



# NEWSDIRECT

Newsletter of the Nontraditional Marketing Section



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SPRING 2000

## NTM's Special Issue

by Steven Ostlund

This special issue of *NewsDirect* was authorized by the NTM Section Council to distribute the paper "A Credit Disability Morbidity Table." This special issue serves several purposes:

- 1) Foremost, it provides an opportunity for wide distribution of the paper, allowing exposure and discussion from a broad audience, which will result in better decisions by the users of the table.
- 2) It validates another role of the newsletter, the publishing of seminal articles of value to the members of the NTM Section in a timely manner.
- 3) It recognizes the efforts of several members of the NTM Section.

Let us consider the latter two purposes first. We have come to recognize the most common role of the newsletter: the distribution of news of interest to Section members. We see communications from our chair, programs being offered at Society meetings, summaries of sessions after these meetings, reprints of articles of interest to members of the Section, discussions of Section Council meetings, and business of the Section. But the Section Council also wants to be able to publish articles that might not otherwise be published. Thus, we have instituted a program offering awards to authors of articles that contribute to the education of Section members. We encourage all members of the Section to look at the work they do and consider if it might merit taking time to create an article for the newsletter. The editorial board and Section Council will happily assist anyone undertaking such an effort.

Relative to the third purpose, not only have the three authors been long-time Section members, but each is or has served on your Section Council. Most of the people assisting in the production of this paper, and in the process of getting it published are NTM Section members. Credit insurance actuaries are not very numerous; they clearly serve in a nontraditional market and frequently have difficulty finding the tools required to perform their tasks in a professional manner. When several of our members get together and produce a new tool, especially such a high quality and practical tool, it deserves recognition.

So now we return to the first purpose of this special edition of the *NewsDirect*. The enclosed paper, "A Credit Disability Morbidity Table," will be published in the *North American Actuarial Journal* at some time in the future. However, as is appropriate for such an esteemed publication, it will require extensive review and editing. This process will take quite a while before it results in publication. This paper is needed now for the Society of Actuaries and the National Association of Insurance Commissioners to begin the process of developing appropriate valuation standards for Credit Disability Insurance.

The paper has received a peer review and has been widely distributed through formal and informal peer review process. In order for the NAIC to reach the best possible decision as to its use as a basis for a valuation standard, maximal distribution is desirable. The paper describes an approach which is quite innovative in providing a means to have a "credit" disability table based upon the data that is available from the much larger market, Individual Disability Insurance. This innovative approach requires the best possible review that members of the Society of Actuaries can provide to validate its utility.

At the NAIC Spring Meeting, the authors met with the Accident and Health Subcommittee of the Life and Health Actuarial Task Force to describe their progress on this paper. The subcommittee accepted the preliminary report and voted to send a

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request to the Society's Board of Governors to appoint a committee that would provide the subcommittee with valuation considerations based upon this table. The subcommittee would then develop language that would modify the Standard Valuation Law to include Credit Disability Insurance. We anticipate that this committee will be formed and make an initial report back to the subcommittee and the full LHATF at the Summer Meeting of the NAIC. With good fortune, a final report can be prepared and presented in September or December when the LHATF will recommend an amendment to the Standard Valuation Law and submit its language to its parent committee of the NAIC.

Then it proceeds up yet another level prior to the entire NAIC voting on it in General Session. Finally, each individual state needs to consider the amendment and decide to implement the changes independently.

So even though the process will extend for a considerable time, we must move with significant urgency now. Publishing this paper in *NewsDirect* is the first step, a step that your Section Council gladly took on behalf of its members and the industry we serve. The Council requests that you take the time to review this paper and consider whether you can help by participating in any stage of the process. To that end, not only has the Council provided this paper document for

you, but also has available upon request, a CD-ROM that contains the paper and its exhibits. Please contact Bon Butler at 305-252-7035, ext. 3038, or *Bob\_Butler@assurant.com* for your own copy.

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## NEWS DIRECT

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# A Credit Disability Morbidity Table

by Robert Butler, Christopher Hause and Steven Ostlund

## Abstract

Currently no disability table is defined in the model valuation laws for credit insurance. The authors have obtained data from the credit insurance industry and analyzed the demographic factors. We discovered that the 1985 Commissioners Individual Disability Table A (1985 CIDA) accurately reproduces the experience of the industry. The paper provides information on the background, construction, and analysis of the resulting table, and then offers suggestions for the development of a valuation table.

## Background

The Actuarial Committee of the Consumer Credit Insurance Association (CCIA) determined the credit insurance industry needed a credit disability morbidity table, one that could be used for valuation and pricing. The existing tables were the NAIC's (National Association of Insurance Commissioners) 1968 and the 1974 credit disability tables. Both tables were created with all ages and both genders combined. A sub-committee consisting of Robert Butler, chairman; Christopher Hause; Steve Ostlund; and Craig Squier was formed to develop the table. The following describes the creation of the basic table.

The authors considered an approach similar to that which had been used in the past two credit disability studies. This involved collecting claim and exposure, possibly by age and gender of the insured. After researching this further, the authors decided to abandon this approach for the following reasons:

1. Many companies do not record the reason a claim is terminated. It is crucial to know whether a claimant's benefits terminated because of recovery, death or expiration of benefits.

2. Many of the companies' data processing resources were committed to solving the year 2000 problem.
3. The most recent 1974 NAIC table, which was constructed in this manner, had claim costs higher than what the industry in total was experiencing.

In view of this, the authors decided to use an existing disability table and modify it to fit the industry's actual experience. A number of disabled life tables were reviewed, and the 1985 Commissioner Individual Disability Table was selected as the best choice from all available tables.

## Data Sources

### I. In-Force Data

The CCIA asked its member companies to submit their new credit disability single premium business written in 1997, gross of any refunds. The data was collected for each of the elimination periods, original term of coverage in months, age last birthday at issue (or date of birth and issue date) and gender, where available. Collected premiums and original amount of insurance (insured monthly indemnity times the number of months insured) were provided. Business that is summary processed was excluded. Appendix A contains a copy of the survey form and instructions. Sixteen corporate groups, representing two-thirds of the credit disability market, contributed data, representing insurance written on \$25,250,854,000 of gross insured initial indebtedness. These corporate groups are:

American Bankers Insurance Group

American General Finance Company

American Security Insurance Group

American United Life

Associates Financial Services

Beneficial Finance

Central States Health & Life

Cherokee National Life

Cuna Mutual Group

Lyndon Life

North Central

Plateau Group, Inc.

Protective Insurance Group

Resource Dealer Group

Trans-City Life

Universal Underwriters Group

Many companies use a default age when the certificate is received without age. The data submitted for each company was reviewed by term, age and plan. Where the data was heaped at a particular age, the data was smoothed out by comparing to the exposure at surrounding ages. The data was then grouped by the 13 original terms in months (6, 12, 18, 24, 30, 36, 48, 60, 72, 84, 96, 108, 120). Most loans are written at these terms. The resulting distribution of 1997 new business is displayed in Exhibit 1.

The following chart on page 4 shows the average weighted age and term by plan from the survey.

(continued on page 4, column 1)

## A Credit Disability Morbidity Table

from page 3

<b>Plan</b>	<b>Term in Months</b>	<b>Age</b>
7-day retroactive	45.5	39.3
14-day retroactive	49.5	38.9
14-day elimination	43.2	38.4
30-day retroactive	51.0	40.6
30-day elimination	52.3	39.6
<u>Unknown</u>	<u>59.1</u>	<u>41.7</u>
Total	49.2	39.1

There is no significant difference in the age distribution by plan, so only the total age distribution was used throughout the study. There are significant differences in the distribution of original term in months by plan, so each plan's unique distribution by term was used throughout the study.

### II. Loss Experience Data

Each year all companies writing credit insurance complete the Credit Insurance Experience Exhibit as part of their annual statement filing. This exhibit is prepared for each state's own experience. The data is provided for credit life, disability, unemployment and property. The experience is also separated between single premium and monthly business. The credit disability business experience is further split into six elimination periods: 7-day retroactive, 14-day retroactive, 14-day elimination, 30-day retroactive, 30-day elimination and all other. Earned premiums at each state's *prima facie* rates and incurred losses are reported. The data for all states is submitted on diskettes to the NAIC. Only the single premium data for years 1992 through 1996 was used to

develop the table. The primary purpose of the study is the development of a valuation table, so the monthly business was ignored.

