

Mutual life insurance companies and stock life insurance companies are not managed the same way, and the differences between them can affect you – from your relationship with the company to the benefits you receive as a Whole Life insurance policyholder.

Mutual companies prioritize **YOU.**

As a Whole Life policyholder, you have a stake in the company. Good management experience paid in the form of dividends goes to YOU.

The focus is on long-term financial and business goals that will ensure the business is there when you need it.

How dividends benefit **YOU.**

Dividends can be used to:

- Provide a cash payment to you, the policyholder.
- Repay policy loans.
- Purchase additional paid-up insurance.
- Reduce your premium.

Guardian's clear vision:

Guardian is a mutual company that has paid dividends to participating policyholders every year since 1868, in good and bad economic times.

Guardian Whole Life policies offer:

- Eligibility for dividends;
- Guaranteed death benefit;²
- Tax-advantaged cash value accumulation;³ and
- Premiums that will never increase.

How mutual companies provide dividends:

Dividends, although not guaranteed, are declared annually when voted on by their Board of Directors. A company may pay a dividend when:

- The company pays fewer claims than anticipated.
- Investment income earned is in excess of the guaranteed interest rate.
- Operating expenses are lower than expected.



[A DIFFERENT VIEW]

Stock company attributes:

Owned by shareholders, not necessarily you, the policyholder.

Profits go to shareholders primarily, who own stock in the company.

The focus is on meeting stockholder demands.

Companies focus on making sure their owners are satisfied. That means mutual life insurance companies prioritize benefitting their policyholders, and stock companies aim to benefit their shareholders.

¹ Dividends are not guaranteed. They are declared annually by Guardian's Board of Directors.

² All whole life insurance policy guarantees are subject to the timely payment of all required premiums and the claims-paying ability of the issuing insurance company. Policy loans and withdrawals affect the guarantees by reducing the policy's death benefit and cash values.

³ Guardian, its subsidiaries, agents, and employees do not provide tax, legal, or accounting advice. Consult your tax, legal, or accounting professional regarding your individual situation.

Contact me today to learn more about what may be right for you. Visit www.GuardianLife.com.