully taxable as ordinary income. Your client will receive a 1099 for each year's taxable amount and the company will report the taxable amount to the IRS. The proposal software may be used to estimate your client's annual taxable portion of each SPIA payout.

IRA contracts are subject to a tax requirement called Required Minimum Distributions (RMD) when your client reaches age 70½. A minimum amount must be withdrawn from the IRA each year to satisfy the RMD requirement. The annual payout from your client's Generation Legacy™ SPIA will satisfy the RMD requirement for the SPIA IRA, but may not satisfy distributions from your client's other IRAs or qualified fund plans.

Regardless of the source of funds transferred to the SPIA, qualified or non-qualified, once each SPIA payout is made and your client recognizes taxable portion of the payout, the life premium is considered "after tax" funds and the life policy is considered non-qualified.

### **Tax Withholding\***

In the application, your client may elect whether or not to withhold tax from each SPIA payout. **However, electing to withhold tax will negatively impact the performance of Generation Legacy™. The company will not accept applications where your client has elected to withhold tax.** Withholding tax from each SPIA payout reduces the amount of premium funding the life insurance policy and decreases the face amount otherwise provided. The amount withheld can vary annually which would also cause a deviation in amounts between the SPIA payout and life premium. A deficiency in life premium may require additional premium payments from your client. If premium deficiencies are left unpaid, your client's life policy could lapse.

*\*This information is based on current tax law. Your client should seek advice from his or her personal tax advisor about the product and his or her personal situation.*

Simply elect “I DO NOT want tax withheld from your annuity” by checking the box in Question 1 in the Notice of Withholding and Election section of the application. Do not complete Question 2; leave it blank.

Regardless of your client’s desired withholding election, the tax impact of the SPIA should always be disclosed. Advise your clients to consult with their personal tax advisor with questions regarding the taxation of a SPIA.

## Living Benefit Features

There are two major living benefits under the policy riders – (1) Terminal Illness and (2) Qualified Nursing Facility and Extended Care. Riders may not be available in all states. For state availability, refer to the secure area of our website or the State Approval and Forms List, Form 8254.

### *Terminal Illness – Accelerated Death Benefit Rider (Form 8245)*

- The owner may elect to accelerate a percentage of the death benefit if the insured is diagnosed as terminally ill with a life expectancy of up to 12 months.
- The owner may elect to accelerate up to 75% of the policy up to \$250,000 (maximum percentage may vary by state).

### *Qualified Nursing Facility / Extended Care – Accelerated Death Benefit Rider (Form 8247)*

- The qualified nursing facility and extended care rider allows the owner to accelerate up to 50% of the policy death benefit up to a maximum of \$250,000 if the insured is:
  1. Diagnosed as chronically ill and confined to a Qualified Nursing Facility for at least 90 days with the expectation the confinement is expected to be permanent, or
  2. Requires Extended Care. Extended Care means the insured is chronically ill, has received care continuously for at least 90 days and requires care provided by a licensed home health care agency or by a licensed or state-certified adult day care center.
- Chronically ill means that the insured:
  1. is unable to perform, without substantial assistance from another person, at least two out of six activities of daily living which are (a) eating; (b) toileting; (c) transferring (i.e., moving into or out of a bed, chair, or wheelchair); (d) bathing; (e) dressing; and (f) continence; or
  2. suffers from a severe organic mental illness.

The following details relate to all accelerated death benefits:

- The accelerated death benefit will be considered a lien against the policy and will accrue interest up to an annual rate of 8%
- A one-time service fee, not to exceed \$100, will be added to the lien
- The accelerated proceeds will be paid in a single lump sum
- The benefit amount will be reduced by any outstanding policy loan prior to payment of the accelerated death benefit
- There is no premium charge for the rider
- The minimum acceleration amount is \$5,000
- The owner may repay all or part of the lien at any time
- The rider(s) will terminate if any of the following occur:
  1. the base policy ends; the base policy will end if the lien with accrued interest equals or exceeds the death benefit,
  2. death of the insured,
  3. an accelerated death benefit is received under another rider attached to the policy,
  4. the rider is five years or less from the policy expiry date.

