



Oxford Life
Efficient
Wealth
Transfer

TM

A Combination of a Single Premium
Immediate Temporary Annuity and
Whole Life Insurance

A more **EFFICIENT** way of
transferring qualified funds and
non-qualified annuities to heirs...

PRODUCER GUIDE

OXFORD[®]
LIFE INSURANCE COMPANY

The SOLUTION —
Before life presents the problem[®]



Oxford Life Efficient Wealth Transfer

A practical way for clients to place tax-deferred money, such as a qualified account or non-qualified annuity, into a guaranteed whole life insurance policy.

WHO CAN BENEFIT FROM OXFORD LIFE EFFICIENT WEALTH TRANSFER?

- Clients who have money set aside that they intend to pass on upon their death to their family, favorite charity or religious organization with minimal tax or probate consequences.
- Clients who wish to immediately increase the value of an existing estate or pay for funeral expenses through the purchase of life insurance.
- Clients who have money in stocks or mutual funds and are looking to recoup losses suffered in a stock market crash or eliminate such risk.
- Clients who have money in various savings options such as a savings account, money market account or a CD who would like to replace the value with a life insurance policy.

How It Works – Product Description

Oxford Life Efficient Wealth Transfer has the convenience of only one application for the issuance of two policies. Issue ages are from 60 to 80 years old with a minimum face amount of \$20,000.

Funds are deposited by utilizing the Oxford Life IRA Transfer / 1035 Exchange Request Form. This tax-free transfer is placed into a Single Premium Immediate Temporary Annuity (SPITA). The SPITA begins an efficient annual payout to a whole life insurance policy thereby spreading any taxable event over the course of seven or ten years, depending upon the annuitant's/policyholder's age. The SPITA does not eliminate taxation, but instead spreads the taxable earnings over a longer period of time, possibly reducing the tax burden. The Whole Life insurance policy allows for the death benefit to be paid to the designated beneficiaries income tax-free.

Neither Oxford Life Insurance Company, its affiliates, nor any of its representatives may provide tax or legal advice. Individuals should consult their tax advisor or legal counsel for specific advice and information regarding their individual situation. Withdrawals and loans may be subject to taxation and if taken prior to age 59½, may be subject to a 10% IRS penalty tax.

Single Premium Immediate Temporary Annuity Annual Payout Schedules

Ages 60-75: The earlier of 10 Years or Life

Ages 76-80: The earlier of 7 Years or Life

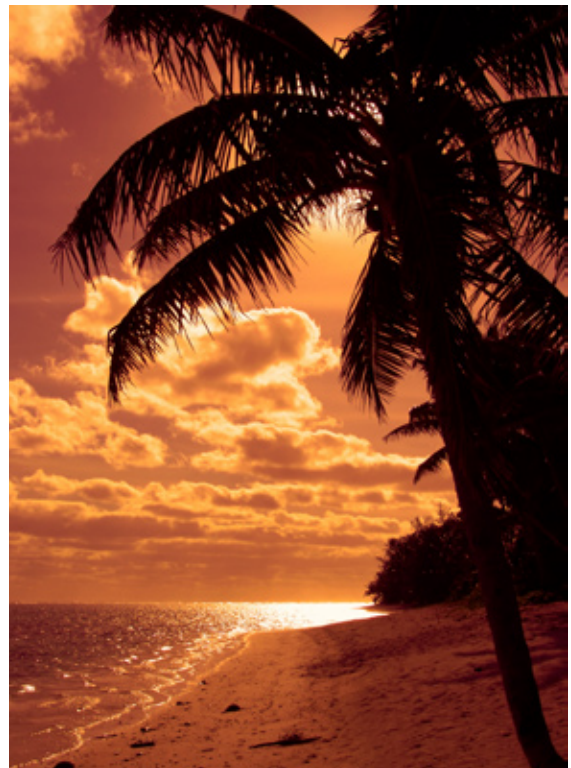
SPITA payouts are only for the earlier of the above indicated payout schedule or for the annuitant's life, whichever comes first. This is not a period certain payout schedule. Payouts are made annually at the beginning of each contract year. The owner automatically designates Oxford Life Insurance Company on the application as the payee of the SPITA payments, which are used to fund the whole life insurance policy. If the annuitant should die during the SPITA payout period, only the proceeds from whole life insurance policy's death proceeds will be paid out to the named beneficiaries. Annuity proceeds will not be paid out to beneficiaries or to the annuitant's estate if death of the annuitant should occur during the SPITA payout period.

