

WASHINGTON NATIONAL INSURANCE COMPANY

Business overview



Washington National Insurance Company

Who we are

We're a leading provider of supplemental health and life insurance for middle-income Americans in the worksite and individual markets. Our team is a group of enthusiastic individuals committed to creating customers for life through memorable service at every interaction.

We have a team of **2,000 agents** who serve nearly **1 million policyholders** and **25,000 groups** across kitchen tables and at worksites in **49 states**, Puerto Rico, Guam and the Virgin Islands.

Our mission

For over 100 years, our customers have counted on our valuable benefits to help protect the people they love most from the financial hardship that so often comes with critical illnesses, accidents and loss of life.



Washington National's financial strength

- We're rated A- (Excellent) by A.M. Best.¹
- Our holding company, CNO Financial Group, is one of the 10 largest public companies in Indiana, with a market capitalization of \$4.1 billion.²

CNO is financially strong and well positioned for continued growth.



CNO FINANCIAL GROUP

- \$4.3 billion in revenue and \$301 million in operating income.³
- \$1.02 of net income per diluted share.³
- 183% total shareholder return over the past five years.³
- Strong capital position, including \$397 million in holding company liquidity, allows CNO Financial to withstand periods of market stress³.
- CNO was named one of "America's 50 Most Trustworthy Financial Companies" by Forbes in 2014.

¹A.M. Best A- (Excellent): This rating is their assessment of our relative financial strength and ability to meet contractual obligations. This rating is the fourth highest of 13 ratings. For the latest rating, access ambest.com.

²The financial condition and contractual obligations of CNO Financial Group, Inc., are separate from its subsidiaries.

³Data as of December 31, 2017.



Washington National
**WORKPLACE
SOLUTIONS®**



Worksite & individual products

The **Workplace Solutions** product suite increases the total benefits package available to employees. Based on budget and objectives, employers can pay all, part or none of the premiums. One Source also includes quality coverage for individuals.

Worksite products

- Cancer
- Critical illness
- Accident
- Short- and long-term disability
- Hospital indemnity
- Medical gap
- Universal life and whole life
- Term life
- HSA, FSA and HRA¹
- Wellness programs
- Telemedicine
- Voluntary dental
- Voluntary vision

Individual products

- Cancer
- Critical illness
- Accident
- Hospital indemnity
- Universal life and whole life
- Term life

¹Products not administered through One Source.

LIMITED-BENEFIT POLICIES: These policies have limitations and exclusions. Premiums are based on the coverage level selected. For costs and complete coverage details, contact an agent. Most policies are underwritten by Washington National Insurance Company (home office: Carmel, IN.) Certain life products, as well as gap, dental, vision and wellness products are offered through one of our affiliated carriers. Washington National Insurance Company policies are not considered "qualified health plans" and do not provide essential health coverage as required by the Affordable Care Act. Washington National policies are considered "excepted benefits" policies, which do not meet the individual mandate requirements of the Affordable Care Act.



Technology

Washington National One Source provides the technology you need for smooth, efficient enrollments and benefit administration.

With One Source, you'll enjoy:

- Agent-assisted and self-enrollment.
- Online and offline functionality.
- Laptop and mobile accessibility.
- Benefit administration system.
- Voice signature capability.
- Online invoice reconciliation and payment.



Service

As your worksite benefits partner, we're here to support your success.

- Case management team members are dedicated to ensuring a successful enrollment.
- Marketing tools make the case for voluntary benefits and guide employees through enrollment.
- National on-site, "turn-key" benefit communication and enrollment support available.
- Posters, flyers, payroll stuffers and brochures to help employees understand their options and make healthier choices.



WELLNESS & EDUCATION

Physical and financial wellness

We support the physical and financial wellness of our customers to help them make the most of their lives. Our educational resources are designed to help consumers take control of their health, stay well and become financially fit.

- ✓ Premium-return benefits
- ✓ Education materials
- ✓ Online resources



Premium-return benefits

We're committed to our policyholders

Select products offer our premium-return benefit, which has returned nearly \$3 billion to policyholders since 1995!*



*The return of premium (ROP) or cash value (CV) (in MO, "cash return") benefit is subject to state and product availability. The benefit has an additional charge and may pay minus claims or regardless of claims based on the policy selected. The policy must remain in force until the end of the ROP/CV period for the benefit to be paid. The premium-return amount is based on ROP/CV payments to Washington National policyholders from January 1, 1995, through December 31, 2017.