Benefits under either rider may be taxable. The benefit received under these riders may adversely affect eligibility for Medicaid or other government benefits. Your client should seek advice from their personal tax advisor before making a claim. See rider disclosure statements for details.

## Loans

Loans are available on the whole life policy of the Generation Legacy™ product. The maximum loan is an amount that, with interest to the end of the current policy year, will not exceed the net cash value at the end of that current policy year. Loan interest will not exceed an annual rate of 8.00%. The minimum loan repayment is \$25, unless the loan balance is being fully paid.

## Full Surrender

The whole life policy can be surrendered at any time for its net cash value. The net cash value is the cash value of the policy less any policy debt. The policy will terminate at the time of a full surrender.

## Partial Surrender

A partial surrender from the whole life policy can be exercised at any time after the premium payment period. The minimum partial surrender benefit is \$500. The maximum partial surrender benefit is the available partial surrender amount, less \$5,000.

The available partial surrender amount is equal to the net cash value of the policy less any loan interest to the end of the current policy year for each partial surrender. You can only make one partial surrender in any given policy year. There is a \$25 fee.

## Modified Endowment Contract (MEC)

By nature of the level of premium needed to pay the Generation Legacy™ whole life policy in seven years for ages 75-80, most of the policies at these ages will be classified as MECs. Once funds are received and the policy is issued, the MEC status will be determined.

**A MEC Information Form (Form 3994) must be completed with each application for ages 75-80.** Policies issued for ages 60-74 will not be MECs. Thus, the MEC Information Form is not required to be submitted with the application for ages 60-74.

When a policy is classified as a MEC, withdrawals and loans are taxable to the extent there is a gain on the contract. In addition, when a policy is a MEC, taxable loans and withdrawals are subject to a 10% penalty if the policyowner is a corporation or if the individual policyowner is under age 59½ at the time of distribution. In either case, (MEC or non-MEC), gain in the contract is taxable upon full surrender of the policy. Note that tax laws are subject to interpretation and subject to change.

## No Illustrations Required

This policy is a “non-illustrated” policy according to the NAIC illustration regulation. No signatures, illustration, or certification form is required. Proposal software is available to generate sales projections.

## Payment with the Application

The typical source of funds for Generation Legacy™ will be transfers from non-qualified deferred annuities and qualified funds. If funds are being transferred to Baltimore Life, the appropriate transfer form must accompany the application. See Additional Forms below.

## Free Look Period

The length of the free look period varies per state. See state specific policy for details.

## Suitability Documentation (Form 8395)

Prior to recommending this product to a consumer, you must (1) Complete the Suitability Questionnaire that includes obtaining information about their consumer’s financial situation, tax status and financial goals, (2) Based on this questionnaire, determine that the consumer has a need to transfer wealth through life insurance,

and (3) Determine that the premium funds required for this product are not needed for the living expenses or other financial needs of the consumer. The Suitability Questionnaire must be submitted with the application.

### Issue Ages/Effective Dates/Special Considerations

- The applicant's age at his or her last birthday is the basis for the premium.
- Age is determined based on the policy issue date.
- The date of underwriting approval shall be the date the policy goes into effect, unless otherwise requested.

### Administrative Forms

The following forms are necessary if your client applies for Generation Legacy™. Please note there are state specific variations of many of these forms. Please verify state availability of the product and rider and verify if the state in which you are selling requires a state specific form.

### Required Forms

- Generation Legacy™ Application, Form 8232-0411
- Modified Endowment Contract Information (Issue Ages 75-80), Form 3994
- Authorization of Release of Health-Related Information (HIPAA), Form 7699
- Accelerated Death Benefit Rider Disclosure Statement (where available and applicable), Forms 8246 and 8248
- Suitability Questionnaire, Form 8395
- Pennsylvania Disclosure, Form 1589 *(This form can be generated on our agent website within the application and forms package section, as well as in the section labeled "Forms and Applications Viewing/Ordering", under Whole Life and then click on the tab Generation Legacy.)*
- Maine Preliminary Statement of Policy Cost, Form 7060(ME) *(This form can be generated on our agent website within the application and forms package section, as well as in the section labeled "Forms and Applications Viewing/Ordering", under Whole Life and then click on the tab Generation Legacy.)*

### Additional Forms

- Request to Transfer Qualified Funds, Trustee to Trustee Transfer, IRA Rollover, Form 3917. This form accommodates a qualified funds transfer to IRA.
- Exchange Agreement, Form 3332. This form accommodates 1035 exchanges.
- Other state forms may be required, such as state specific or NAIC replacement forms, if applicable.
- Asset Transfer Analysis, Form 8039. This worksheet will assist you and your client to evaluate your client's situation and wealth transfer needs. It is not a required form.

