



KANSAS CITY LIFE INSURANCE COMPANY



# Compass Elite IUL<sup>®</sup>

## Indexed Universal Life

Navigate a strong path for a  
rewarding financial future

# Gain protection as well as growth potential

It may be time to set your sights on a new course with the potential for more.

If you feel like you're in uncharted territory when it comes to planning for a secure financial future, look to Kansas City Life Insurance Company's Compass Elite IUL<sup>®</sup> (Indexed Universal Life) to help you minimize the unknowns and protect loved ones while also gaining the ability to maximize your financial future.



## Meet challenges head on

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The Compass Elite IUL is a versatile permanent life insurance policy that pairs solid death benefit protection with the potential to generate cash value faster than most traditional universal life policies.

With the flexibility of the Compass Elite IUL, you set the premium amount you would like to pay and the payment schedule – monthly, quarterly, semi-annually, or annually. Your policy comes with a set death benefit protection – paid income tax-free to your beneficiaries. The potential to build cash value at a higher rate than traditional universal life policies sets the Compass Elite IUL apart. The cash value your Compass Elite IUL accumulates throughout time can be used to send your children to college, pay off your mortgage early, supplement your income, expand a business – virtually anything you can dream.



## Reach your destination faster

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Those planning for the future are drawn to the Compass Elite IUL because it helps create choices for building cash value while helping to protect your loved ones. The potential to accumulate cash value is based on changes in an external index and your chosen crediting method. In addition, your policy value is guaranteed to never decrease due to negative index changes. Because you are not directly invested in the market, you gain the potential for higher crediting rates while purchasing the amount of insurance that is right for you.

With the Compass Elite IUL, you are able to address those important protection needs for your loved ones and you also gain the opportunity to build cash value with a strategy that fits your goals and dreams.

This cash value potential is also attractive to business owners who wish to protect their bottom line or pre-retirees who hope to supplement their retirement income.



## Build cash value without market risk

As an indexed universal life product, the Compass Elite IUL allows you to grow your policy's cash value when you earn Indexed Credits based on the positive performance of an external index. Throughout time and during periods of low fixed interest rates, an IUL has the potential for greater crediting than a traditional life insurance policy.

You can choose between two types of accounts to build your cash value. Each premium payment you make toward your Compass Elite IUL policy may be allocated to either a Fixed Account or an Indexed Account – you choose based on your financial goals.

The **Fixed Account** offers a safer option with a current credited interest rate declared by Kansas City Life. We may change this rate but it will never be less than the guaranteed minimum interest rate of 1%.

Compass Elite IUL also offers the ability to build cash value through the policy's **Indexed Accounts**. With the Indexed Account, market performance could potentially lead to strong cash value accumulation for long-term goals. The Indexed Credits to these accounts are calculated from the change in the Standard & Poor's 500 (S&P 500),\* a highly regarded benchmark for the U.S. stock market.

With this policy, you have the potential to build cash value at a faster rate without the risk of loss that comes from investing in the stock market. Even if the index goes down, your Indexed Credit is never less than 0% – guaranteed. You are not participating directly in the stock market or the index. Your premiums are not invested in any stock, bonds, or equity investments.

By allocating a portion of the policy's value to the Fixed Account you can help offset some of the fluctuations that are possible with the policy's Indexed Accounts.

When you pay your Compass Elite IUL premium, you have the flexibility to choose between a minimum and maximum amount. The premium goes into the Fixed Account where premium expenses are deducted.

The remainder has the potential to build policy cash value that can be accessed through policy loans and withdrawals.\*\* This net premium is allocated between the Fixed Account and Indexed Accounts based on your instructions.

### Premiums path to building cash value

You make a **premium payment** and we apply it to your Fixed Account.

We deduct **expense charges** from premium.