No cash values and loans may be available in the first few policy years. Refer to the policy for details.

Dependent upon the circumstances, this policy may be considered a Modified Endowment Contract (MEC). The Internal Revenue Code regarding life insurance policies that are classified as a MEC will consider withdrawals and loans as taxable to the extent that there is a gain on the contract.

All or a portion of each annual annuity payout from the SPITA may be considered taxable income depending on whether the source of funds are qualified or non-qualified. If tax withholding is elected from each SPITA payout, there will be a decrease in the SPITA payout amount which may decrease the life insurance death benefit. The client will be billed for any additional annual premium due on the life insurance policy. If the entire annual premium is not paid, the policy may lapse.

An Individual Retirement Account (IRA) is subject to IRS Required Minimum Distribution (RMD) rules upon the owner/annuitant becoming 70½ years old. The annual SPITA payments will satisfy this IRS requirement.



Accelerated Death Benefits*

The Oxford Life Efficient Wealth Transfer offers, at no additional cost, accelerated benefit provisions to help offset the expense of terminal illness, nursing home care or chronic illness. These are qualified accelerated benefits under current federal law. Payments are made directly to your clients. If your clients are fortunate enough never to need an accelerated benefit, the Oxford Life Efficient Wealth Transfer death benefit will pass unreduced to their beneficiaries.

The total of the portion of the face amount that may be accelerated for terminal illness, nursing home care or chronic illness needs under this benefit may not exceed the lesser of \$100,000 or 75% of the face amount.

Examples of maximum accelerated benefits are set out in the table below.

Death Benefit [‡]	Required Death Benefit	Maximum Accelerated Benefit	% of Death Benefit
\$40,000	\$10,000	\$30,000	75%
\$35,000	\$10,000	\$25,000	71%
\$30,000	\$10,000	\$20,000	67%
\$25,000	\$10,000	\$15,000	60%
\$20,000	\$10,000	\$10,000	50%

[‡]\$20,000 is the minimum face amount that may be issued.

*May vary by state.

NOTE: The Accelerated Benefits provided in the Oxford Life Efficient Wealth Transfer policy are not long-term care insurance. Death benefits, cash values, and loan values will be reduced upon payment of an accelerated benefit. The accelerated benefits payable under this policy are intended to conform to Internal Revenue Code of 1986. However, accelerated benefit payments may be taxable by your client's state. Your client should consult a qualified tax advisor for specific information. Receipt of an accelerated benefit payment may adversely affect your client, your client's spouse, or their family's eligibility for public assistance programs. Policyholders should consult with a qualified tax advisor and with social services agencies regarding how receipt of such payment may affect eligibility for such programs.

TERMINAL ILLNESS BENEFIT

If your client is diagnosed as terminally ill (defined as having a life expectancy of less than 12 months), then they may be entitled to receive the terminal illness benefit equal to 75% of the death benefit (not to exceed \$100,000).

NURSING HOME BENEFIT

If your client is confined to a nursing home and is expected to remain there for the rest of their life they may be entitled to a monthly benefit determined by the number of years the policy has been in effect prior to the benefit claim.

If the policy has been in force **LESS THAN 5 YEARS...** The monthly benefit is equal to 1% of the death benefit (subject to a maximum of \$4,000 per month).

If the policy has been in force **5 YEARS OR LONGER...** The monthly benefit is equal to 3% of the death benefit (subject to a maximum of \$4,000 per month).

CHRONIC ILLNESS BENEFIT

If your client has a disease or illness certified by a physician where they are expected to remain unable to perform at least two Activities of Daily Living or they require substantial supervision themselves from threats to health and safety because of severe cognitive impairment, they may be entitled to receive a monthly benefit equal to the lesser of \$2,000 or 1% of the policy face amount.