### Application (Form 8232-0411)

A short application has been specially designed for Generation Legacy™. If your client answers "yes" to any questions in Part A, your client is ineligible for Generation Legacy™.

## Underwriting

The underwriting process will classify risks as quickly as possible. Thorough and complete answers to medical questions including dates, names, and addresses of doctors, hospitals and medications taken will expedite the process.

A point-of-sale telephone interview, as well as a prescription drug database check, will be required of each applicant.

## Point-of-Sale Underwriting Decision Process

You will pre-qualify your client using the application Form 8232-0411 or its state specific variation. The application has been designed to help you classify your client's risk profile more accurately by following the parameters below.

The application is structured into a single Part A.

- All "no" answers to Part A, coupled with a good height/weight, a clean MIB, and an acceptable prescription drug history should result in an issue.
- Any "yes" answer in Part A, however, means coverage cannot be issued.

Once you have completed the pre-qualification, you'll contact the call center (888-368-9678) for an underwriting interview. This point-of-sale interview generally lasts 12 minutes or less, so you spend less time on the phone. Any underwriting decision is communicated to you, the agent, NOT to your client. The professional call center representative will review the exact same health questions you used during the pre-qualification. During the call, an MIB search and a prescription drug database search will be run "in the background." If there are discrepancies between those results and the answers provided in the interview, your client may be asked a question from the application again in an attempt to clarify the difference in information. This process reduces the need for an APS and allows Baltimore Life and our agents to keep point-of-sale decision rates high.

After your client has completed the interview, the call center representative will provide you with an underwriting decision of either "approved" or "not approved." Fewer than 10 percent of the cases are referred to the Home Office for additional underwriting review.

Once the appointment is finished and the decision has been given, please remember to fax your application and all required forms to our New Business center as follows:

|                             |  |
|-----------------------------|--|
| Career Agency Sales Group   | (866) 892-6528 or<br>newbusiness@baltlife.com                  |
| Independent Sales Producers | (866) 892-6428<br>or newbusiness-independentsales@baltlife.com |

### *Interview call center information:*

- The call center phone number is 888-368-9678.
- Call center hours are 9:00 a.m. to 10:30 p.m. Monday through Thursday, and 9:00 a.m. to 6:00 p.m. on Friday, EASTERN TIME ZONE.
- Languages supported include English and Spanish. Other languages are available on request.
- TTY available in both English and Spanish.
- During high call volume periods, you may reach a voice mail box. Leave a message and request to have the interview completed. A call center representative will return your call within ten minutes or will accommodate your specific date/time request for the return call during business hours. If you, the agent, are not present during the interview, you will be called and informed of the decision.

- If the call center is closed, you may leave a message and request to have the interview completed. A call center representative will accommodate your specific date/time request for the return call during business hours. If you are not present during the interview, you will be called and informed of the decision.
- The interview must be completed in order to process the application.
- The interview must be completed within five days from the date of the application.

### Underwriting Details

The following guidelines have been developed to give you a general knowledge of how common conditions will be handled when you submit an application for this product. These are only general guidelines, the list of conditions is not all-inclusive. Some conditions noted as acceptable may be declined for complications not listed here. Also, where a variety of conditions, each of which would be acceptable on its own, are found in one potential insured, the combination may cause an application to be declined. The underwriter's judgement will govern in all cases. Please contact your agency or our underwriter to discuss handling these situations.