*Prima facie* rates in force at each year end by state, plan and for the 13 monthly terms of loan (6, 12, 18, 24, 30, 36, 48, 60, 72, 84, 96, 108, 120) were gathered and recorded. Most states' *prima facie* rates allow a company to exclude pre-existing conditions during the first six months of coverage if the condition resulted in treatment or medical advice during the six months prior to the effective date of coverage (6/6 pre-existing condition exclusion). A few states also allow the coverage to be written at higher rates if there is no exclusion of pre-existing conditions. Where this alternative exists, the rates for the 6/6 pre-existing exclusion coverage were selected. It is assumed that the rate differential for the two forms of pre-existing coverages is appropriate. The study therefore represents the net single premiums for credit disability insurance written with a 6/6 pre-existing exclusion.

Weighted single premium rates per \$100 of initial insured indebtedness were determined for the U.S. and Puerto Rico

combined for each of the five experience years in the study. This was done separately for each of the five elimination periods and 13 original terms in months. The total earned premium at *prima facie* rates for each plan by state was used for the weighting. This is given in Exhibit 2 beginning on page 18. Concern has been expressed in the past that not all companies properly adjust their actual earned premium to what the earned premium would be if *prima facie* rates were charged. This has been seen on the credit life business where rate changes have been frequent in the recent past. *Prima facie* rates for credit disability have been very stable. This is not considered a source of error in the study.

### Results and Analysis

The following summarizes the experience for the five plans. Shown is the weighted *prima facie* rate for all terms combined and the implied weighted claim cost. The distribution of the companies' 1997 new business by term within plan was used to get the weighted single rate.

### 7-Day Retroactive

<u>Indebtedness</u>	Earned		<u>Per \$100 Of Initial Insured</u>		
	Premium @ Prima Facie	Incurred Claims	Loss Ratio	Weighted Rate	Weighted Claim Cost
1992	228,714,534	94,996,100	41.5%	4.92	2.04
1993	210,376,660	85,431,518	40.6%	4.93	2.00
1994	231,077,571	91,713,521	39.7%	4.85	1.93
1995	249,503,928	100,925,262	40.5%	4.79	1.94
1996	<u>232,751,916</u>	<u>92,275,022</u>	<u>39.6%</u>	<u>4.76</u>	<u>1.89</u>
Total	1,152,424,609	465,341,423	40.4%	4.85	1.96

### 14-Day Retroactive

1992	967,092,971	538,633,838	55.7%	4.18	2.33
1993	920,435,200	493,695,846	53.6%	4.13	2.22
1994	992,259,484	490,018,990	49.4%	4.11	2.03
1995	1,083,022,918	539,144,899	49.8%	4.07	2.03
1996	<u>1,036,041,881</u>	<u>498,672,714</u>	<u>48.1%</u>	<u>4.14</u>	<u>1.95</u>
Total	4,998,852,454	2,560,166,287	51.2%	4.11	2.10

### 14-Day Elimination

1992	39,898,187	24,946,217	62.5%	3.53	2.21
1993	44,021,739	29,782,082	67.7%	3.48	2.35
1994	45,591,676	27,577,853	60.5%	3.60	2.18
1995	40,532,506	29,676,855	73.2%	3.64	2.66
1996	<u>36,745,566</u>	<u>24,192,384</u>	<u>65.8%</u>	<u>3.58</u>	<u>2.36</u>
Total	206,789,674	136,175,391	65.9%	3.57	2.35

### 30-Day Retroactive

1992	76,453,523	49,708,317	65.0%	3.83	2.49
1993	71,962,795	52,792,612	73.4%	3.72	2.73
1994	78,879,430	49,573,967	62.8%	3.77	2.37
1995	89,376,411	53,786,204	60.2%	3.77	2.27
1996	<u>87,821,543</u>	<u>48,140,854</u>	<u>54.8%</u>	<u>3.74</u>	<u>2.05</u>
Total	404,493,702	254,001,954	62.8%	3.77	2.36

(continued on page 6, column 1)

**A Credit Disability Morbidity Table**  
from page 5

<b>30-Day Elimination</b>					
<u>Indebtedness</u>	<u>Earned</u>			<u>Per \$100 Of Initial Insured</u>	
	<u>Premium @</u>	<u>Incurred</u>	<u>Loss</u>	<u>Weighted</u>	<u>Weighted</u>
<u>Year</u>	<u>Prima Facie</u>	<u>Claims</u>	<u>Ratio</u>	<u>Rate</u>	<u>Claim Cost</u>
1992	77,652,603	57,767,350	74.4%	2.83	2.11
1993	63,484,494	51,643,515	81.3%	2.76	2.25
1994	69,388,571	50,964,492	73.4%	2.79	2.05
1995	70,943,640	50,867,994	71.7%	2.77	1.99
1996	59,078,735	42,510,028	72.0%	2.77	1.99
<b>Total</b>	<b>340,548,043</b>	<b>253,753,379</b>	<b>74.5%</b>	<b>2.79</b>	<b>2.08</b>

There are anomalies in the actual experience. The seven-day retroactive plan should be the most expensive plan, and yet it has the lowest claim cost. This can be partly explained because some states only allow use of this plan for terms of loan of 60 months or less. The 30-day retroactive, claim costs are higher than the 14-day retroactive, and the 30-day elimination costs are not as low as one might expect. The 30-day plans are more popular with credit union business, which traditionally have higher underlying costs. Also, companies in markets where the single premium might be too high to otherwise get good penetration (i.e., home equity loans) use the 30-day plans to reduce premium. Accounts with high loss ratios sometimes are moved to the 30-day plans to minimize their adverse impact on the combined life and disability experience in lieu of a rate increase. It was decided not to pursue analyzing these anomalies since data was unavailable to adequately reflect these underwriting practices.

### Application of 1985 CIDA

The 1985 CIDA has separate tables (incidence and termination rates) for males and females and four occupation groups. There are separate tables for 7-day elimination, 14-day elimination, 30-day

elimination and 90+ elimination (plus 0-day accident). Three disability tables were constructed for the 7-day elimination, 14-day elimination and 30-day elimination periods. The published data was used to create these tables. Disabled lives by claim duration were computed for ages 22, 27, 32, 37, 42, 47, 52, 57, 62 and 67. The 5-point LaGrange formula that was recommended in the 1985 *Transactions of the Society of Actuaries* was used to compute the disabled lives for these ages. The 7-day elimination table was used to compute rates for both 7-day elimination and 7-day retroactive period plans. Likewise the 14-day and 30-day elimination table was used for both elimination and retroactive period plans.

For each table there are eight sub-tables; one each for the four occupation classes and two genders. A few of the companies captured gender in their databases. Most companies did not. For those that reported gender, 65% of their new business was males by count and 69% were males by exposure. Many of those that do not capture gender in their databases did run samplings of their new business by first name to determine gender. The results of these samplings were very similar to the other data. It

was decided to assume the inforce credit disability business is 70% male.

No company recorded occupation in the data provided. This information is not routinely kept by the credit insurance industry. The distribution of the U.S. work force by occupation was determined from the July 1998 *Bureau of Labor Statistics* published by the U.S. Department of Labor. The distribution is as follows:

Occupation	Male	Female
Class 1	26.8%	30.7%
Class 2	19.5%	40.8%
Class 3	29.1%	19.6%
Class 4	24.7%	8.8%

It is expected that the credit insurance distribution by occupation mirrors the work force. It has been argued that the lower occupation risks are more likely to purchase credit insurance. It can also be argued that the better occupation risks take out larger loans, and that when they do purchase credit insurance, the larger loan amount offsets this bias.

For each elimination period, there are

eight tables containing the number of disabled lives by age at disablement and duration of claim through 20 years. Using the distribution by occupation above and assuming 70% male, a composite table was produced. From this composite table net single premiums were computed for each of the five elimination period plans of insurance. Net single premiums were computed for each age at disablement. Under this calculation the resulting net

single premiums assume the insured remains the same age throughout the period of coverage. From these net single premiums, a second set of net single premiums was created where the insured ages throughout the period of coverage. The cost for each yearly advance in age was linearly interpolated between the central age in each five-year age bracket. The two sets of net single premiums for each plan of insurance are given in

Exhibit 3 beginning on page 22.

