

With **Appraisal Institute Insurance Trust Group Term Life Insurance** for designated members, candidates, practicing affiliates, or affiliates of the Appraisal Institute (AI), you can apply for up to \$750,000 of coverage for both you and your spouse at competitive rates. You'll also have access to the following benefits:

PORTABLE COVERAGE: Maintain your valuable Appraisal Institute Insurance Trust Group Term Life Insurance protection throughout your career, as long as you remain in good standing with the Appraisal Institute, you pay your premiums when due, and the policy is still in effect.

20% DISCOUNT FOR THE FIRST TWO YEARS: An individual enrolled for the first time will receive a 20% premium discount for the first 24 months of coverage. This discount applies to Insured AI Professional rates only.

COMBINATION DISCOUNT: An AI Professional who is insured for both this policy and disability insurance under G-13776-2 issued to the policyholder by New York Life will receive a 5% discount off the contribution for both plans, provided the Insured AI Professional retains coverage in both plans. This discount will cease to exist when insurance under this policy or G-13776-2 ends.

TIERED PREMIUM CREDIT: For the past several years, AI Insurance Trust has provided premium credits to all insureds covered under our group term life plan.

Our current premium credit schedule is below, and is based on loyalty—the longer you've been insured under the plan, the larger your discount becomes.

Number of Years Insured With This Plan	Percentage of Premium Credit*
<5	10%
6-10	11%
11-15	12%
16-20	13%
21+	15%



Why purchase
Group Term Life
Insurance through
Appraisal Institute
Insurance Trust?

As of January 1, 2018, our premium credit schedule will upgrade to further reward the loyalty of our insureds. The new schedule can be found below:

Number of Years Insured With This Plan	Percentage of Premium Credit*
3-5	15%
6-10	16%
11-15	17%
16-20	18%
21+	20%

**Premium credits are funded by the AI Insurance Trust Group Term Life Insurance plan. Premium credits are not guaranteed, and may vary from year to year depending on claims experience.*

EXPEDITED ISSUANCE: Members can obtain coverage quicker than ever before with a new streamlined application process available for term life products with a maximum benefit of \$250,000—less hassle, quicker coverage!

ACCELERATED DEATH BENEFIT: If you or your spouse (if insured) is diagnosed as terminally ill with a life expectancy of 12 months (Illinois residents: 24 months) or less, you may request one advance payment equal to 25% of your in-force life insurance while you are alive.

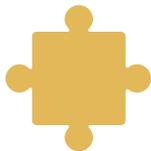
(For terms, conditions, limitations, and exclusions, please see the Certificate of Insurance. Not available to residents of Massachusetts.)

BENEFIT INCREASE FEATURE: Gives you the option to accept an automatic annual increase of 10% of your initial insurance amount for 10 years, gradually doubling the insurance amount.

RIGHT OF CONVERSION: You may convert your coverage to an individual plan offered by New York Life, regardless of physical condition or history, under the conditions stated in your Certificate of Insurance. This right of conversion is also available to your covered dependents. Conversion must be requested within 31 days of the date you become eligible for this provision.

ONLY ONE EXCLUSION: Suicide, within two years after a person's coverage becomes effective, is not covered. The premiums paid for the person's coverage will be returned.

AT DEATH OF AI PROFESSIONAL: If an insured AI Professional dies, life insurance then in force on his/her dependents may be continued, as long as they otherwise remain eligible by making timely premium payments.



How Much Coverage Can I Apply For?

To estimate a coverage level that's right for you, consider your present living expenses, your estate, and the future plans of your family—our Life Insurance Needs Calculator on aiinsurancetrust.org/TL can help. Choose a benefit level that will help protect you and your family. You are eligible to apply for \$10,000 to \$750,000 (in multiples of \$10,000) of AI Insurance Trust Group Term Life Insurance for both you and your lawful spouse if:

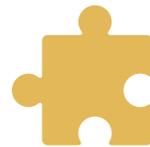
- **You're a designated member, candidate, practicing affiliate, or affiliate of the Appraisal Institute in good standing**
- **You and your spouse (if proposed for insurance) are under age 67**
- **You and your spouse are able to perform the normal activities of a person of like age**
- **You and your spouse reside in the United States* (except territories) or Puerto Rico**

*Certain state eligibility restrictions apply.