**Your Fixed Account earns an annual guaranteed interest rate of no less than 1%.**

**Transfers** may be made monthly, creating a new Segment for each transfer.

**Indexed Accounts are composed of segments. Each segment earns an Indexed Credit linked in part to the performance of the S&P 500.\* The Indexed Credit is subject to a cap, participation rate, or multiplier. The guaranteed minimum credited rate never goes below zero.**

*\*The "S&P 500" is a product of S&P Dow Jones Indices LLC, and has been licensed for use by Kansas City Life Insurance Company.*

*\*\*Policy loans and withdrawals will reduce the available cash value and death benefit and may cause the policy to lapse or affect guarantees against lapse. Additional premium payments may be required to keep the policy in force.*

## The basics of indexing

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With an indexed universal life policy, you allocate premium to an Indexed Account, thereby creating a Segment and the 12-month Segment Term for that Segment begins. Values remain in the Segment for the length of the Segment Term. Withdrawals may occur. At the end of the Segment Term, each Segment earns an Indexed Credit. The Indexed Credit is calculated from the change in the S&P 500\* during that one-year period and is subject to the limits declared for that Segment.

An Indexed Credit is calculated for a Segment if value remains in the Segment at Segment Maturity. The amount calculated is subject to the declared limits for the specific Segment. These limits are determined at the beginning of the Segment Term and are guaranteed for the entire Segment Term.

There are four choices of Indexed Accounts (Indexed Accounts A, B, C, and E) and each has a different type of limit.

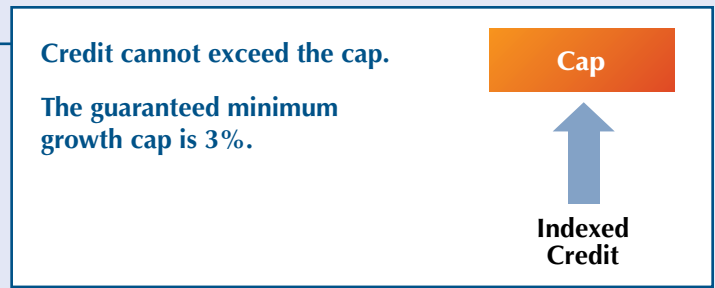
- Indexed Account A sets a cap on the Indexed Credit for a Segment.
- Indexed Account B declares the proportion of the change in the index that will determine the Indexed Credit.
- Indexed Account C has a higher minimum cap than Indexed Account A and an Indexed Account Charge. The guaranteed maximum Indexed Account Charge is 1%.
- Indexed Account E determines the Indexed Credit using a cap with a guaranteed multiplier of 50%. Indexed Account E has an Indexed Account Charge with a guaranteed maximum of 4%.

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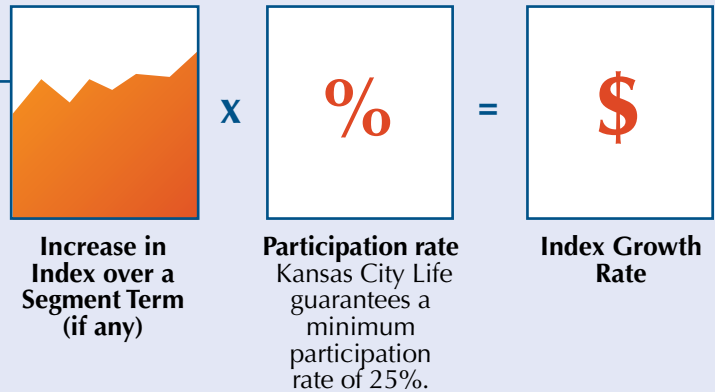
### Growth cap – Indexed Account A

The growth cap is the top amount Kansas City Life credits to segments in Indexed Account A. The growth cap will vary and be reset at the beginning of a Segment Term.



### Participation rate – Indexed Account B

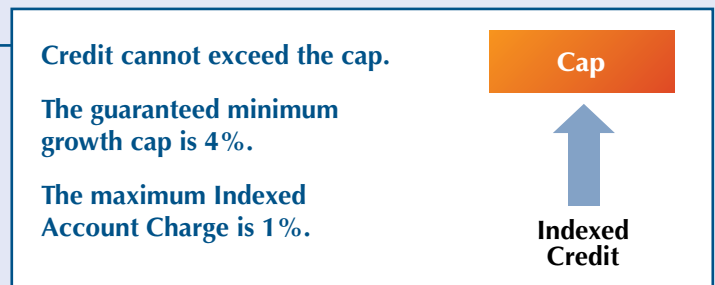
The participation rate determines how much of an increase in the S&P 500's\* Index Value applies to segments in Indexed Account B.