Using the net single premiums computed above a net single premium was determined by weighting all ages and all terms using the distribution from the survey. We then compared this to the weighted claim cost of the industry experience for the calendar years 1992 through 1996 combined. Included in the comparison are the weighted net single premiums from the 1968 NAIC study.

<b>Plan</b>	<b>Prima Facie Premium Distribution</b>	<b>New Table Net Single Premiums No Aging</b>	<b>Assuming Aging</b>	<b>1992-1996 Experience Claim Cost</b>	<b>68 NAIC Net Single Premium</b>
<b><u>Premium</u></b>					
7-day retroactive	16.2%	2.67	2.77	1.96	n/a
14-day retroactive	70.4%	2.40	2.52	2.10	2.26
14-day elimination	2.9%	1.97	2.06	2.35	2.00
30-day retroactive	5.7%	1.70	1.80	2.36	1.51
30-day elimination	4.8%	1.38	1.47	2.08	1.24
<b>Total</b>	<b>100.0%</b>	<b>2.34</b>	<b>2.46</b>	<b>2.10</b>	<b>n/a</b>

The 1974 study was omitted because there were no published net single premiums for term in excess of 60 months.

The calendar year period 1992 to 1996 has been a very good economic period for

the U.S. and Puerto Rico. Credit disability claim costs should be at the low end of their cycle. The actual to expected ratio (2.10 / 2.46) of 85% is considered an excellent fit.

The largest plan is the 14-day retroactive plan. Sensitivity testing was run to see the impact of varying the gender and /or occupation mix. The results are as follows:

<b>Sensitivity Tests</b>	<b><u>Weighted Net Single Premium Assuming</u></b>	
	<b>No Aging</b>	<b>Aging</b>
Base case, 70% Male	2.40	2.52
100% Male	2.21	2.34
50% Male	2.52	2.63
Base case occupation	2.40	2.52
Shift 5 full points from classes 1 & 2 to 3 & 4	2.51	2.63
Shift 10 full points from classes 1 & 2 to 3 & 4	2.62	2.74

Based on the above analysis, the subcommittee of the Consumer Credit Insurance Association recommends adopting the proposed table as the new basic table for credit disability business.

## A Credit Disability Morbidity Table *from page 7*

### Valuation Table

The authors defer to the NAIC the development of loading factors for a valuation table. It is hoped that the NAIC will recognize the basic table as truly representative of the net single premiums for credit disability insurance and determine the proper loading factors to create a valuation table. One advantage of modifying the 1985 CIDA for credit disability is the opportunity to adjust demographic weightings to reflect differences existing between companies.

The authors have applied different loading criteria to the base table to assist in this effort. Exhibit 3 displays the effect of lowering the disability termination rates by 5% (as recommended in the write up of the 1985 CIDA) and

discounting at 5% interest. Also, to determine the effect of modifying the makeup or components of the table, we constructed a model by central age and term and an assumed persistency rate, using the distribution in the data submitted for the study. The factors mentioned below, then, are the effect on a stable population of credit disability in force based on a model distribution.

1. Changing the Male-Female mix from 70%-30% to 50%-50% adds 5% to our model reserves.
2. Moving 10% of the occupation classes from each of 1 & 2 to 3 & 4 adds 10% to our model reserves.

3. Using 90% of the basic termination rates adds 10% to our model reserves.
4. Adding 10% to the incidence rates adds 10% to our model reserves.

The above potential loadings are multiplicative, in that the total change for making all of the above modifications is very near the product of the individual factors. Some combination of these margins may be considered, along with a flat percentage load.

We hope that this preliminary work will aid in the selection of appropriate loading factors for the final valuation table.

## Appendix A

### Form A

#### Credit Disability Data Request New Business Writings Only (Refunds Excluded)

Company Name \_\_\_\_\_

Company's 1997 Credit Disability Single Premium Direct Writings \_\_\_\_\_

Amount and Percentage of Direct Business On Which Detail Data Provided \_\_\_\_\_

Period Covered by Detail Data:  
Beginning Month and Year \_\_\_\_\_  
Ending Month and Year \_\_\_\_\_

Contact: Name \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone # \_\_\_\_\_  
Fax # \_\_\_\_\_

Can we release name and company to Chris Hause? \_\_\_\_\_ YES  
\_\_\_\_\_ NO



## Appendix A (Continued)

### Form B

#### Record Layout of Disk File (ASCII) Containing Input Data

<u>Description</u>	<u>Field Position</u>	<u>Comments</u>
Company Name or ID given by CCIA	1 to 20	
Age Last Birthday Low	21 to 23	
Age Last Birthday High	24 to 26	Can be same as low
Original Term in Months	27 to 29	Insert 000's if not available
Elimination Period:	30	
1 = 7 retro		
2 = 14 retro		
3 = 14 elim		
4 = 30 retro		
5 = 30 elim		
6 = other		
0 = not available		
Sex:	31	
1 = male		
2 = female		
0 = not available		
Original Single Premium	32 to 43	dollars and cents
Original Amount of Insurance Issued (Note: this equals monthly indemnity times term in months)	44 to 50	dollars only
Monthly Indemnity	51 to 57	dollars and cents
Source of Business	58	
1 = Auto		
2 = Financial Institution		
3 = Finance Company		
4 = Other		
0 = Not Available		
Underwritten	59	
1 = yes		
2 = no		
0 = Not available		
Joint/Single	60	
1 = Single		
2 = Joint		
0 = Not Available		
Pre-ex Indicator	61	
1 = Pre-ex applies		
2 = No Pre-ex		
0 = Not available		
Critical Period Indicator	62	
1 = Full Benefit		
2 = Critical Period		
0 = Not Available		

**CD Paper Exhibits - Exhibit #1****Exhibit 1****Distribution of Credit Disability Exposure By Issue Age, Term in Months**

Exposure is Gross Insured Indebtedness Issued In 1997 (in '000)

**I. 7 Day Retroactive Elimination Period**

<u>Term</u>	<u>Age 22</u>	<u>Age 27</u>	<u>Age 32</u>	<u>Age 37</u>	<u>Age 42</u>
6	2,459	2,626	2,795	3,134	2,647
12	14,174	13,009	13,314	13,252	11,259
18	15,809	15,511	15,338	14,808	12,271
24	45,986	50,475	50,113	50,791	43,940
30	19,161	22,394	24,157	24,650	21,697
36	99,029	132,254	156,246	175,421	174,514
48	74,261	92,105	108,280	121,094	117,173
60	120,663	149,652	177,992	210,993	215,934
72	7,134	8,846	10,761	12,119	11,554
84	1,128	4,769	7,380	10,020	8,798
96	97	184	43	251	214
108	0	0	0	14	0
120	73	958	1,528	1,978	3,350
Total	399,974	492,783	567,947	638,525	623,351
Distribution	9.9%	12.2%	14.0%	15.7%	15.4%

**II. 14 Day Retroactive Elimination Period**

<u>Term</u>	<u>Age 22</u>	<u>Age 27</u>	<u>Age 32</u>	<u>Age 37</u>	<u>Age 42</u>
6	4,520	4,502	4,204	4,012	3,294
12	45,347	41,463	40,317	39,345	33,194
18	67,187	60,813	58,885	58,462	49,981
24	213,590	225,071	226,910	226,521	202,085
30	76,658	86,732	89,264	88,168	81,471
36	478,068	554,308	592,306	634,931	609,248
48	424,216	462,240	481,877	501,989	486,445
60	649,937	685,121	714,674	794,942	797,750
72	67,588	72,355	75,797	89,507	88,146
84	7,740	26,603	42,558	56,007	56,821
96	957	2,130	3,599	6,647	8,087
108	517	1,395	1,868	2,948	4,746
120	8,991	29,123	60,006	94,487	123,617
Total	2,045,316	2,251,856	2,392,265	2,597,966	2,544,885
Distribution	11.6%	12.8%	13.6%	14.7%	14.4%

## Exhibit 1

### Distribution of Credit Disability Exposure By Issue Age, Term in Months

Exposure is Gross Insured Indebtedness Issued In 1997 (in '000)