Each unmarried, dependent child from age six months through age 24 may also be insured for either \$5,000 or \$10,000. A child from 15 days old to 6 months may be insured for \$500. A dependent who is also a designated member, candidate, practicing affiliate, or affiliate of the Appraisal Institute is eligible for either AI Professional or dependent coverage, but not both. If both the AI Professional and spouse are covered as AI Professionals, neither may insure the other as spouse, and only one may insure any eligible children.

The total amount of coverage an individual may request under all Group Term Life Insurance plans underwritten by New York Life Insurance Company cannot exceed \$1,500,000 (\$750,000 in term life coverage, \$750,000 in level term life coverage). In addition, the total amount of coverage an individual insured may have by more than one group policy may not exceed plan maximums.

A child may not be insured for more than one \$10,000 benefit under all policies issued by New York Life Insurance Company to the Trustee of the AI Insurance Trust Life Insurance plan.



What Additional Details Should I Know About?

ACCELERATED DEATH BENEFIT: Available to help terminally ill insureds and their families, this feature is designed to provide an insured one advance payment equal to 25% of their in-force life insurance to be paid while that person is still alive. To qualify, the insured must be diagnosed as having a life expectancy of 12 months (Illinois residents: 24 months) or less, as well as provide any other necessary medical information requested. For additional details and limitations, please see the Certificate of Insurance. Please note that receipt of accelerated death benefits may affect your eligibility for public assistance programs and may be taxable. Prior to applying to receive such benefits, you should consult with the appropriate social services agency and seek the advice of tax counsel.

Note: This benefit is not available to residents of Massachusetts.

BENEFIT INCREASE FEATURE: You will have the option to accept an automatic annual increase of 10% of your initial insurance amount for 10 years, gradually doubling it. This can be done without medical underwriting, as long as the total amount does not exceed the policy

maximum of \$750,000. You must be under age 70, not totally disabled at the time of increase, and the additional premium must be paid within 30 days of the benefit increase. You can stop the increases at any time, but once stopped, the automatic increase cannot be started again. This feature applies to AI Professional coverage only. The insurance date for each benefit increase is July 1.

CONVERTIBLE TO PERMANENT INSURANCE: The plan gives you the opportunity to convert to an individual policy with no medical exam when coverage terminates, subject to certain conditions, which are described in your Certificate of Insurance.

CONTINUATION OF COVERAGE: While the group policy continues in force, the AI Professional and spouse may renew coverage until the January 1st following or coinciding with the attainment of age 90. AI Professional and spouse coverage is reduced at ages 70, 75, 80, and 85. All insurance ceases for a dependent child upon attainment of age 30. Life insurance is not affected by retirement.



What Else Should I Know?

OWNERSHIP OF INSURANCE: "Owner" means the person or entity with rights of ownership of this insurance as described in the Certificate of Insurance. If a transfer of ownership has been recorded by or on behalf of New York Life Insurance Company, or initial ownership is by someone other than the AI Professional, according to the information provided in the application, references throughout this plan information to "you" or "AI Professional" will mean "owner," as applicable.

YOU NAME YOUR BENEFICIARY: Your beneficiary is the person(s) last designated by you in writing, and recorded by or on behalf of New York Life Insurance Company. You are the automatic beneficiary for dependent insurance, as described in the Certificate of Insurance. If you wish to name a different beneficiary for spouse coverage, contact the Plan Administrator, at 800.222.9958 for the appropriate form.

EFFECTIVE DATE: Insurance will take effect on the date your application is approved, provided the initial premium contribution is paid within 31 days after you are billed and any person to be insured is performing

the normal activities of a person of like age on the date of approval. (Payment of a premium contribution for insurance does not mean there is any coverage in force before the effective date as specified by New York Life Insurance Company.)

Note: Residents of MD and NC: Any reference to "performing normal activities of a person in good health of like age" is replaced by the requirement that the health status of any proposed insured person remain the same as stated in your application.