*Index Value increase (if any) times a participation rate equals Index Growth Rate.*

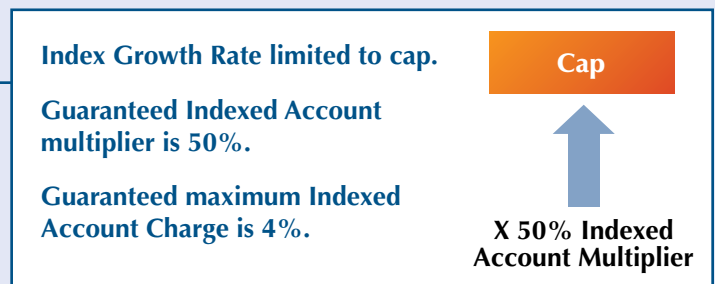
### Growth cap – Indexed Account C

Higher minimum growth cap than Indexed Account A and an Indexed Account Charge.



### Growth cap with Indexed Account Multiplier – Indexed Account E

Indexed Account Multiplier is applied to the increase in the Index Value limited by the cap. There is an Indexed Account Charge associated with the Indexed Account Multiplier.



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## Understanding sweeps

Each transfer of values to a Segment – whether due to allocated premiums, transfers from other assets, or Segment Maturity – creates a Segment. For any given month, at any point in time, you may have multiple Segments depending on premium frequency and account allocations.

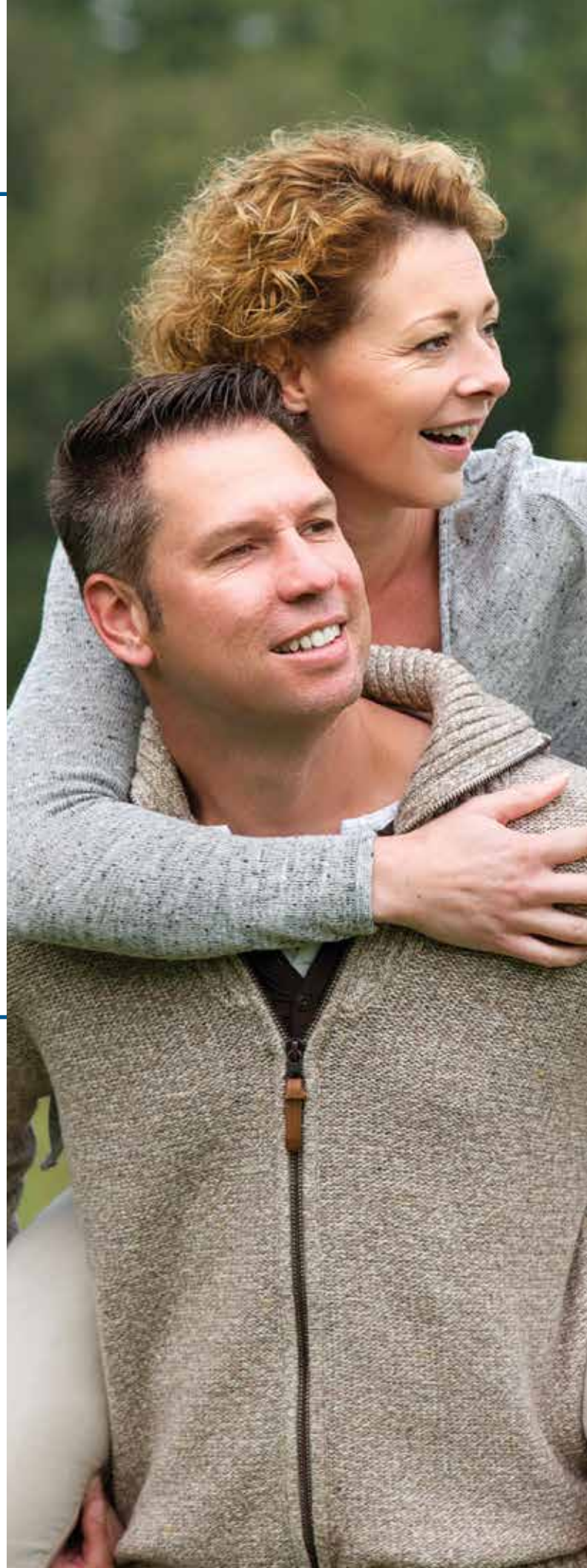
An Indexed Credit, if any, is added to the Segments at Segment Maturity. At the end of the Segment Term, a new Segment Term begins and any value in the Segment is transferred to a new Segment unless you request a change. In addition, net premium received since the sweep is allocated to the Indexed Accounts based on your instructions.