<u>Age 47</u>	<u>Age 52</u>	<u>Age 57</u>	<u>Age 62</u>	<u>Age 67</u>	<u>Total</u>	<u>Distribution</u>
2,092	1,464	991	696	81	18,985	0.5%
8,790	6,072	3,838	2,041	449	86,198	2.1%
9,919	6,428	4,129	1,893	222	96,328	2.4%
35,934	26,339	15,192	7,462	754	326,986	8.1%
17,195	12,508	7,311	3,598	436	153,107	3.8%
155,076	116,350	73,650	35,927	4,419	1,122,886	27.7%
104,070	78,709	47,524	22,673	2,283	768,172	18.9%
192,375	145,668	94,920	31,309	2,310	1,341,816	33.1%
10,672	9,037	5,731	1,293	9	77,156	1.9%
6,518	3,980	2,614	874	0	46,081	1.1%
276	329	286	30	0	1,710	0.0%
116	0	0	0	0	130	0.0%
3,172	2,795	984	441	0	15,279	0.4%
546,205	409,679	257,170	108,237	10,963	4,054,834	100.0%
13.5%	10.1%	6.3%	2.7%	0.3%	100.0%	

<u>Age 47</u>	<u>Age 52</u>	<u>Age 57</u>	<u>Age 62</u>	<u>Age 67</u>	<u>Total</u>	<u>Distribution</u>
2,660	1,947	1,288	748	187	27,362	0.2%
27,222	18,916	12,887	6,497	949	266,137	1.5%
40,845	27,948	18,373	8,841	948	392,283	2.2%
166,913	119,371	75,219	36,003	3,443	1,495,126	8.5%
66,081	46,871	28,946	14,579	1,447	580,217	3.3%
524,699	395,778	254,397	119,020	10,645	4,173,400	23.7%
434,516	342,474	222,011	98,048	6,991	3,460,807	19.6%
750,036	614,483	398,353	142,042	7,152	5,554,490	31.5%
79,794	64,686	42,270	12,621	358	593,122	3.4%
52,385	42,503	30,397	9,402	351	324,767	1.8%
8,452	7,299	11,178	1,846	23	50,218	0.3%
4,629	4,165	6,786	1,224	0	28,278	0.2%
128,562	135,126	72,377	19,462	1,508	673,259	3.8%
2,286,794	1,821,567	1,174,482	470,333	34,002	17,619,466	100.0%
13.0%	10.3%	6.7%	2.7%	0.2%	100.0%	

(continued on pages 12 & 13)

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**Exhibit 1**

**Distribution of Credit Disability Exposure By Issue Age, Term in Months**

Exposure is Gross Insured Indebtedness Issued In 1997 (in '000)

**III. 14 Day Elimination Period**

<u>Term</u>	<u>Age 22</u>	<u>Age 27</u>	<u>Age 32</u>	<u>Age 37</u>	<u>Age 42</u>
6	159	202	247	251	229
12	2,033	2,242	2,576	2,381	2,088
18	2,816	2,895	3,028	2,679	2,575
24	11,951	12,110	11,381	10,535	9,548
30	2,594	2,562	2,566	2,732	2,250
36	34,718	39,418	40,155	38,632	35,429
48	11,970	15,732	17,144	18,194	18,259
60	6,705	10,989	14,382	17,445	19,277
72	459	661	916	1,238	1,148
84	147	125	263	470	802
96	25	39	94	45	243
108	0	0	69	0	109
120	117	729	1,783	2,901	4,436
Total	73,694	87,704	94,604	97,503	96,393
Distribution	11.4%	13.6%	14.7%	15.1%	14.9%

**IV. 30 Day Retroactive Elimination Period**

<u>Term</u>	<u>Age 22</u>	<u>Age 27</u>	<u>Age 32</u>	<u>Age 37</u>	<u>Age 42</u>
6	259	218	286	296	320
12	1,248	1,440	1,513	1,687	1,847
18	1,568	1,498	1,604	1,805	2,033
24	3,799	3,582	3,772	4,112	4,091
30	2,642	2,330	2,448	2,506	2,212
36	8,931	7,984	7,499	9,786	9,574
48	9,382	7,649	8,868	10,586	12,444
60	16,956	16,837	22,114	27,890	32,739
72	1,246	1,411	1,895	2,026	1,896
84	359	581	980	1,902	2,119
96	28	125	79	262	142
108	0	0	0	138	108
120	360	647	886	1,551	1,841
Total	46,778	44,302	51,944	64,547	71,366
Distribution	10.2%	9.6%	11.3%	14.0%	15.5%

## Exhibit 1

### Distribution of Credit Disability Exposure By Issue Age, Term in Months

Exposure is Gross Insured Indebtedness Issued In 1997 (in '000)

<u>Age 47</u>	<u>Age 52</u>	<u>Age 57</u>	<u>Age 62</u>	<u>Age 67</u>	<u>Total</u>	<u>Distribution</u>
238	140	110	49	13	1,638	0.3%
1,751	1,309	781	492	50	15,703	2.4%
1,959	1,492	933	453	44	18,874	2.9%
7,581	5,398	3,366	1,920	117	73,907	11.5%
2,073	1,450	719	430	20	17,396	2.7%
29,094	20,784	11,569	6,501	640	256,940	39.8%
15,783	11,486	7,120	3,094	67	118,849	18.4%
15,800	11,454	7,645	2,292	79	106,068	16.4%
1,787	1,029	614	198	0	8,050	1.2%
940	588	654	127	0	4,116	0.6%
274	167	466	56	0	1,409	0.2%
66	91	148	26	0	509	0.1%
5,680	4,209	1,689	353	0	21,897	3.4%
83,026	59,597	35,814	15,991	1,030	645,356	100.0%
12.9%	9.2%	5.5%	2.5%	0.2%	100.0%	

<u>Age 47</u>	<u>Age 52</u>	<u>Age 57</u>	<u>Age 62</u>	<u>Age 67</u>	<u>Total</u>	<u>Distribution</u>
304	189	175	46	15	2,108	0.5%
1,785	1,182	983	395	65	12,145	2.6%
1,979	1,418	1,024	264	23	13,216	2.9%
3,976	2,950	1,982	1,178	49	29,491	6.4%
1,923	1,591	937	486	26	17,101	3.7%
9,399	6,349	4,810	2,024	237	66,593	14.5%
12,712	8,326	6,225	2,580	183	78,955	17.2%
33,581	23,729	16,635	8,611	870	199,962	43.5%
2,041	1,833	1,238	313	31	13,930	3.0%
3,130	2,326	1,167	271	0	12,835	2.8%
246	85	85	54	0	1,106	0.2%
151	0	46	0	0	443	0.1%
2,992	1,680	1,263	310	0	11,530	2.5%
74,219	51,658	36,570	16,532	1,499	459,415	100.0%
16.2%	11.2%	8.0%	3.6%	0.3%	100.0%	

(continued on pages 14 & 15)

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from page 13

**Exhibit 1**

**Distribution of Credit Disability Exposure By Issue Age, Term in Months**

Exposure is Gross Insured Indebtedness Issued In 1997 (in '000)

**V. 30 Day Elimination Period**

<u>Term</u>	<u>Age 22</u>	<u>Age 27</u>	<u>Age 32</u>	<u>Age 37</u>	<u>Age 42</u>
6	369	619	855	1,131	1,264
12	1,788	3,097	4,091	5,509	6,499
18	1,491	2,538	3,138	4,131	4,619
24	6,661	8,421	10,724	13,095	13,903
30	2,557	3,239	3,911	4,910	5,982
36	21,554	25,304	28,997	34,604	39,019
48	35,478	37,853	40,864	44,759	44,025
60	80,490	88,688	95,130	102,545	98,377
72	8,254	15,546	17,171	17,346	16,650
84	528	1,140	1,709	2,548	2,626
96	72	114	245	431	506
108	0	0	22	62	137
120	687	2,107	3,882	6,128	8,864
Total	159,929	188,666	210,739	237,199	242,471
Distribution	10.0%	11.8%	13.2%	14.9%	15.2%

**VI. Plan Is Unknown**

<u>Term</u>	<u>Age 22</u>	<u>Age 27</u>	<u>Age 32</u>	<u>Age 37</u>	<u>Age 42</u>
6	2,157	1,897	1,724	1,543	1,234
12	7,229	8,814	9,927	9,828	9,794
18	12,280	8,642	8,203	7,841	6,530
24	10,166	12,717	14,291	14,609	13,669
30	3,385	3,617	3,695	4,177	4,027
36	11,504	10,513	11,021	13,242	11,913
48	14,530	15,346	16,817	15,966	15,832
60	17,747	15,905	20,528	22,404	24,527
72	1,106	1,674	1,867	1,728	2,972
84	118	252	285	407	4,205
96	0	0	16	0	0
108	0	0	0	0	0
120	58	2,468	2,734	4,555	34,792
Total	80,280	81,845	91,108	96,300	129,495
Distribution	9.2%	9.4%	10.4%	11.0%	14.8%