### Generation Legacy™ Weight Chart

| Height | Weight | Height | Weight | Height | Weight |
|--------|--------|--------|--------|--------|--------|
| 4'8"   | 185    | 5'5"   | 250    | 6'2"   | 325    |
| 4'9"   | 192    | 5'6"   | 258    | 6'3"   | 334    |
| 4'10"  | 199    | 5'7"   | 266    | 6'4"   | 343    |
| 4'11"  | 206    | 5'8"   | 274    | 6'5"   | 352    |
| 5'     | 213    | 5'9"   | 282    | 6'6"   | 361    |
| 5'1"   | 220    | 5'10"  | 291    | 6'7"   | 371    |
| 5'2"   | 228    | 5'11"  | 299    | 6'8"   | 371    |
| 5'3"   | 235    | 6'     | 308    | 6'9"   | 392    |
| 5'4"   | 243    | 6'1"   | 316    | 6'10"  | 400    |

*Please note that weight is only one factor in the underwriting assessment. A build that is within the parameters stated above does not guarantee acceptance.*

## Coronary/Cardiovascular

| Impairment  | Insurable |
|---|-----------|
| Aneurysm – Present.....   | No        |
| Abdominal, operated, after 2 years .....                        | Yes       |
| Cerebral, operated, after 2 years .....                         | Yes       |
| Angina – Unstable .....   | No        |
| Stable, after 2 years, no treatment .....                       | Yes       |
| Angioplasty, after 2 years .....                                | Yes       |
| Coronary Artery Bypass Surgery                                  |           |
| After 2 years, full recovery .....                              | Yes       |
| Heart Attack/Myocardial Infarction (MI) – Single Occurrence     |           |
| After 2 years, full recovery.....                               | Yes       |
| Heart Attack/Myocardial Infarction – Multiple Occurrences ..... | No        |
| Heart Valve Replacement .....                                   | No        |
| Atrial Fibrillation, after 1 year, no symptoms .....            | Yes       |
| Congestive Heart Failure (CHF) .....                            | No        |
| Pacemaker, after 2 years .....                                  | Yes       |
| Cardiomyopathy .....  | No        |
| Defibrillator .....   | No        |
| Peripheral Vascular Disease (PVD), after 2 years.....           | Yes       |
| Hypertension – Uncontrolled .....                               | No        |
| Controlled, after 2 years.....                                  | Yes       |

## Endocrine

| Impairment   | Insurable |
|--|-----------|
| Diabetes   |           |
| Diagnosed prior to age 25 or insulin usage prior to age 40 ..... | No        |
| With amputations, diabetic coma, or insulin shock .....          | No        |
| With neuropathy, retinopathy, nephropathy, or uncontrolled ..... | No        |
| Otherwise.....   | Yes       |

## Cancer

| Impairment  | Insurable |
|---|-----------|
| With any metastasis .....   | No        |
| More than one occurrence (excluding Basal or Squamous Cell skin cancer) ..... | No        |
| With current treatment, Chronic Leukemia, Chronic Lymphocytic Leukemia .....  | No        |
| With amputation due to cancer .....   | No        |
| All other cases   |           |
| Treated with remission achieved, after 3 years, no treatment .....            | Yes       |

## Respiratory

| Impairment  | Insurable |
|---|-----------|
| Asthma, no steroid medication, no hospitalization in the past year, infrequent attacks..... | Yes       |
| Chronic Obstructive Pulmonary Disease (COPD, emphysema, chronic bronchitis)                 |           |
| Requiring oxygen use.....   | No        |
| With current smoking .....  | No        |
| After three years from diagnosis.....   | Yes       |
| Cystic Fibrosis.....  | No        |

## Nervous

| Impairment   | Insurable |
|--|-----------|
| ALS (Lou Gherig's Disease) .....   | No        |
| Muscular Dystrophy .....   | No        |
| Multiple Sclerosis .....   | No        |
| Paralysis of two or more extremities .....   | No        |
| Cerebral Palsy, after 2 years, no treatment, no ADL impairment.....                      | Yes       |
| Stroke, after 3 years, no treatment, no further occurrences .....                        | Yes       |
| Transient Ischemic Attack (TIA), after 3 years, no treatment, no further occurrences.... | Yes       |
| Seizure disorder, controlled .....   | Yes       |
| Parkinson's Disease, after 3 years, no treatment .....                                   | Yes       |