Products are issued by Washington National Insurance Company (Home Office: Carmel, IN). These products have limitations and exclusions. For costs and complete details of coverage, contact your agent.



Education materials

During in-person meetings, our agents share informational handbooks and resources with their clients to provide education and awareness on important health and financial topics. We provide these resources to consumers for free, because we believe everyone deserves to enjoy a healthy, rewarding life.

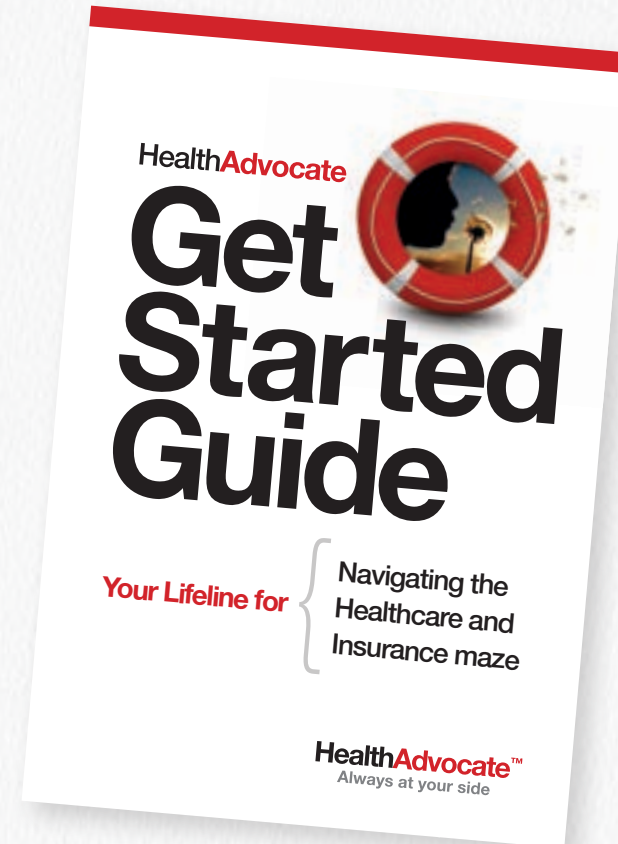


HealthAdvocate™ wellness programs

HealthAdvocate is an organization of professionals who help people make the right health care decisions. We partner with them to provide many of our policyholders with free wellness coaching, claims/billing assistance, medical support and other important services.

Plus, you can upgrade benefits for consumers with three discounted add-ons:

- **Wellness Advocate™** helps employees make positive lifestyle changes and reach their personal health goals.
- **EAP+Work/Life™** helps members manage stress, depression, family issues and substance abuse problems.
- **Telemedicine program™** provides your employees medical help virtually any time, day or night. Employees can connect with a medical provider online from any location and receive a diagnosis and personalized treatment plan, including prescriptions for common medications if needed.



Connect with us

- **WashingtonNational.com**

On our website, consumers can learn about our products and services and explore our blog.

- **My.WashingtonNational.com**

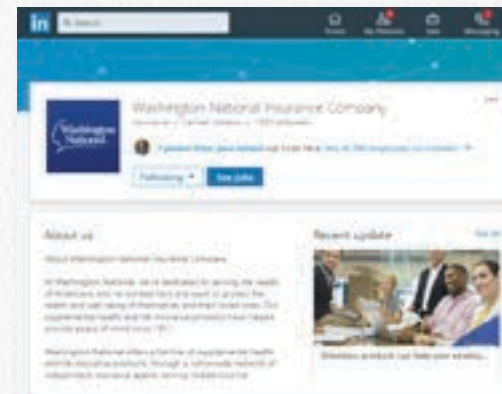
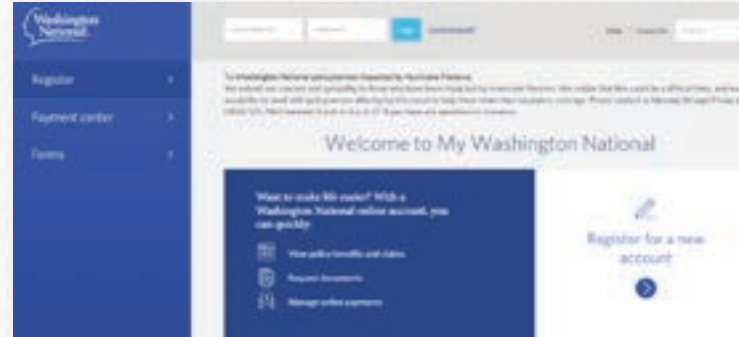
Our account management website allows policyholders to make premium payments, manage policies, view claims, submit forms and more.