Sales Concepts

OXFORD LIFE EFFICIENT WEALTH TRANSFER (OLEWT) COMPARED TO TRADITIONAL INVESTMENTS

BENEFIT	OLEWT	ANNUITY	CD/MM	STOCKS
Income Tax-Free Death Benefit	Yes	No	No	No
Tax-Deferred Accumulation	Yes	Yes	No	No
Immediate Estate Increase	Yes	No	No	No
Avoids Market Risk	Yes	Sometimes	Yes	No
Avoids Probate Costs	Yes	Yes	No	No
Accelerated Living Benefits	Yes	Sometimes	No	No
Guaranteed Values	Yes	Yes	Yes	No

OXFORD LIFE EFFICIENT WEALTH TRANSFER COMPARED TO A TAXABLE CERTIFICATE OF DEPOSIT

A 60 year old female in a 28% tax bracket places \$50,000 in a 2.5% CD

Year	CD	OLEWT
	Available to Heirs Net of Income Tax	Guaranteed Death Benefit Paid to Heirs Income Tax-Free
1	\$50,900	\$100,960
5	\$54,665	\$100,960
10	\$59,765	\$100,960
15	\$65,341	\$100,960
20	\$71,437	\$100,960
25	\$78,102	\$100,960
30	\$85,389	\$100,960

For demonstration purposes only. Interest is approximated on a daily compounded basis. Bank CD rates can vary over time.

Oxford Life Efficient Wealth Transfer can free up valuable dollars while still accomplishing your client's goal of leaving assets to their loved ones



OLEWT is not available in all states. OLEWT rates as of 03/01/2011. All scenarios are for a 60 year old, non-tobacco, female. Have your client consult a tax professional for their individual combined federal and state tax bracket. Kentucky rates are not shown above and are available upon request.

Point-of-Sale Rules Based Application Process

All Oxford Life Efficient Wealth Transfer policies are issued using a point-of-sale rules-based decision process. Applicants are only required to answer a few health questions. Medical exams and blood work are never requested. With the help of our point-of-sale telephone interview, you and your client will know if the policy is approved or declined while at the appointment. If approved, Oxford Life will confirm your client's coverage upon receipt of the application, premium and any other necessary documents.



TELEPHONE INTERVIEW PROCEDURES

Before initiating the telephone interview, make sure the application is completed, including the MIB/HIPPA Authorization, and ask all health questions. Do not assist the proposed insured in answering the health questions. The point-of-sale recorded telephone interview procedures include the following:

- Call **1-888-801-5123** with the applicant present and provide the Interview Specialist with Oxford Life's name and your name. Be sure to advise the Interview Specialist if the applicant does not speak English so that a translator can be brought on to the call.
- The applicant will speak with the Interview Specialist to confirm the answers to the questions on the application. When completed, the Interview Specialist will speak with you again.
- The Interview Specialist will review the Fraud Notice and complete the Producer Checklist with you.
- If approved, submit the application and premium to the Oxford Life Home Office.
- If declined, submit the application to the Oxford Life Home Office, but do not collect the premium payment.

If an application is written after the extended business hours, you will need to leave a message in the 24-hour voice mailbox for an Interview Specialist to call the applicant back. Since the applicant will be completing the interview the next business day, the Producer Checklist will state "Producer Not Present." After the point-of-sale inspection is complete, the Interview Specialist will call you with the results.

The hours of operation for **Interview Specialists** are:

Monday – Thursday: 8:00 a.m. to 9:30 p.m. CST
Friday: 8:00 a.m. to 5:00 p.m. CST
Weekends & After Hours: 24-Hour Voice Mail

SUBMITTING NEW BUSINESS

All Oxford Life Efficient Wealth Transfer applications and any other required forms can be sent by:

Mail: Oxford Life Insurance Company
Attn: Policyholder Services
2721 North Central Avenue
Phoenix, AZ 85004-1172

Fax: 1-877-584-2777

Scan and email: fastapps@oxfordlife.com

Premium Rates per \$1000

Oxford Life Efficient Wealth Transfer • Issue Ages: 60 to 80 • Minimum Face Amount: \$20,000