### Immune System

| Impairment  | Insurable |
|---|-----------|
| Acquired Immune Deficiency Syndrome (AIDS), HIV Status Positive ..... | No        |
| Systemic Lupus (SLE), after 2 years, no treatment.....                | Yes       |
| Rheumatoid Arthritis, controlled .....                                | Yes       |

### Psychiatry

| Impairment   | Insurable |
|--|-----------|
| Alzheimer's Disease, Dementia, Organic Brain Syndrome .....              | No        |
| Bi-polar disorder, Schizophrenia.....                                    | No        |
| Attempted suicide, drug or alcohol abuse, after 2 years, no relapse..... | Yes       |
| Depression, controlled .....   | Yes       |
| Anxiety, controlled.....   | Yes       |
| ADHD, ADD, controlled .....  | Yes       |

### Gastrointestinal

| Impairment                   | Insurable |
|------------------------------|-----------|
| Cirrhosis of the Liver ..... | No        |
| Liver Failure.....           | No        |
| Hepatitis C.....             | No        |

### Genitourinary

| Impairment   | Insurable |
|--|-----------|
| Benign Prostatic Hypertrophy (BPH).....                              | Yes       |
| Chronic Kidney Disease(including, but not limited to, dialysis)..... | No        |
| Kidney Stones.....   | Yes       |

### Blood

| Impairment               | Insurable |
|--------------------------|-----------|
| Aplastic Anemia .....    | No        |
| Sickle Cell Anemia ..... | No        |

### Other

| Impairment   | Insurable |
|--|-----------|
| Need assistance with performance of <b>any</b> Activities of Daily Living (ADLs) (bathing, toileting, eating, dressing, medications, movement).....    | No        |
| Confined to a hospital or other medical facility (including nursing, convalescent, or mental health) more than three times in the past 24 months ..... | No        |
| DUI or DWI in the past 24 months .....   | No        |
| Felony conviction or on probation or parole in the past 24 months .....  | No        |
| Been declined for life or health insurance in the past 24 months .....   | No        |
| Had or been advised to have an organ transplant.....   | No        |

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### Sample Calculations for Face Amount

See page 11 for SPIA payout factors and premium rates.

65 Year Old, Female, Non-Tobacco

SPIA Payout Factor: .1177  
Life Premium Rate per \$1,000: 59.56  
Single Premium: \$45,857.33

Step 1: Multiply 45,857.33 by .1177  $45,857.33 \times .1177 = 5,397.4077$

Step 2: Round to nearest penny 5,397.41

Step 3: Divide 5,397.41 by 59.56,  
then multiple by 1,000  $5,397.41 / 59.56 \times 1,000 = 90,621.3902$

Step 4: Round to nearest penny 90,621.39

Step 5: Write face amount (to the penny) on the application 90,621.39

If the single premium is a transfer from another company/financial institution, based on the example above, write in “Approximately \$45,857.33” in the Premium Amount blank on the application. In the Face Amount blank, write in “Face amount the premium will purchase.”

### Sample Face Amount Calculation for States with Premium Tax

See page 11 for SPIA payout factors, premium rates, and premium tax chart.

65, Female, Non-Tobacco, West Virginia application

SPIA Payout Factor: .1177  
Life Premium Rate per \$1,000: 59.56  
WV Premium Tax (NQ) 1.00%  
Single Premium: \$45,857.33

Step 1: Multiply \$45,857.33 by 1.00% (or .01)  $45,857.33 \times .01 = 458.5733$

Step 2: Round to nearest penny 458.57

Step 3: Subtract \$458.57 from \$45,857.33  $45,857.33 - 458.57 = 45,398.76$

Step 4: Multiply 45,398.76 by .1177  $45,398.76 \times .1177 = 5,343.4341$

Step 5: Round to nearest penny 5,343.43

Step 6: Divide 5,343.43 by 59.56,  
then multiple by 1,000  $5,343.43 / 59.56 \times 1,000 = 89,715.0772$

Step 7: Round to nearest penny 89,715.08

Step 8: Write face amount (to the penny) on the application 89,715.08

If the single premium is a transfer from another company/financial institution, based on the example above, write in “Approximately \$45,857.33” in the Premium Amount box on the application. Then, in the Face Amount box, write in “Face amount the premium will purchase.”