**Exhibit 1****Distribution of Credit Disability Exposure By Issue Age, Term in Months**

Exposure is Gross Insured Indebtedness Issued In 1997 (in '000)

<u>Age 47</u>	<u>Age 52</u>	<u>Age 57</u>	<u>Age 62</u>	<u>Age 67</u>	<u>Total</u>	<u>Distribution</u>
1,122	858	527	328	71	7,144	0.4%
6,223	4,698	3,068	1,565	105	36,643	2.3%
4,314	3,356	2,106	1,221	21	26,935	1.7%
12,394	9,505	6,700	3,045	147	84,595	5.3%
5,600	4,053	2,828	1,485	23	34,588	2.2%
35,710	27,694	17,678	7,986	405	238,951	15.0%
42,340	32,319	22,040	8,676	305	308,659	19.3%
94,628	71,124	41,943	13,548	656	687,129	43.0%
14,081	10,533	7,056	1,606	25	108,268	6.8%
1,937	2,232	1,544	582	0	14,846	0.9%
571	360	965	58	0	3,322	0.2%
252	79	472	31	0	1,055	0.1%
9,237	8,739	3,930	1,001	53	44,628	2.8%
228,409	175,550	110,857	41,132	1,811	1,596,763	100.0%
14.3%	11.0%	6.9%	2.6%	0.1%	100.0%	

<u>Age 47</u>	<u>Age 52</u>	<u>Age 57</u>	<u>Age 62</u>	<u>Age 67</u>	<u>Total</u>	<u>Distribution</u>
911	492	272	149	41	10,420	1.2%
7,244	4,749	2,708	1,327	431	62,051	7.1%
4,867	3,149	1,819	867	134	54,332	6.2%
10,427	7,016	4,043	2,242	240	89,420	10.2%
3,316	2,108	1,553	710	34	26,622	3.0%
10,393	7,009	5,665	5,567	200	87,027	9.9%
13,717	13,645	8,458	3,716	195	118,222	13.5%
28,958	20,364	20,413	6,445	116	177,407	20.3%
1,773	3,237	6,257	6,710	0	27,324	3.1%
5,490	6,134	7,546	0	22	24,459	2.8%
15	38	4,982	31	0	5,082	0.6%
0	0	5,735	0	0	5,735	0.7%
58,951	61,430	21,640	291	0	186,919	21.4%
146,062	129,371	91,091	28,055	1,413	875,020	100.0%
16.7%	14.8%	10.4%	3.2%	0.2%	100.0%	

*(continued on pages 16 & 17)*

**CD Paper Exhibits - Exhibit #1**  
*from page 15*

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**Exhibit 1**

**Distribution of Credit Disability Exposure By Issue Age, Term in Months**

Exposure is Gross Insured Indebtedness Issued In 1997 (in '000)

**VII. Grand Total Of All Plans Combined**

<u>Term</u>	<u>Age 22</u>	<u>Age 27</u>	<u>Age 32</u>	<u>Age 37</u>	<u>Age 42</u>
6	9,923	10,064	10,111	10,367	8,988
12	71,819	70,065	71,738	72,002	64,681
18	101,151	91,897	90,196	89,726	78,009
24	292,153	312,376	317,191	319,663	287,236
30	106,997	120,874	126,041	127,143	117,639
36	653,804	769,781	836,224	906,616	879,697
48	569,837	630,925	673,850	712,588	694,178
60	892,498	967,192	1,044,820	1,176,219	1,188,604
72	85,787	100,493	108,407	123,964	122,366
84	10,020	33,470	53,175	71,354	75,371
96	1,179	2,592	4,076	7,636	9,192
108	517	1,395	1,959	3,162	5,100
120	10,286	36,032	70,819	111,600	176,900
Total	2,805,971	3,147,156	3,408,607	3,732,040	3,707,961
Distribution	11.1%	12.5%	13.5%	14.8%	14.7%



**Exhibit 1****Distribution of Credit Disability Exposure By Issue Age, Term in Months**

Exposure is Gross Insured Indebtedness Issued In 1997 (in '000)

<u>Age 47</u>	<u>Age 52</u>	<u>Age 57</u>	<u>Age 62</u>	<u>Age 67</u>	<u>Total</u>	<u>Distribution</u>
7,327	5,090	3,363	2,016	408	67,657	0.3%
53,015	36,926	24,265	12,317	2,049	478,877	1.9%
63,883	43,791	28,384	13,539	1,392	601,968	2.4%
237,225	170,579	106,502	51,850	4,750	2,099,525	8.3%
96,188	68,581	42,294	21,288	1,986	829,031	3.3%
764,371	573,964	367,769	177,025	16,546	5,945,797	23.5%
623,138	486,959	313,378	138,787	10,024	4,853,664	19.2%
1,115,378	886,822	579,909	204,247	11,183	8,066,872	31.9%
110,148	90,355	63,166	22,741	423	827,850	3.3%
70,400	57,763	43,922	11,256	373	427,104	1.7%
9,834	8,278	17,962	2,075	23	62,847	0.2%
5,214	4,335	13,187	1,281	0	36,150	0.1%
208,594	213,979	101,883	21,858	1,561	953,512	3.8%
3,364,715	2,647,422	1,705,984	680,280	50,718	25,250,854	100.0%
13.3%	10.5%	6.8%	2.7%	0.2%	100.0%	

## CD Paper Exhibits - Exhibit #2

### Exhibit 2

#### Credit Disability Single Premium Experience (Five Years)

Including Weighted Prima Facie Rates By Term Within Plan

(All States Combined)

#### 7 Day Retroactive Weighted Prima Facie Rates Per \$100 I.I.I. For All States Combined

Year	Premium	Claims	Loss Ratio	Loss			
				<u>6</u>	<u>12</u>	<u>18</u>	<u>24</u>
1992	228,714,534	94,996,100	41.5%	2.02	2.71	3.19	3.59
1993	210,376,660	85,431,518	40.6%	2.02	2.75	3.23	3.63
1994	231,077,571	91,713,521	39.7%	2.01	2.73	3.20	3.59
1995	249,503,928	100,925,262	40.5%	1.98	2.70	3.17	3.55
1996	<u>232,751,916</u>	<u>92,275,022</u>	<u>39.6%</u>	<u>1.96</u>	<u>2.69</u>	<u>3.16</u>	<u>3.54</u>
Average	1,152,424,609	465,341,423	40.4%	2.00	2.71	3.19	3.58
Distribution By Term				0.5%	2.1%	2.4%	8.1%

#### 14 Day Retroactive Weighted Prima Facie Rates Per \$100 I.I.I. For All States Combined

Year	Premium	Claims	Loss Ratio	Loss			
				<u>6</u>	<u>12</u>	<u>18</u>	<u>24</u>
1992	967,092,971	538,633,838	55.7%	1.71	2.27	2.71	3.01
1993	920,435,200	493,695,846	53.6%	1.74	2.28	2.72	3.01
1994	992,259,484	490,018,990	49.4%	1.74	2.27	2.71	3.00
1995	1,083,022,918	539,144,899	49.8%	1.73	2.25	2.69	2.98
1996	<u>1,036,041,881</u>	<u>498,672,714</u>	<u>48.1%</u>	<u>1.72</u>	<u>2.24</u>	<u>2.67</u>	<u>2.95</u>
Average	4,998,852,454	2,560,166,287	51.2%	1.73	2.26	2.70	2.99
Distribution By Term				0.2%	1.5%	2.2%	8.5%

#### 14 Day Elimination Weighted Prima Facie Rates Per \$100 I.I.I. For All States Combined

Year	Premium	Claims	Loss Ratio	Loss			
				<u>6</u>	<u>12</u>	<u>18</u>	<u>24</u>
1992	39,898,187	24,946,217	62.5%	1.23	1.88	2.31	2.65
1993	44,021,739	29,782,082	67.7%	1.32	1.93	2.35	2.67
1994	45,591,676	27,577,853	60.5%	1.33	1.99	2.42	2.75
1995	40,532,506	29,676,855	73.2%	1.30	1.98	2.41	2.75
1996	<u>36,745,566</u>	<u>24,192,384</u>	<u>65.8%</u>	<u>1.27</u>	<u>1.93</u>	<u>2.36</u>	<u>2.69</u>
Average	206,789,674	136,175,391	65.9%	1.29	1.94	2.37	2.71
Distribution By Term				0.3%	2.4%	2.9%	11.5%