WHEN COVERAGE ENDS: Coverage will end on the day before the insured member or insured spouse reaches age 90 (age 30 for children). Coverage will end earlier if: (a) the premiums are not paid when due, (b) you are no longer in good standing with the Appraisal Institute, (c) the group plan is terminated or modified by the policyholder to end insurance for the group of insureds to which the AI Professional belongs, or (d) if the insured requests to terminate insurance. Dependent coverage will terminate when the dependent spouse or child ceases to be an eligible dependent.

RENEWAL PAYMENTS AND CLAIMS: Once you are accepted into the plan, you will have a 31-day grace period for your payment of renewal premium contributions. When you want to submit a claim, call the Plan Administrator at 800.222.9958 for claim forms.

CERTIFICATE OF INSURANCE: This brochure is only a brief description of the principal provisions and features of the AI Insurance Trust Group Term Life Insurance plan. The complete terms and conditions are set forth in the group policy issued by New York Life Insurance Company to the trustees of the AI Insurance Trust Life Insurance plan. When you become insured, you will be sent a Certificate of Insurance summarizing your benefits under the plan.

30-DAY FREE LOOK: When you become insured you will be sent a Certificate of Insurance summarizing your insurance coverage. If you are not completely satisfied with the terms of your Certificate, you may return it, without claim, within 30 days. Your coverage will be invalidated and you will receive a full refund—no questions asked!

IMPORTANT INFORMATION FROM NEW YORK LIFE INSURANCE COMPANY: New York Life Insurance Company relies on your answers and statements. Misstatements or failures to report information on your request form may be used as the basis for rescinding your insurance. The AI Insurance Trust Group Term Life

Insurance plan is medically underwritten based on the information provided by you on the application. It is important that you complete the form truthfully and completely. Your request is subject to New York Life Insurance Company's approval, and more medical information may be requested. A physical exam, EKG, blood test, or other information may be required. If so, we will arrange for an independent professional paramedic to contact you to perform these simple tests at your convenience, free of charge. The shorter application works in conjunction with a "tele-underwriter."



How Do I Apply?

Now, applying is easier than ever! Review the premium contribution chart and apply online by visiting us at aiinsurancetrust.org.

In order to expedite claim payments, we request that you provide the following information for everyone you are requesting coverage on, as well as any named beneficiary: full name, address, date of birth, social security number, and telephone number. Please call 844.282.2444 to complete this request. If you prefer, enclose a separate piece of paper with this information together with your application.

Please note, before you request coverage, you must be a designated member, candidate, practicing affiliate, or affiliate in good standing with the Appraisal Institute. Please wait until your application with the Appraisal Institute is accepted before initiating your insurance requests.

Review the premium contribution chart and apply online by visiting us at aiinsurancetrust.org. You may fax your completed and signed application toll-free to 866.817.9009 or send it via mail to:

**Appraisal Institute Insurance Trust
Group Insurance Program Administrator
PO Box 3930
Peoria, IL 61612-9806**

For residents of Puerto Rico, completed applications and premium payments should be sent to:

**Global Insurance Agency, P.O. Box 9023918,
San Juan, Puerto Rico 00902-3918**

Underwritten by:



New York Life Insurance Company
51 Madison Avenue, New York, NY 10010

Under Group Policy No. G-13776-0 on Policy Forms GMR-FACE/G-13776-0

Brokered and Administered by:



1200 E. Glen Ave.
Peoria Heights, IL 61616-5348

Appraisal Institute Insurance Trust Group Term Life Insurance plan is underwritten by the New York Life Insurance Company, 51 Madison Avenue, New York, NY 10010, under Group Policy No. G-13776-0 on Policy Forms GMR-FACE/G-13776-0.

Pearl Insurance solicits insurance on behalf of New York Life and receives compensation, which may vary depending on certain factors, based on the sale of insurance. For additional compensation information, please call Pearl Insurance at 800.222.9958.