# Generation Legacy™ Rates

Life Premium Rate per \$1,000  
Premiums Payable For 10 Years Except Where Noted

| Issue Age | Non-Tobacco |        | Tobacco |        |
|-----------|-------------|--------|---------|--------|
|           | Male        | Female | Male    | Female |
| 60        | 58.14       | 51.55  | 67.44   | 60.62  |
| 61        | 59.79       | 53.20  | 69.21   | 62.15  |
| 62        | 61.44       | 54.73  | 70.97   | 63.68  |
| 63        | 63.20       | 56.38  | 72.86   | 65.09  |
| 64        | 64.85       | 57.91  | 74.62   | 66.62  |
| 65        | 66.50       | 59.56  | 76.39   | 68.15  |
| 66        | 68.38       | 61.32  | 78.15   | 69.56  |
| 67        | 70.27       | 63.09  | 79.80   | 70.97  |
| 68        | 72.03       | 64.74  | 81.57   | 72.39  |
| 69        | 73.92       | 66.50  | 83.21   | 73.80  |
| 70        | 75.80       | 68.27  | 84.98   | 75.21  |
| 71        | 77.68       | 70.27  | 86.74   | 76.86  |
| 72        | 79.57       | 72.39  | 88.51   | 78.51  |
| 73        | 81.45       | 74.39  | 90.16   | 80.15  |
| 74        | 83.33       | 76.51  | 91.92   | 81.80  |
| 75*       | 112.80      | 103.92 | 124.02  | 110.46 |
| 76*       | 115.92      | 107.03 | 126.82  | 113.42 |
| 77*       | 119.03      | 109.99 | 129.63  | 116.38 |
| 78*       | 122.15      | 113.11 | 132.59  | 119.19 |
| 79*       | 125.26      | 116.07 | 135.39  | 122.15 |
| 80*       | 128.38      | 119.19 | 138.19  | 125.11 |

\*Premiums are payable for 7 years.

**SPIA Payout factors** are .1177 for ages 60-74 and .1558 for ages 75-80

### Premium Tax in Limited States

Under current tax law, some states assess a premium tax on annuities. The proposal software will automatically apply the applicable state tax when generating a quote or proposal. To manually calculate a Generation Legacy™ face amount using the rate book, refer to the premium tax chart below. A sample calculation is available on Page 5 of this guide.

| State | Non-Qualified Funds | Qualified Funds |
|-------|---------------------|-----------------|
| CA    | 2.35%               | .50%            |
| ME    | 2.00%               | N/A             |
| NV    | 3.50%               | N/A             |
| SD    | 1.25%               | N/A             |
| WV    | 1.00%               | 1.00%           |
| WY    | 1.00%               | N/A             |

# Generation Legacy™ Cash Values

Per \$1,000 Face Amount

| Issue Age | Male Non-Tobacco |         |         |        |
|-----------|------------------|---------|---------|--------|
|           | 5 Year           | 10 Year | 20 Year | Age 65 |
| 60        | 207              | 531     | 699     | 207    |
| 61        | 213              | 545     | 713     | 155    |
| 62        | 219              | 559     | 728     | 102    |
| 63        | 226              | 574     | 741     | 50     |
| 64        | 233              | 589     | 755     | 0      |
| 65        | 240              | 604     | 767     | —      |
| 66        | 247              | 619     | 780     | —      |
| 67        | 254              | 634     | 791     | —      |
| 68        | 261              | 649     | 803     | —      |
| 69        | 268              | 664     | 813     | —      |
| 70        | 276              | 680     | 823     | —      |
| 71        | 280              | 692     | 833     | —      |
| 72        | 282              | 702     | 843     | —      |
| 73        | 286              | 713     | 853     | —      |
| 74        | 292              | 728     | 863     | —      |
| 75        | 445              | 746     | 874     | —      |
| 76        | 457              | 762     | 886     | —      |
| 77        | 469              | 777     | 902     | —      |
| 78        | 480              | 790     | 922     | —      |
| 79        | 489              | 801     | 953     | —      |
| 80        | 499              | 814     | 1,000   | —      |