Don't forget, you can allocate premium to the Indexed Accounts but you may also allocate premium to the Fixed Account.

## Volatility protection for your journey

Because the Compass Elite IUL is always protected from negative index performance, you will lose nothing based on a falling market. When the market declines, your policy is protected by contract guarantees. This means you may not receive Indexed Credits for that Segment Term, but your policy's cash value will never decrease due to market volatility.

When the market index rises, your policy receives Indexed Credits based partly on the upward movement of the index subject to a cap, participation rate, or multiplier.



## Keeping on course

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On a tax-efficient basis, you can accumulate and protect your money for future needs. You may also access your policy's cash value in several income tax-free methods, which include taking a loan from your Fixed Account. During the first 10 policy years, there is a net cost of 1% for taking a Fixed Account policy loan. After the first 10 policy years, you may take a Fixed Account preferred loan with a zero net cost. With the preferred loan, the loan is charged 1% interest and earns interest at 1%. This preferred loan is not guaranteed.

Alternatively, you can borrow funds from your Indexed Accounts. These loans are charged interest at a rate that can vary. Your borrowed funds continue to earn Indexed Credits. The Indexed Credits earned on any available amounts borrowed from the Indexed Account may be more or less than the loan interest charged.



## Customize with the Compass Elite IUL®

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A variety of policy riders help customize coverage to ensure your most important concerns are met and your family is able to make dreams come true. If you are considering your child's long-term plans, you can insure a child with the Compass Elite IUL and the Assured Insurability Rider which allows your child, up to a certain age, to purchase additional life insurance without medical exams thereby protecting their insurability.

Another example is the Overloan Protection Rider which, when eligible, may prevent a policy from lapsing due to being overloaned and causing a taxable event for the policyowner.

In addition, through certain riders commonly referred to as living benefits riders, you can gain access to a portion of a policy's death benefit to help pay expenses associated with a critical illness, terminal illness, or nursing home confinement.



## Is Kansas City Life Insurance Company's Compass Elite IUL<sup>®</sup> product right for you?

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Put the safety of a product that can secure your loved ones' financial protection to work for you. At the same time, take advantage of this solution to steer a fulfilling course with a strategic policy that can help get you through the unexpected.

Get Kansas City Life's<sup>®</sup> Compass Elite Indexed Universal Life now, and watch as you capture your long-term dreams.

## Act now to navigate your way to the financial future of your dreams

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There's no better time than right now to protect your loved ones. Your Kansas City Life representative can help ensure your family's future financial security and determine the best plan for accomplishing your goals.



# *Protecting policyowners for 130 years*



Since 1895, Kansas City Life Insurance Company has assisted policyholders through world wars, the Great Depression, and various periods of recession and inflation. Built on integrity, sound investment strategies, and honest business practices, every product we sell is backed by more than a century of quality service and financial security.

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*The coverage described is for the Compass Elite IUL® (Indexed Universal Life), a product of Kansas City Life Insurance Company (Home Office: Kansas City, Mo.). Policy form ICC19J207/J207 or ICC19J208/J208, rider forms ICC17R243/R243, ICC17R245/R245, ICC19R249/R249, ICC25R255/R255, R102, R123, R226, ICC19R248/R248, R208, R191, R204/R224/ICC23R254/R254, M652, R209, R225. Form numbers may differ by state. Coverage may not be available in all states.*

*Security Assured.®*



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