California Insurance License #0F76076, AR #1322

IMPORTANT NOTICE: How New York Life Obtains Information and Underwrites Your Request for Group Term Life Insurance

In this notice, references to “you” and “your” include any person proposed for insurance. Information regarding insurability will be treated as confidential. In considering whether the person(s) in your request for insurance qualify for insurance, we will rely on the medical information you provide, and on the information you AUTHORIZE us to obtain from your physician, other medical practitioners and facilities, other insurance companies to which you have applied for insurance, and MIB, Inc. (“MIB”). MIB is a not-for-profit organization of insurance companies, which operates an information exchange on behalf of its members. If you apply for life or health insurance coverage, a claim for benefits is submitted to an MIB member company, medical or non-medical information may be given to MIB, and such information may then be furnished by MIB, upon request, to a member company.

Your AUTHORIZATION may be used for a period of 24 months from the date you signed the application for insurance, unless sooner revoked. The AUTHORIZATION may be revoked at any time by notifying New York Life in writing at the address provided. Your revocation will not be effective to the extent New York Life or any other person already has disclosed or collected information or taken other action in reliance on it, or to the extent that New York Life has a legal right to contest a claim under an insurance certificate or the certificate itself. The information New York Life obtains through your AUTHORIZATION may become subject to further disclosure. For example, New York Life may be required to provide it to insurance, regulatory, or other government agencies. In this case, the information may no longer be protected by the rules governing your AUTHORIZATION.

MIB and other insurance companies may also furnish New York Life, its subsidiaries or the Plan Administrator with non-medical information (such as driving records, past convictions, hazardous sport or aviation activity, use of alcohol or drugs, and other applications for insurance). The information provided may include information that may predate the time frame stated on the medical questions section, if any, on this application. This information may be used during the underwriting and claims processes, where permitted by law.

New York Life may release this information to the Plan Administrator, other insurance companies to which you may apply for life and health insurance, or to which a claim for benefits may be submitted and to others whom you authorize in writing, however, this will not be done in connection with test results concerning Acquired Immune Deficiency Syndrome (AIDS) or Human Immunodeficiency Virus (HIV). We may also make a brief report of your protected health information to MIB, but we will not disclose our underwriting decision.

New York Life will not disclose such information to anyone except those you authorize or where required or permitted by law. Information in our files may be seen by New York Life and Plan Administrator employees, but only on a “need to know” basis in considering your request. Upon receipt of all requested information, we will make a determination as to whether your request for insurance can be approved.

If we cannot provide the coverage you requested, we will tell you why. If you feel our information is inaccurate, you will be given a chance to correct or complete the information in our files. Upon written request to New York Life or MIB, you will be provided with non-medical information. Generally, medical information will be given either directly to the proposed insured or to a medical professional designated by the proposed insured. Your request is handled in accordance with the Federal Fair Credit Reporting Act procedures. If you question the accuracy of the information provided by MIB, you may contact MIB and seek a correction. MIB's information office is: MIB, Inc., 50 Braintree Hill Park, Suite 400, Braintree, MA 02184-8734, telephone 866-692-6901. For Canadian residents, the address is: MIB Information Office, 330 University Avenue, Suite 501, Toronto, Ontario, Canada M5G 1R7, telephone 416-597-0590. Information for consumers about MIB may be obtained on its website at www.mib.com.

For NM Residents: PROTECTED PERSONS¹ have a right of access to certain CONFIDENTIAL ABUSE INFORMATION² we maintain in our files and they may choose to receive such information directly. You have the right to register as a PROTECTED PERSON by sending a signed request to the administrator at the address listed on the application. Please include your full name, date of birth, and address.

¹PROTECTED PERSON means a victim of domestic abuse: who has notified us that he/she is or has been a victim of domestic abuse and who is an insured person or prospective insured person.

²CONFIDENTIAL ABUSE INFORMATION means information about: acts of domestic abuse or abuse status; the work or home address or telephone number of a victim of domestic abuse; or the status of an applicant or insured as family member, employer, or associate of a victim of domestic abuse or a person with whom an applicant or insured is known to have a direct, close, personal, family, or abuse-related relationship.

New York Life Insurance Company

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This brochure is intended to describe only principle features of the AI Insurance Trust Group Term Life Insurance plan and is not a contract.