**Exhibit 2**  
**Credit Disability Single Premium Experience (Five Years)**  
 Including Weighted Prima Facie Rates By Term Within Plan  
 (All States Combined)

**7 Day Retroactive Weighted Prima Facie Rates Per \$100 I.I.I. For All States Combined**

<u>30</u>	<u>36</u>	<u>48</u>	<u>60</u>	<u>72</u>	<u>84</u>	<u>96</u>
4.04	4.43	5.09	5.70	6.96	7.62	8.27
4.09	4.46	5.10	5.68	6.81	7.42	8.03
4.04	4.40	5.03	5.60	6.59	7.17	7.75
3.99	4.34	4.96	5.52	6.47	7.04	7.60
<u>3.97</u>	<u>4.32</u>	<u>4.93</u>	<u>5.48</u>	<u>6.42</u>	<u>6.98</u>	<u>7.54</u>
4.02	4.39	5.02	5.59	6.64	7.24	7.83
3.8%	27.7%	18.9%	33.1%	1.9%	1.1%	0.0%

**14 Day Retroactive Weighted Prima Facie Rates Per \$100 I.I.I. For All States Combined**

<u>30</u>	<u>36</u>	<u>48</u>	<u>60</u>	<u>72</u>	<u>84</u>	<u>96</u>
3.40	3.68	4.19	4.70	5.03	5.41	5.78
3.39	3.66	4.15	4.63	4.91	5.27	5.63
3.38	3.64	4.13	4.61	4.88	5.24	5.58
3.35	3.61	4.09	4.56	4.83	5.19	5.53
<u>3.33</u>	<u>3.58</u>	<u>4.06</u>	<u>4.53</u>	<u>4.79</u>	<u>5.15</u>	<u>5.49</u>
3.37	3.63	4.12	4.60	4.89	5.25	5.60
3.3%	23.7%	19.6%	31.5%	3.4%	1.8%	0.3%

**14 Day Elimination Weighted Prima Facie Rates Per \$100 I.I.I. For All States Combined**

<u>30</u>	<u>36</u>	<u>48</u>	<u>60</u>	<u>72</u>	<u>84</u>	<u>96</u>
3.02	3.31	3.82	4.27	4.70	5.03	5.34
3.03	3.28	3.75	4.15	4.55	4.86	5.13
3.11	3.39	3.89	4.31	4.76	5.09	5.38
3.13	3.41	3.93	4.38	4.81	5.15	5.46
<u>3.07</u>	<u>3.36</u>	<u>3.88</u>	<u>4.32</u>	<u>4.78</u>	<u>5.13</u>	<u>5.44</u>
3.07	3.35	3.85	4.28	4.72	5.05	5.34
2.7%	39.8%	18.4%	16.4%	1.2%	0.6%	0.2%

*(continued on pages 20 & 21)*

CD Paper Exhibits - Exhibit #2  
 from page 19

**Exhibit 2**  
**Credit Disability Single Premium Experience (Five Years)**  
 Including Weighted Prima Facie Rates By Term Within Plan  
 (All States Combined)

**30 Day Retroactive Weighted Prima Facie Rates Per \$100 I.I.I. For All States Combined**

<u>Year</u>	<u>Premium</u>	<u>Claims</u>	<u>Loss Ratio</u>	<u>Loss</u>			
				<u>6</u>	<u>12</u>	<u>18</u>	<u>24</u>
1992	76,453,523	49,708,317	65.0%	1.35	1.86	2.31	2.61
1993	71,962,795	52,792,612	73.4%	1.38	1.87	2.30	2.58
1994	78,879,430	49,573,967	62.8%	1.36	1.84	2.29	2.57
1995	89,376,411	53,786,204	60.2%	1.34	1.83	2.28	2.56
1996	<u>87,821,543</u>	<u>48,140,854</u>	<u>54.8%</u>	<u>1.33</u>	<u>1.80</u>	<u>2.26</u>	<u>2.52</u>
Average	404,493,702	254,001,954	62.8%	1.35	1.84	2.29	2.56
Distribution By Term				0.5%	2.6%	2.9%	6.4%

**30 Day Retroactive Weighted Prima Facie Rates Per \$100 I.I.I. For All States Combined**

<u>Year</u>	<u>Premium</u>	<u>Claims</u>	<u>Loss Ratio</u>	<u>Loss</u>			
				<u>6</u>	<u>12</u>	<u>18</u>	<u>24</u>
1992	77,652,603	57,767,350	74.4%	0.72	1.14	1.50	1.76
1993	63,484,494	51,643,515	81.3%	0.71	1.14	1.47	1.73
1994	69,388,571	50,964,492	73.4%	0.76	1.15	1.52	1.76
1995	70,943,640	50,867,994	71.7%	0.75	1.13	1.50	1.74
1996	<u>59,078,735</u>	<u>42,510,028</u>	<u>72.0%</u>	<u>0.73</u>	<u>1.10</u>	<u>1.47</u>	<u>1.70</u>
Average	340,548,043	253,753,379	74.5%	0.74	1.13	1.49	1.74
Distribution By Term				0.4%	2.3%	1.7%	5.3%

**Exhibit 2**  
**Credit Disability Single Premium Experience (Five Years)**  
 Including Weighted Prima Facie Rates By Term Within Plan  
 (All States Combined)

**30 Day Retroactive Weighted Prima Facie Rates Per \$100 I.I.I. For All States Combined**

<u>30</u>	<u>36</u>	<u>48</u>	<u>60</u>	<u>72</u>	<u>84</u>	<u>96</u>
2.99	3.27	3.80	4.29	4.48	4.81	5.11
2.94	3.20	3.70	4.17	4.31	4.61	4.90
2.96	3.22	3.75	4.24	4.36	4.67	4.96
2.94	3.21	3.75	4.24	4.36	4.68	4.98
<u>2.92</u>	<u>3.18</u>	<u>3.71</u>	<u>4.21</u>	<u>4.34</u>	<u>4.66</u>	<u>4.96</u>
2.95	3.22	3.74	4.23	4.37	4.69	4.98
3.7%	14.5%	17.2%	43.5%	3.0%	2.8%	0.2%

**30 Day Retroactive Weighted Prima Facie Rates Per \$100 I.I.I. For All States Combined**

<u>30</u>	<u>36</u>	<u>48</u>	<u>60</u>	<u>72</u>	<u>84</u>	<u>96</u>
2.05	2.28	2.75	3.15	3.51	3.85	4.11
2.03	2.25	2.70	3.07	3.39	3.70	3.93
2.05	2.25	2.71	3.10	3.44	3.78	4.04
2.03	2.23	2.69	3.08	3.42	3.76	4.02
<u>1.99</u>	<u>2.20</u>	<u>2.68</u>	<u>3.08</u>	<u>3.45</u>	<u>3.81</u>	<u>4.10</u>
2.03	2.25	2.71	3.10	3.44	3.78	4.04
2.2%	15.0%	19.3%	43.0%	6.8%	0.9%	0.2%

