



**MetLife**

| Specialized Benefit Resources

# Financing benefit liabilities using life insurance

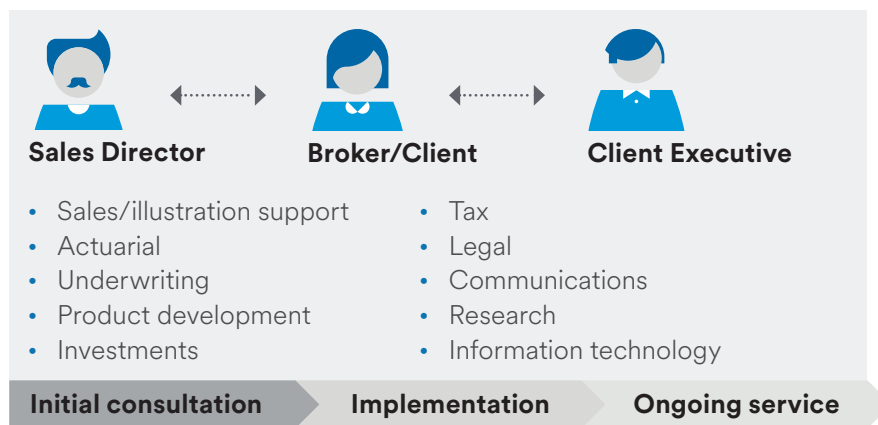


MetLife, Inc., through its subsidiaries and affiliates (“MetLife”), is uniquely positioned to provide customized solutions for financing benefit liabilities using life insurance. Specialized Benefit Resources (SBR), a full-service unit within MetLife, focuses exclusively on the design, implementation and administration of liability financing and corporate executive benefits. As a pioneer in the corporate-owned life insurance market, MetLife has been setting industry standards since 1987.

For over 30 years, the SBR team has provided knowledge and tools to help navigate the complex regulatory issues and potential tax implications that are unique to benefits and benefit liabilities. We use a consultative approach to help companies mitigate risks in a tax-efficient manner through the use of Bank-Owned Life Insurance (BOLI), Corporate-Owned Life Insurance (COLI) and Trust-Owned Life Insurance (TOLI) products.

SBR provides expertise and support at each step of the process — from initial consultation to implementation and ongoing post-sale service — with the latest technology and administrative tools. A Sales Director (pre-sale) and Client Executive (post-sale) are assigned to each case, and are backed by a dedicated group of experts to ensure successful implementation and seamless service.

## SBR’S consultative approach





## MetLife BOLI/COLI/TOLI solutions

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### **Are priced for the institutional market and are designed to finance benefit liabilities for:**

- Banks
- Insurance companies
- Corporations

### **Are used to fund:**

- General Benefit Obligations
- FAS 106: Retiree Benefits
- Defined benefit SERPS (Supplemental Executive Retirement Plans)
- Nonqualified deferred compensation
- Executive life insurance plans (162 Bonus, Split Dollar, etc.)
- VEBA (Voluntary Employees' Beneficiary Associations)

### **Have the following benefits:**

- Cash value growth is tax-deferred
- Generally tax-free death benefit
- Ability to reallocate among available investment options without tax implications
- Long-term tax savings reduce the capital outlay required to finance benefit liabilities
- Post-tax earnings may potentially exceed post-tax earnings on assets held outside of a life insurance contract

MetLife products	PPVL <sup>1</sup>	Premier BOLI	Premier BOLI Advantage	MetFlex Exec
<b>Target market:</b>				
National banks	✓		✓	✓
Regional banks	✓	✓	✓	✓
Community banks		✓	✓	✓
Insurance companies	✓	✓	✓	✓
Corporations	✓			✓
<b>Pricing and underwriting:</b>				
Custom pricing	✓		✓ <sup>4</sup>	
Experience rating	✓		✓ <sup>5</sup>	
Full underwriting		✓		✓
Guaranteed issue	✓	✓	✓	✓
<b>Investment options:</b>				
MetLife general account	✓ <sup>3</sup>	✓		✓
Managed separate accounts	✓		✓	
Registered separate accounts	✓			✓
Hedge funds	✓			
Stable value wrap <sup>2</sup>	✓			
Asset allocation and target date investment strategies				✓

1. Private Placement Variable Life — Available only to Accredited Investors and Qualified Purchasers as those terms are defined under the federal securities laws. Sales can be made only through broker-dealers that have entered into a selling agreement with MetLife that specifically relates to the sale of private placement products and that obligates the firm to adopt certain procedures and controls relating to the offer and sale of such products.
2. May be available through MetLife, or a third-party wrap provider, for certain fixed-income portfolios.
3. May be available in certain states.
4. Some custom pricing may be available for larger transactions.
5. May be available for larger transactions.