- **Facebook.com/washingtonnational**

On Facebook we share relevant articles, helpful tips and company information and updates for consumers.

- **LinkedIn.com/washington-national-insurance-company**

On LinkedIn we share relevant articles and company information for our associates, agents and worksite partners.





WASHINGTON
NATIONAL

cares

In the community

At Washington National, we dedicate our time and resources to make an impact on the communities where we live and work. We partner with the following organizations to make a difference:



American Cancer Society® (ACS): Our team hand assembles and personally delivers hundreds of Comfort Care Kits to cancer patients receiving treatment at ACS-affiliated hospitals.

HealthAdvocate™: We team up with Health Advocate to provide many of our policyholders with free wellness coaching, claims/billing assistance, medical support and other important services.

Life Line Screening®: This partnership enables many of our policyholders to receive discounted screening services.

ScriptSave®: This partnership gives many of our policyholders free membership to an Rx Savings Plan.

Hormel® Foods Corporation: We partner with Hormel to provide cancer patients and our policyholders who are battling cancer with access to free or discounted servings of **Vital Cuisine™**, to help support their physical recovery.

The programs and services described are not insurance and, aside from Health Advocate, are neither contractually offered nor guaranteed under any Washington National policies. They may be provided by a third party, discontinued at any time, and are subject to geographic availability.



**HELPING YOU PROTECT
WHAT MATTERS**

FOR OVER 100 YEARS



APPENDIX

Product portfolio

Supplemental health products

Group Accident

Accidental injury coverage with accident and sickness disability options

Group Cancer

Indemnity cancer coverage that provides benefits for cancer diagnosis and for the latest cancer treatments

Group Critical Illness

Lump-sum critical illness coverage with multiple categories and recurrence benefits

- Guarantee-issue availability for as few as 15 lives
- Coverage for groups as small as three lives
- Employer-paid options
- Flexible coverage to fit each employee's need
- Extended portability
- Premium-return options

LIMITED-BENEFIT POLICIES. These policies have limitations and exclusions. For costs and complete details of coverage contact your agent. Policies, benefits and riders are subject to state availability. The benefits and benefit amounts available may vary based on the plan selected. Premiums are based on the level of coverage selected.



Supplemental health products

AccidentAssure®

Accidental injury and disability income insurance

- Accidental death and dismemberment with disability benefits
- Accident specified-injury benefits for fractures, dislocations and more
- Transportation, family lodging and ICU benefits
- Emergency room benefits up to \$500
- Waiver of Premium and Physician's Office Additional Benefit riders
- Return of Premium or Cash Value benefit
- HSA-compatible

Washington National Active Care®

Coverage for cancer, heart/stroke, other critical illnesses, plus hospital and accidents

- Lump-sum payments up to \$100,000 and recurrence benefits up to \$50,000
- Other critical illnesses include Alzheimer's disease, diabetic complications and blindness
- Fully customizable benefits
- Return of Premium and/or Cash Value benefit
- HSA-compatible

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Supplemental health products

Washington National **Solutions**[®] **Cancer**

Supplemental cancer insurance

- PLUS plans available covering cancer treatment for new therapies when approved by FDA or NCI
- Express payment up to \$20,000
- Return of Premium or Cash Value benefit
- HSA-compatible

Washington National **Critical Solutions**[®]

Critical illness supplemental health insurance

- Three simple plans with two options of coverage
- Lump-sum payment options up to \$70,000
- Return of Premium or Cash Value benefit
- HSA-compatible

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Supplemental health products

Wage Guard[®]

Short-term disability insurance with the added flexibility of a customized plan

- Guarantee-issue amounts up to \$700
- Weekly benefit amounts up to \$1,700
- Two simple plans with multiple benefit period and elimination-period options
- Two-year rate guarantee
- For the worksite market
- HSA-compatible

Gap 360[®] /Gap 360+^{®1}

Coverage for the gaps in today's major medical plans

- Guarantee-issue coverage
- Family coverage
- Hospital and outpatient visits
- Doctor office and wellness benefits
- For the worksite market
- HSA-compatible

¹Underwritten by Fidelity Security Life Insurance Company.

