



# TUITION REWARDS

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*Help Make Your Clients' Dreams A Reality*

PRODUCER GUIDE

*American*  
**SENIOR BENEFITS**

Putting people back into the people business



# Make your clients' dreams come true...

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As a financial services provider, American Senior Benefits realizes that your clients are concerned about more than just saving for retirement. That is why we offer a unique tuition scholarship program for your clients, **Tuition Rewards**. American Senior Benefits has partnered with Sage Scholars Inc, an education-funding and information provider specializing in college savings and tuition planning, to offer this program that can help boost your sales.



# ☀ As of February 2019, 400 colleges...

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It is a private college scholarship program offered in connection with fixed and fixed-indexed Annuities, cash value Life Insurance Policies, Long Term Care and Medicare Supplements offered through American Senior Benefits. **Tuition Rewards** offers a scholarship for up to one full year of tuition per designated related student at participating colleges. **Tuition Rewards** generally count as part of their normal institutional and merit scholarships. Through your eligible plans, they earn points towards a private college fund for future generations.

## ☀ Tuition Rewards Points- How they work

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Many credit cards offer “cash back” points and other rewards, so why can’t an annuity or other Insurance Plan do the same? As of February 2019, 400 colleges and universities in 45 states offer the unique **Tuition Rewards** program on eligible plans through American Senior Benefits. Additional colleges are being added regularly.

They will receive **Tuition Reward** Points as follows: each point is equal to \$1.00 guaranteed minimum scholarship at any member college or university.

# TUITION REWARD POINTS

## *Annuities*

Points equal to 5% of annuity cash value at the end of each year.



## *Cash Value Life Insurance*

	Reward Points Earned	Total Accumulated Points
End of Year 1	Points equal to first year premium paid with 1,000 point minimum per policy	Min: 1,000 points Max: 5,000 points
End of Year 2	2,000 points	2,000 points
End of Year 3+	2,000 points each year policy continues	2,000 points

# TUITION REWARD POINTS

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## *Long Term Care Insurance*

## *Medicare Supplement Products*

	Reward Points Earned
End of Year 1	2,500 points
End of Year 2+	500 points for each year policy continues

	Rewards Points Earned
End of Year 1	1,000 points
End of Year 2+	100 points

# TUITION REWARD POINTS

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## BONUS POINTS

- ❖ 500 point Initial Registration Bonus
- ❖ 500 point Annual Review Bonus
- ❖ 500 point Referral Bonus (up to five per account)



*Help your clients fund a college education for  
someone they love with Tuition Rewards*

# Redeeming Rewards

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Let's assume they have accumulated 30,000 in Tuition Reward points at the time a recipient is ready for college.

The institution has a first-year tuition of \$25,000. The maximum tuition rewards the institution will allow this student to use is \$25,000 spread evenly over four years.

That means the child's scholarship will amount to **\$6,250 per year**. Remaining points can be distributed to other children in the family.



## Rewards Maximum

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Clients can earn up to a maximum of one full year of tuition, spread equally over four years. Some exceptions may apply.

Please visit [www.tuitionrewards.com](http://www.tuitionrewards.com) for more details.

## Rewards Enrollment Deadline

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Your client, or a designated related party, can enroll children, grandchildren, stepchildren, nieces and nephews starting at birth up to August 31<sup>st</sup> of the year the student begins the 11<sup>th</sup> grade. Assignment of Tuition Rewards to the student must take place by August 31<sup>st</sup> of the year the student starts the 12<sup>th</sup> grade. In other words, points must be transferred from the sponsor's account to the student by August 31<sup>st</sup> of the year 12<sup>th</sup> grade begins.

# Enrollment and Rewards Tracking

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After your client has purchased an eligible product, take the time to enroll him or her in the **Tuition Rewards** program by visiting [www.tuitionrewards.com](http://www.tuitionrewards.com). There you will find all of the enrollment information you need, ready to complete online.

**Note:** your client can check his or her balance at any time on the **Tuition Rewards** website.



# Who would be Interested in the Rewards Program?

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- ❖ Parents whose children will be entering college in three or more years
- ❖ New parents who want to get a head start.
- ❖ Grandparents who want to leave a legacy.
- ❖ Aunts and uncles who want to help support nieces and nephews.

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## How Tuition Rewards can benefit your sales

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**Tuition Rewards** is a free program to your clients. They earn these rewards simply by purchasing a product through you and American Senior Benefits. Here are reasons to market the program to your prospective clients:

- ❖ **Grow your business**- attract new business and future sales with this valuable program.
- ❖ **Add value**-with an American Senior Benefit product and **Tuition Rewards**, you can assist your clients in funding both their future retirement **and** a child's education.
- ❖ **Preserve Business**- If a client is considering leaving, explain the program and how **Tuition Rewards** works. By moving products to another carrier, they no longer earn **Tuition Rewards** for the students they have sponsored.
- ❖ **Stay in Touch**- **Tuition Rewards** give you the opportunity to get in front of your clients regularly with a positive message.



# FREQUENTLY ASKED QUESTIONS...

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**Q.** *Why do Colleges participate?*

**A.** Participating colleges use this as an opportunity to attract qualified students. These colleges understand that they need to remain affordable, and they want to reward families who conscientiously save and prepare for their child's education.

**Q.** *Is a child guaranteed admission to participating Colleges?*

**A.** No. The normal admissions standards for each school still apply.

**Q.** *Can a child still apply for financial aid?*

**A.** Yes. Financial aid should be discussed with a financial advisor, high school guidance counselor or intended college when the time is appropriate. Participating colleges reserve the right to use **Tuition Rewards** as part of or separate from the normal financial aid package.

**Q.** *Is there a limit to the number of policies which can accrue points?*

**A.** There is no limit on the number of annuities. Other policy types are limited to one of each type per owner.

**Q.** *What happens to earned **Tuition Rewards** credits if an annuity contract is completely surrendered or annuitized?*

**A.** If there is a partial surrender or annuitization, the 5% annual crediting continues in force on the reduced net value, and points continue to accumulate. If the annuity ends completely, the points will not continue to grow but will remain as is. As for other products, points will be granted as long as the plans remain in force.



# FREQUENTLY ASKED QUESTIONS...

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**Q.** *When a child attends college, must I use my eligible Tuition Reward points?*

**A.** No. It is always your choice of how to finance the child's education.

**Q.** *Is this Tuition Rewards guaranteed?*

**A.** Yes, the program is a guarantee of a minimum discount. Or, colleges might blend the Tuition Rewards into the total financial reward package they can offer your student.

**Q.** *What if my designated student's favorite college is not on the list?*

**A.** More colleges are being added all the time, and their favorite may be added to the list by the time they need to select a school.

**Q.** *Will public schools ever be part of the program?*

**A.** The Tuition Rewards program is for private colleges-not public (state) schools-at the undergraduate level only.

**Q.** *What happens to unused rewards?*

**A.** You may re-allocate unused rewards to other related children.



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# SENIOR BENEFITS

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Putting people back into the people business

**12722 S. Blackbob Rd  
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*Program is subject to change. Program is applicable to any eligible products issued on or after September 15, 2012. Eligible products include fixed and fixed-indexed annuities, cash value life insurance policies, Long Term Care policies and Medicare Supplement policies issued through American Senior Benefits companies. Single premium immediate annuities are not eligible.*

*Please note that participating colleges are exclusively responsible for providing all Tuition Rewards. American Senior Benefits does not provide any guarantees in connection with this program.*