PREMIUM RATES and MAXIMUM FACE AMOUNTS †								
Issue Age	Female Non-Tobacco		Female Tobacco		Male Non-Tobacco		Male Tobacco	
60	\$494.35	\$173,000	\$611.58	\$198,000	\$554.60	\$190,000	\$672.78	\$215,000
61	\$508.68	\$177,000	\$626.76	\$203,000	\$571.18	\$196,000	\$689.64	\$221,000
62	\$523.01	\$181,000	\$641.94	\$209,000	\$587.76	\$201,000	\$706.51	\$228,000
63	\$537.34	\$185,000	\$657.12	\$214,000	\$604.34	\$207,000	\$723.37	\$235,000
64	\$551.67	\$190,000	\$672.30	\$220,000	\$620.92	\$213,000	\$740.24	\$243,000
65	\$566.00	\$195,000	\$687.48	\$227,000	\$637.50	\$220,000	\$757.10	\$250,000
66	\$579.24	\$200,000	\$699.37	\$233,000	\$655.17	\$227,000	\$772.04	\$259,000
67	\$592.48	\$206,000	\$711.26	\$241,000	\$672.83	\$235,000	\$786.99	\$267,000
68	\$605.72	\$212,000	\$723.14	\$248,000	\$690.50	\$243,000	\$801.93	\$277,000
69	\$618.96	\$218,000	\$735.03	\$257,000	\$708.16	\$252,000	\$816.88	\$287,000
70	\$632.20	\$225,000	\$746.92	\$266,000	\$725.83	\$262,000	\$831.82	\$299,000
71	\$650.81	\$232,000	\$763.18	\$275,000	\$740.48	\$273,000	\$846.50	\$311,000
72	\$669.42	\$241,000	\$779.43	\$285,000	\$755.14	\$284,000	\$861.18	\$324,000
73	\$688.03	\$249,000	\$795.69	\$296,000	\$769.79	\$297,000	\$875.86	\$338,000
74	\$706.64	\$259,000	\$811.94	\$308,000	\$784.45	\$310,000	\$890.54	\$354,000
75	\$725.25	\$269,000	\$828.20	\$320,000	\$799.10	\$325,000	\$905.22	\$370,000
76	\$738.80	\$280,000	\$838.18	\$333,000	\$815.64	\$341,000	\$912.70	\$388,000
77	\$752.36	\$291,000	\$848.16	\$348,000	\$832.19	\$359,000	\$920.18	\$408,000
78	\$765.91	\$304,000	\$858.15	\$363,000	\$848.73	\$378,000	\$927.67	\$430,000
79	\$779.47	\$318,000	\$868.13	\$380,000	\$865.28	\$399,000	\$935.15	\$453,000
80	\$793.02	\$334,000	\$878.11	\$398,000	\$881.82	\$421,000	\$942.63	\$478,000

NT - No tobacco use in the last 12 months T - Any tobacco use in the last 12 months
 Not available in all states. Kentucky rates are not shown above and are available upon request.

CALCULATING FACE AMOUNT

$$\frac{\text{Premium} - \text{Policy Fee}}{\text{Rate Per Thousand}} \times 1,000 = \text{Face Amount}$$

For example, if a 60 year old, non-tobacco female, has \$50,000 in available funds that she intends to leave to her beneficiaries, then the death benefit calculation is as follows:

$$\frac{\$50,000 - \$90^*}{\$494.35} \times 1,000 = \$100,960$$

CALCULATING THE SINGLE PREMIUM

$$\left(\text{Rate Per Thousand} \times \frac{\text{Face Amount}}{1,000} \right) + \text{Policy Fee} = \text{Premium}$$

For example, if a 60 year old, non-tobacco female, wants \$50,000 in death benefit, the premium calculation would be as follows:

$$\left(\$494.35 \times \frac{\$50,000}{1,000} \right) + \$90^* = \$24,807.50$$

*A \$90 policy fee is included in all policy calculations.

† The above rates do not take into consideration any withholdings for income taxes from the annuity payment. Any withholdings for income taxes will decrease the SPITA payout and as a result will decrease the life insurance policy's face amount, resulting in a lesser death benefit amount.



OXFORD[®]

LIFE INSURANCE COMPANY

Oxford Life Insurance Company[®] (Oxford Life[®]) is a life and health insurer that began operations in 1965 in Phoenix, Arizona. We provide insurance coverage to meet the financial needs of our customers. Oxford Life specializes in providing senior oriented life, fixed annuities, and Medicare supplement insurance products. Oxford Life is fully committed to providing excellent service to our customers.

Home Office

Oxford Life Insurance Company
2721 North Central Avenue
Phoenix, Arizona 85004
Phone: 602-263-6666
Toll-Free: 1-800-308-2318

Policyholder Services and Claims

(New business status, customer
service, commission inquiries)
Toll-Free: 1-866-641-9999
Fax: 1-877-584-2777

Marketing Department

(Sales support, licensing,
supplies, prospecting and
lead support)
Toll-Free: 1-800-308-2318
Fax: 1-866-380-9691
e-mail: marketing@oxfordlife.com

Oxford Life has an extensive producer support site at www.oxfordlife.com, which provides applications, replacement forms, brochures and quoting software.



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This guide is not a contract and descriptions of the policy provisions are only partial. Exclusions and limitations may vary by state. Refer to policy forms SPITA500 and LP100 and rider forms ADB-NHR and ADB-CIR.