## Access to leading money managers

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Our products offer a comprehensive array of institutional investment options that span the risk-return spectrum and incorporate some of the world's top money management capabilities. Many of these managers specialize in broad, as well as targeted niche areas of investment management. We partner with these managers to host webinars for our clients to review portfolio performance and to discuss their outlook on current and future economic conditions. MetLife regularly reviews the fund lineup to ensure that the available options reflect the market needs of our clients.



## Custom pricing and experience rating

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MetLife's long history in the executive benefits market allows us to tailor pricing to the specific needs of each client. Our knowledge of the marketplace is reflected in our mortality tables, financing, M&E charges and our ability to offer experience rating for certain cases.



## Executive pool mortality

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MetLife groups together, or pools, the mortality experience of individuals who are corporate executives. Our executive pool mortality allows us to offer our products to the market at very competitive prices that are less likely to change over time.



## Ease of implementation through guaranteed issue (GI) underwriting

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MetLife spearheaded the practice of offering generous amounts of GI underwriting for BOLI/COLI/TOLI contracts. For many cases, this methodology is preferable as it promotes ease of implementation and employee participation. MetLife reviews each case to determine if GI underwriting is appropriate. Generally, as few as ten lives are needed to qualify.



## Unparalleled service

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We build longstanding relationships with our clients and their brokers through proactive case management, annual reviews at our client's offices and convenient online access. Each client is assigned a single point of contact, the Client Executive, who has in-depth knowledge of product and plan design. Client Executives provide assistance with day-to-day service needs. In addition, MetLife's state-of-the-art technology helps brokers to simplify the management of each BOLI/ COLI/TOLI case with web-based reporting tools for:

- E-reporting of policy information
- Premium applications
- Transfers and reallocation of cash value among funds
- Fund performance and daily unit values
- Online form completion



## Commitment, experience and financial strength

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MetLife serves as a leading voice on employee benefit issues by actively influencing public policy, educating the public and delivering nationally-acclaimed research. We strive to be a positive force in the insurance legislative process on both the state and federal level and we are committed to understanding and serving our clients through every stage and economic cycle.



## The MetLife advantage

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MetLife, Inc. (NYSE: MET), through its subsidiaries and affiliates (“MetLife”), is one of the world’s leading financial services companies, providing insurance, annuities, employee benefits and asset management to help its individual and institutional customers navigate their changing world. Founded in 1868, MetLife has operations in more than 40 countries and holds leading market positions in the United States, Japan, Latin America, Asia, Europe and the Middle East.

MetLife’s Retirement & Income Solutions division, the company’s institutional retirement business, issues products through Metropolitan Life Insurance Company and Metropolitan Tower Life Insurance Company, two wholly owned subsidiaries of MetLife, Inc. Retirement & Income Solutions issues products for transferred pension liabilities, stable value, institutional income annuities, benefits funding and structured settlements.

The major rating agencies have repeatedly recognized MetLife for our financial strength and our strong capitalization.<sup>6</sup> Our financial strength has been built upon and is sustained through our diversity of businesses, conservative risk management and expertise in focusing on investment fundamentals. MetLife specializes in providing clients with the knowledge, tools and solutions to help manage the complex regulatory issues and potential tax implications that are unique to benefits and benefit liabilities.

For more information on how we can partner to meet your organization's goals call **877-MET-EXEC** or visit our website: [www.metlife.com/sbr](http://www.metlife.com/sbr)

6. For current ratings information and a more complete analysis of the financial strength of MetLife, please go to [www.MetLife.com](http://www.MetLife.com) and click on "About Us" and then click on "Company Ratings."

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**metlife.com**

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PPVL policies are issued by one of the following MetLife companies: Metropolitan Life Insurance Company, New York NY 10166; and Metropolitan Tower Life Insurance Company, Lincoln, NE 68516. Products are distributed by MetLife Investors Distribution Company (member FINRA).

MetFlex is issued by Metropolitan Life Insurance Company, New York, NY 10166 and distributed by MetLife Investors Distribution Company (MLIDC) (member FINRA).

MetLife Premier BOLI and Premier BOLI Advantage are issued by Metropolitan Life Insurance Company, New York, NY 10166.

Metropolitan Life Insurance Company, Metropolitan Tower Life Insurance Company and MetLife Investors Distribution Company are MetLife companies.

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