## CD Paper Exhibits - Exhibit #3

**Credit Disability Table Based On 1985 CIDA**  
 Using 7 Day Incidence & Termination Rates  
 Basic Experience Table

<b>Blending:</b>	<b>70.0%</b>	<b>Male</b>	<b>30.0%</b>	<b>Female</b>
<b>Occupation Class:</b>	<b>Class 1</b>	<b>Class 2</b>	<b>Class 3</b>	<b>Class 4</b>
Male	26.8%	19.5%	29.1%	24.7%
Female	30.7%	40.8%	19.6%	8.8%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 7 Day Retroactive Plan )**  
**Claim Cost Advanced 1 Age For Each Year of Coverage By Linear Interpolation**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	1.057	1.121	1.227	1.339	1.444	1.539	1.638	1.778	2.017	2.337	1.389	0.5%
12	1.302	1.392	1.536	1.693	1.850	2.003	2.173	2.413	2.826	3.396	1.788	2.1%
18	1.436	1.545	1.713	1.899	2.092	2.292	2.525	2.859	3.430	4.221	2.035	2.4%
24	1.528	1.653	1.840	2.051	2.277	2.520	2.813	3.241	3.963	4.959	2.228	8.1%
30	1.600	1.740	1.945	2.180	2.436	2.722	3.075	3.597	4.466	5.655	2.397	3.8%
36	1.660	1.814	2.037	2.294	2.581	2.909	3.323	3.940	4.956	6.329	2.552	27.7%
48	1.759	1.943	2.201	2.503	2.851	3.264	3.801	4.613	5.921	7.646	2.843	18.9%
60	1.843	2.057	2.349	2.696	3.107	3.605	4.268	5.282	6.884	8.938	3.121	33.1%
72	1.918	2.163	2.490	2.884	3.357	3.943	4.734	5.955	7.849	10.211	3.394	1.9%
84	1.991	2.265	2.628	3.069	3.606	4.283	5.207	6.640	8.820	11.465	3.667	1.1%
96	2.063	2.367	2.765	3.254	3.858	4.629	5.694	7.341	9.793	12.700	3.944	0.0%
108	2.136	2.469	2.904	3.443	4.115	4.984	6.196	8.061	10.768	13.914	4.227	0.0%
120	2.210	2.573	3.046	3.635	4.378	5.347	6.714	8.796	11.742	15.108	4.515	0.4%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.77	100.0%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 7 Day Retroactive Period Plan )**  
**Attained Age Remains Constant Throughout Term Of Coverage**

Duration	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	1.057	1.121	1.227	1.339	1.444	1.539	1.638	1.778	2.017	2.337	1.389	0.5%
12	1.302	1.392	1.536	1.693	1.850	2.003	2.173	2.413	2.826	3.396	1.788	2.1%
18	1.432	1.538	1.705	1.892	2.086	2.285	2.515	2.843	3.409	4.200	2.028	2.4%
24	1.519	1.638	1.824	2.036	2.262	2.503	2.789	3.200	3.906	4.902	2.209	8.1%
30	1.585	1.716	1.919	2.152	2.408	2.690	3.030	3.520	4.359	5.547	2.363	3.8%
36	1.638	1.780	1.999	2.254	2.539	2.860	3.253	3.818	4.785	6.159	2.501	27.7%
48	1.721	1.885	2.133	2.429	2.771	3.168	3.663	4.376	5.587	7.312	2.747	18.9%
60	1.786	1.970	2.248	2.583	2.979	3.449	4.043	4.899	6.340	8.395	2.969	33.1%
72	1.841	2.044	2.350	2.723	3.172	3.714	4.404	5.396	7.054	9.416	3.175	1.9%
84	1.888	2.111	2.444	2.854	3.355	3.966	4.750	5.872	7.733	10.378	3.370	1.1%
96	1.931	2.172	2.531	2.978	3.529	4.208	5.083	6.329	8.380	11.286	3.555	0.0%
108	1.971	2.229	2.615	3.097	3.697	4.443	5.404	6.769	8.995	12.141	3.733	0.0%
120	2.007	2.284	2.695	3.212	3.860	4.670	5.716	7.192	9.580	12.946	3.905	0.4%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.67	100.0%

**Credit Disability Table Based On 1985 CIDA**  
 Using 7 Day Incidence & Termination Rates  
 Basic Experience Table

<b>Blending:</b>	<b>70.0%</b>	<b>Male</b>	<b>30.0%</b>	<b>Female</b>
<b>Occupation Class:</b>	<b>Class 1</b>	<b>Class 2</b>	<b>Class 3</b>	<b>Class 4</b>
Male	26.8%	19.5%	29.1%	24.7%
Female	30.7%	40.8%	19.6%	8.8%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 7 Day Elimination Period Plan)**  
**Claim Cost Advanced 1 Age For Each Year of Coverage By Linear Interpolation**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.874	0.934	1.029	1.130	1.225	1.313	1.404	1.530	1.744	2.031	1.176	0.5%
12	1.115	1.201	1.334	1.480	1.626	1.772	1.934	2.160	2.548	3.085	1.571	2.1%
18	1.248	1.353	1.509	1.684	1.867	2.059	2.283	2.603	3.148	3.906	1.816	2.4%
24	1.339	1.459	1.635	1.835	2.051	2.286	2.570	2.983	3.678	4.641	2.008	8.1%
30	1.410	1.545	1.739	1.962	2.209	2.487	2.831	3.337	4.179	5.335	2.175	3.8%
36	1.470	1.619	1.830	2.076	2.354	2.674	3.078	3.679	4.667	6.007	2.330	27.7%
48	1.568	1.746	1.992	2.283	2.622	3.027	3.554	4.348	5.629	7.320	2.619	18.9%
60	1.651	1.858	2.139	2.476	2.877	3.367	4.019	5.014	6.587	8.609	2.896	33.1%
72	1.726	1.963	2.279	2.662	3.126	3.704	4.484	5.685	7.549	9.877	3.168	1.9%
84	1.799	2.064	2.415	2.846	3.374	4.043	4.955	6.367	8.516	11.128	3.439	1.1%
96	1.870	2.165	2.552	3.030	3.626	4.388	5.440	7.065	9.486	12.359	3.715	0.0%
108	1.942	2.266	2.690	3.218	3.882	4.741	5.940	7.781	10.458	13.571	3.996	0.0%
120	2.015	2.368	2.830	3.410	4.144	5.104	6.455	8.514	11.429	14.761	4.283	0.4%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.54	100.0%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 7 Day Elimination Period Plan)**  
**Attained Age Remains Constant Throughout Term Of Coverage**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.874	0.934	1.029	1.130	1.225	1.313	1.404	1.530	1.744	2.031	1.176	0.5%
12	1.115	1.201	1.334	1.480	1.626	1.772	1.934	2.160	2.548	3.085	1.571	2.1%
18	1.244	1.346	1.502	1.677	1.861	2.053	2.275	2.589	3.128	3.887	1.809	2.4%
24	1.330	1.446	1.620	1.820	2.036	2.270	2.548	2.944	3.624	4.587	1.990	8.1%
30	1.396	1.523	1.714	1.936	2.183	2.457	2.788	3.264	4.077	5.232	2.144	3.8%
36	1.449	1.587	1.794	2.037	2.313	2.626	3.010	3.562	4.503	5.843	2.281	27.7%
48	1.531	1.691	1.928	2.213	2.545	2.933	3.420	4.120	5.305	6.996	2.527	18.9%
60	1.596	1.776	2.043	2.366	2.752	3.215	3.800	4.642	6.057	8.079	2.748	33.1%
72	1.651	1.850	2.145	2.506	2.945	3.479	4.161	5.139	6.771	9.099	2.954	1.9%
84	1.698	1.917	2.238	2.637	3.128	3.731	4.507	5.615	7.450	10.062	3.149	1.1%
96	1.741	1.978	2.326	2.761	3.302	3.974	4.839	6.072	8.096	10.969	3.334	0.0%
108	1.780	2.036	2.409	2.880	3.470	4.208	5.161	6.512	8.712	11.824	3.512	0.0%
120	1.817	2.090	2.489	2.995	3.633	4.435	5.472	6.935	9.297	12.629	3.684	0.4%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.45	100.0%

**CD Paper Exhibits - Exhibit #3**  
*from page 23*

<b>Credit Disability Table Based On 1985 CIDA</b>				<b>Blending: 70.0% Male 30.0% Female</b>			
Using 7 Day Incidence & Termination Rates				<b>Occupation Class: Class 1 Class 2 Class 3 Class 4</b>			
Valuation Table				Male 26.8% 19.5% 29.1% 24.7%			
Interest 5.00%	Termination Rate Adjustment 95%			Female 30.7% 40.8% 19.6% 8.8%			