The Appraisal Institute Insurance Trust incurs certain administrative expenses in connection with this sponsored program for Appraisal Institute Professionals. To provide and maintain this valuable benefit the Trust is reimbursed for such expenses.

Appraisal Institute Insurance Trust Group Term Life Insurance

Current 2017 Semiannual Premium Contributions

The initial cost of insurance for you and your lawful spouse is based on your age on the day your insurance becomes effective. The cost increases as you grow older. The chart below shows your semiannual premium rate per \$10,000 of coverage for AI Professionals or spouses. You will be billed semiannually on January 1 and July 1. You can also make arrangements to pay your premium in increments other than semiannually. *Note: Rates shown do not reflect the reduced cost after premium credits are applied*

Attained Age	Smoker	Non-Smoker*
	\$100,000 or over (semiannual rate per \$10,000 of Insurance)	\$100,000 or over (semiannual rate per \$10,000 of Insurance)
Under 30	\$2.80	\$2.00
30-34	\$4.20	\$2.80
35-39	\$6.40	\$4.00
40-44	\$9.80	\$6.00
45	\$12.60	\$8.00
46	\$13.80	\$9.20
47	\$15.30	\$10.40
48	\$17.10	\$11.70
49	\$19.20	\$13.20
50	\$21.50	\$14.90
51	\$24.10	\$16.90
52	\$27.10	\$19.00
53	\$30.30	\$21.50
54	\$33.90	\$24.30
55	\$38.00	\$27.50
56	\$42.60	\$31.10
57	\$47.90	\$35.20
58	\$52.60	\$40.00
59	\$57.80	\$45.40
60	\$63.80	\$51.40
61	\$70.40	\$58.20
62	\$77.60	\$65.60
63	\$84.80	\$72.40
64	\$92.80	\$80.00
65	\$101.40	\$88.20
66	\$111.00	\$97.80
67	\$121.60	\$107.20
68	\$126.60	\$111.20
69	\$132.00	\$115.60
70-74	\$198.00	\$174.00
75-79	\$297.00	\$261.00
80-84	\$495.00	\$435.00
85-89	\$873.52	\$767.65

*To qualify as a non-smoker, the insured must not have used tobacco or nicotine in any form for the past 12 months.

Coverage is available in \$10,000 units up to \$750,000. To obtain rates for coverage amounts under \$100,000, contact the Plan Administrator.

Rates for AI Professional and spouse are based on AI Professional's actual age each January 1. Age means, as of any date, the attained age on the immediately preceding January 1, except that: If a person's birthday is on January 1, age means the person's attained age on his or her birthday.

Dependent children are eligible through age 29 for either \$5,000 (annual rate is \$7.80) or \$10,000 (annual rate is \$15.60). The benefit for a child 15 days to 6 months old is limited to \$500. One premium covers all children, regardless of number or age.

The premium contributions shown reflect the current semiannual rates and benefit structure and are payable semiannually or via monthly Pre-Authorized Check Payment Plan or credit card. Send no money now. You will be billed for the appropriate premium upon approval of your application. Premium contributions may be changed by New York Life Insurance on any premium due date and any date on which benefits are changed. However, your rate may change only if they are changed for an entire class of insureds. For example, a class is a group of people with the same issue age and tobacco use.

Premiums increase on the January 1st coinciding with or next following the date that an AI Professional enters a new age bracket. Please call the Plan Administrator, Pearl Insurance, at 844.282.2444 for details.

An AI Professional enrolled for the first time will receive a 20% premium discount for the first 24 months of coverage. This discount applies to AI Professional rates only.

Maximum Amounts of Insurance at Ages 70-89

Insured Age	Maximum
<70	\$750,000
70-74**	\$565,000
75-79**	\$375,000
80-84**	\$225,000
85-89**	\$130,000

Coverage will end on the day before the insured individual's or spouse's attainment of age 90. See Certificate of Insurance for details on conversion privilege. Premiums do not reduce.

**Benefit reduces for AI Professional and spouse when AI Professional reaches ages 70, 75, 80, & 85