| Issue Age | Female Non-Tobacco |         |         |        |
|-----------|--------------------|---------|---------|--------|
|           | 5 Year             | 10 Year | 20 Year | Age 65 |
| 60        | 178                | 469     | 631     | 207    |
| 61        | 184                | 484     | 646     | 155    |
| 62        | 191                | 498     | 661     | 102    |
| 63        | 198                | 513     | 676     | 50     |
| 64        | 204                | 527     | 690     | —      |
| 65        | 211                | 542     | 704     | —      |
| 66        | 218                | 557     | 718     | —      |
| 67        | 226                | 573     | 732     | —      |
| 68        | 233                | 589     | 747     | —      |
| 69        | 241                | 604     | 761     | —      |
| 70        | 248                | 620     | 775     | —      |
| 71        | 256                | 635     | 789     | —      |
| 72        | 263                | 650     | 803     | —      |
| 73        | 271                | 665     | 818     | —      |
| 74        | 279                | 681     | 833     | —      |
| 75        | 418                | 697     | 850     | —      |
| 76        | 429                | 712     | 870     | —      |
| 77        | 439                | 727     | 892     | —      |
| 78        | 449                | 742     | 918     | —      |
| 79        | 458                | 757     | 953     | —      |
| 80        | 467                | 771     | 1000    | —      |

# Generation Legacy™ Cash Values

Per \$1,000 Face Amount

| Issue Age | Male Tobacco |         |         |        |
|-----------|--------------|---------|---------|--------|
|           | 5 Year       | 10 Year | 20 Year | Age 65 |
| 60        | 237          | 592     | 733     | 237    |
| 61        | 243          | 606     | 745     | 180    |
| 62        | 249          | 619     | 757     | 122    |
| 63        | 256          | 633     | 769     | 63     |
| 64        | 262          | 647     | 780     | 3      |
| 65        | 268          | 661     | 791     | —      |
| 66        | 274          | 674     | 802     | —      |
| 67        | 280          | 687     | 811     | —      |
| 68        | 285          | 699     | 820     | —      |
| 69        | 290          | 712     | 829     | —      |
| 70        | 295          | 725     | 837     | —      |
| 71        | 295          | 733     | 845     | —      |
| 72        | 293          | 739     | 853     | —      |
| 73        | 293          | 748     | 861     | —      |
| 74        | 297          | 760     | 869     | —      |
| 75        | 463          | 774     | 879     | —      |
| 76        | 473          | 787     | 889     | —      |
| 77        | 483          | 799     | 904     | —      |
| 78        | 493          | 810     | 923     | —      |
| 79        | 501          | 822     | 953     | —      |
| 80        | 507          | 833     | 1000    | —      |

| Issue Age | Female Tobacco |         |         |        |
|-----------|----------------|---------|---------|--------|
|           | 5 Year         | 10 Year | 20 Year | Age 65 |
| 60        | 209            | 536     | 681     | 209    |
| 61        | 215            | 549     | 693     | 157    |
| 62        | 222            | 563     | 705     | 104    |
| 63        | 228            | 576     | 716     | 50     |
| 64        | 234            | 589     | 727     | —      |
| 65        | 240            | 602     | 737     | —      |
| 66        | 246            | 615     | 747     | —      |
| 67        | 252            | 627     | 758     | —      |
| 68        | 258            | 639     | 769     | —      |
| 69        | 263            | 651     | 780     | —      |
| 70        | 269            | 662     | 791     | —      |
| 71        | 273            | 673     | 802     | —      |
| 72        | 278            | 683     | 813     | —      |
| 73        | 283            | 694     | 825     | —      |
| 74        | 288            | 704     | 838     | —      |
| 75        | 433            | 716     | 853     | —      |
| 76        | 442            | 728     | 871     | —      |
| 77        | 450            | 741     | 893     | —      |
| 78        | 459            | 754     | 919     | —      |
| 79        | 467            | 767     | 953     | —      |
| 80        | 474            | 780     | 1000    | —      |



The Baltimore Life<sup>®</sup>  
COMPANIES

**The Baltimore Life Insurance Company**  
10075 Red Run Boulevard • Owings Mills, MD 21117-4871  
1.800.628.LIFE (5433) • [www.baltlife.com](http://www.baltlife.com)

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Form 8249-0611