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Supplemental health products

Hospital AssureSM

Hospital indemnity insurance

- HSA and Non-HSA compatible
- Guarantee-issue and simplified issue coverage
- Portability of coverage
- Guaranteed renewability, as long as premiums are paid.
- Hospital confinement lump-sum payments of up to \$5,000
- Optional Wellness and Diagnostic rider & Supplemental Benefits rider available*
- Return of Premium and/or Cash Value benefit*

Pulse Protection Series[®]

Coverage for the out-of-pocket costs of heart-related hospitalizations and stroke

- Lump-sum payments up to \$100,000 and recurrence benefits up to \$50,000
- Other critical illnesses include Alzheimer's disease, diabetic complications and blindness
- Fully customizable benefits
- Return of Premium and/or Cash Value benefit
- HSA-compatible

*Optional riders only available with Non-HSA compatible plans

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Life products

Washington National **Life Assure**[®]

Term life insurance

- Guarantee-issue and simplified-issue coverage
- High death benefit level premium during working years
- Reduced paid-up life in retirement years for funeral expenses¹
- Level premium to age 65 or for 15 years
- 50% Return of Premium feature
- All premiums and benefit values guaranteed for life of policy
- For the worksite and individual markets

¹Option only available for policies with Return of Premium.

²Grandchildren policies may not be available in all states.

³Only available with the Living Benefit Chronic Illness Accelerated Death Benefit Rider.

Policies, benefits and riders are subject to state availability.

Worksite **UL2**[®] + living benefit

Universal life insurance

- Guarantee-issue, simplified-issue and select simplified-issue coverage
- Coverage for employee, spouse, children and grandchildren²
- Automatic Benefit Increase rider increases policy face amount with no additional underwriting
- Options to accelerate the death benefit if certified as permanently chronically ill³
- Long-term cash value buildup
- For the worksite market
- HSA-compatible





Life products

Washington National **Providence**[®]

Whole life insurance for final obligations

- Simplified issue
- No medical exams required¹
- Guaranteed premium that will never increase
- Guaranteed death benefit that will never decrease²
- For the individual market
- HSA-compatible

Washington National **Life Options**[®]

Indexed universal life insurance

- Life insurance that offers flexible premiums
- Fixed-rate credit option for steady cash accumulation
- Face amounts up to \$2 million
- Three indexed credit options can provide upside potential with downside protection
- Three free riders: Nursing Care Confinement Waiver of Surrender Charge, Terminal Illness Accelerated Death Benefit and Overloan Protection³
- Five optional riders include Primary Insured Term, Waiver of Stipulated Premium, Accidental Death Benefit, Additional Insured Level Term and Children's Level Term Insurance
- For the individual market
- HSA-compatible

¹Policy issue depends upon the answers to the health questions on the application, prescription drug check, Medical Information Bureau report and personal history interview (if applicable).

²There are two benefit options: Level benefit, which provides a beneficiary with the face amount and Graded benefit, which pays a reduced benefit if the death occurs for reasons other than an accident within the first 2 policy years.

³There is a processing fee if Overloan Protection is used.

Policies, benefits and riders are subject to state availability.





Life products

Washington National **Term**[®]

Level-premium term life insurance

- 15-year or 20-year level premium term periods
- Renewable to age 98
- Face amounts up to \$5 million
- Two free riders include Unemployment Waiver of Premium and Accelerated Benefits for Terminal Illness
- Five optional riders include Disability Income, Accidental Death Benefit, Additional Insured Term Insurance, Children's Term Insurance, Total and Permanent Disability Benefits Waiver of Premium
- For the individual market
- HSA-compatible

Policies, benefits and riders are subject to state availability.



Thank you
for considering Washington National.

Insurers and their representatives are not permitted by law to offer legal or tax advice.
The general and educational information here supports the sales, marketing or service of insurance policies.
Based upon individuals' particular circumstances and objectives, they should seek specific advice from
their own qualified and duly-licensed independent legal or tax advisers.

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