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 7 Day Retroactive Plan )**  
**Claim Cost Advanced 1 Age For Each Year of Coverage By Linear Interpolation**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	1.072	1.134	1.239	1.350	1.453	1.546	1.643	1.780	2.016	2.329	1.398	0.5%
12	1.319	1.406	1.548	1.701	1.853	2.000	2.162	2.392	2.786	3.326	1.791	2.1%
18	1.446	1.550	1.713	1.892	2.075	2.261	2.475	2.782	3.304	4.019	2.015	2.4%
24	1.526	1.643	1.820	2.018	2.224	2.441	2.697	3.069	3.694	4.546	2.169	8.1%
30	1.582	1.710	1.899	2.111	2.335	2.576	2.867	3.296	4.007	4.962	2.285	3.8%
36	1.625	1.762	1.961	2.185	2.424	2.686	3.008	3.488	4.273	5.314	2.378	27.7%
48	1.689	1.843	2.059	2.303	2.568	2.866	3.244	3.816	4.731	5.909	2.532	18.9%
60	1.738	1.908	2.138	2.398	2.686	3.016	3.443	4.101	5.131	6.417	2.659	33.1%
72	1.779	1.963	2.206	2.482	2.789	3.147	3.619	4.358	5.492	6.865	2.771	1.9%
84	1.816	2.013	2.267	2.556	2.881	3.266	3.784	4.599	5.825	7.267	2.874	1.1%
96	1.851	2.059	2.323	2.625	2.967	3.379	3.943	4.831	6.134	7.634	2.970	0.0%
108	1.885	2.103	2.376	2.689	3.048	3.486	4.099	5.057	6.424	7.971	3.062	0.0%
120	1.918	2.145	2.427	2.751	3.125	3.590	4.251	5.277	6.698	8.284	3.151	0.4%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.47	100.0%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 7 Day Retroactive Period Plan )**  
**Attained Age Remains Constant Throughout Term Of Coverage**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	1.072	1.134	1.239	1.350	1.453	1.546	1.643	1.780	2.016	2.329	1.398	0.5%
12	1.319	1.406	1.548	1.701	1.853	2.000	2.162	2.392	2.786	3.326	1.791	2.1%
18	1.442	1.543	1.706	1.886	2.069	2.255	2.466	2.766	3.283	3.998	2.008	2.4%
24	1.517	1.628	1.805	2.003	2.210	2.424	2.674	3.029	3.640	4.492	2.151	8.1%
30	1.567	1.686	1.873	2.085	2.309	2.547	2.826	3.225	3.908	4.864	2.253	3.8%
36	1.604	1.729	1.924	2.147	2.386	2.642	2.946	3.380	4.123	5.164	2.332	27.7%
48	1.655	1.789	1.998	2.238	2.501	2.788	3.132	3.624	4.463	5.641	2.451	18.9%
60	1.689	1.831	2.051	2.305	2.586	2.898	3.274	3.813	4.728	6.014	2.540	33.1%
72	1.715	1.862	2.091	2.357	2.654	2.986	3.389	3.966	4.942	6.315	2.610	1.9%
84	1.734	1.887	2.123	2.398	2.708	3.057	3.483	4.091	5.118	6.561	2.667	1.1%
96	1.749	1.906	2.148	2.432	2.753	3.116	3.561	4.195	5.263	6.763	2.713	0.0%
108	1.762	1.922	2.169	2.460	2.790	3.165	3.625	4.282	5.383	6.930	2.752	0.0%
120	1.772	1.936	2.187	2.483	2.821	3.206	3.679	4.354	5.483	7.068	2.784	0.4%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.39	100.0%



**Credit Disability Table Based On 1985 CIDA**  
Using 7 Day Incidence & Termination Rates

Valuation Table			
Interest	5.00%	Termination Rate Adjustment	95%

Blending:		70.0%	Male	30.0%	Female
Occupation Class:		Class 1	Class 2	Class 3	Class 4
Male		26.8%	19.5%	29.1%	24.7%
Female		30.7%	40.8%	19.6%	8.8%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 7 Day Elimination Period Plan)**  
**Claim Cost Advanced 1 Age For Each Year of Coverage By Linear Interpolation**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.889	0.947	1.041	1.141	1.234	1.320	1.409	1.532	1.742	2.024	1.185	0.5%
12	1.132	1.215	1.346	1.488	1.630	1.769	1.923	2.139	2.507	3.014	1.574	2.1%
18	1.258	1.358	1.509	1.677	1.850	2.028	2.233	2.526	3.021	3.704	1.796	2.4%
24	1.337	1.449	1.615	1.802	1.998	2.207	2.454	2.811	3.410	4.228	1.948	8.1%
30	1.392	1.515	1.693	1.893	2.108	2.341	2.623	3.036	3.719	4.642	2.063	3.8%
36	1.434	1.566	1.754	1.966	2.197	2.450	2.763	3.227	3.984	4.992	2.156	27.7%
48	1.498	1.646	1.851	2.083	2.339	2.629	2.997	3.552	4.439	5.583	2.308	18.9%
60	1.547	1.709	1.928	2.178	2.456	2.778	3.194	3.834	4.835	6.087	2.434	33.1%
72	1.587	1.763	1.995	2.260	2.558	2.908	3.369	4.088	5.193	6.532	2.545	1.9%
84	1.623	1.812	2.055	2.333	2.649	3.026	3.532	4.326	5.521	6.931	2.646	1.1%
96	1.658	1.857	2.110	2.401	2.734	3.138	3.689	4.555	5.827	7.293	2.741	0.0%
108	1.691	1.900	2.162	2.464	2.814	3.244	3.843	4.778	6.114	7.627	2.832	0.0%
120	1.722	1.940	2.212	2.525	2.891	3.346	3.993	4.995	6.385	7.937	2.919	0.4%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.25	100.0%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 7 Day Elimination Period Plan)**  
**Attained Age Remains Constant Throughout Term Of Coverage**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.889	0.947	1.041	1.141	1.234	1.320	1.409	1.532	1.742	2.024	1.185	0.5%
12	1.132	1.215	1.346	1.488	1.630	1.769	1.923	2.139	2.507	3.014	1.574	2.1%
18	1.254	1.352	1.503	1.671	1.844	2.022	2.225	2.512	3.002	3.685	1.789	2.4%
24	1.328	1.436	1.601	1.787	1.984	2.191	2.432	2.774	3.359	4.177	1.932	8.1%
30	1.378	1.493	1.669	1.869	2.083	2.313	2.584	2.969	3.626	4.549	2.033	3.8%
36	1.415	1.535	1.720	1.931	2.160	2.408	2.703	3.124	3.841	4.849	2.112	27.7%
48	1.465	1.595	1.793	2.022	2.274	2.553	2.889	3.367	4.180	5.325	2.230	18.9%
60	1.499	1.637	1.846	2.088	2.360	2.663	3.031	3.556	4.445	5.697	2.319	33.1%
72	1.525	1.669	1.886	2.140	2.427	2.751	3.146	3.709	4.659	5.998	2.389	1.9%
84	1.544	1.693	1.917	2.181	2.481	2.822	3.240	3.834	4.835	6.244	2.446	1.1%
96	1.559	1.713	1.943	2.215	2.526	2.881	3.317	3.938	4.979	6.446	2.492	0.0%
108	1.572	1.729	1.964	2.243	2.563	2.930	3.382	4.024	5.100	6.613	2.531	0.0%
120	1.582	1.742	1.981	2.266	2.593	2.971	3.436	4.097	5.200	6.751	2.563	0.4%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.17	100.0%

**CD Paper Exhibits - Exhibit #3**  
*from page 25*

**Credit Disability Table Based On 1985 CIDA**  
 Using 14 Day Incidence & Termination Rates  
 Basic Experience Table

<b>Blending:</b>	<b>70.0%</b>	<b>Male</b>	<b>30.0%</b>	<b>Female</b>
<b>Occupation Class:</b>	<b>Class 1</b>	<b>Class 2</b>	<b>Class 3</b>	<b>Class 4</b>
<b>Male</b>	<b>26.8%</b>	<b>19.5%</b>	<b>29.1%</b>	<b>24.7%</b>
<b>Female</b>	<b>30.7%</b>	<b>40.8%</b>	<b>19.6%</b>	<b>8.8%</b>

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 14 Day Retroactive Plan )**  
**Claim Cost Advanced 1 Age For Each Year of Coverage By Linear Interpolation**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.837	0.886	0.982	1.081	1.176	1.270	1.378	1.530	1.775	2.083	1.139	0.2%
12	1.063	1.134	1.264	1.405	1.548	1.698	1.877	2.133	2.552	3.101	1.509	1.5%
18	1.185	1.274	1.427	1.594	1.772	1.966	2.207	2.558	3.133	3.895	1.739	2.2%
24	1.270	1.372	1.544	1.735	1.942	2.178	2.479	2.922	3.646	4.603	1.919	8.5%
30	1.336	1.452	1.641	1.853	2.090	2.366	2.726	3.263	4.131	5.272	2.078	3.3%
36	1.390	1.521	1.725	1.959	2.224	2.542	2.961	3.592	4.602	5.920	2.223	23.7%
48	1.480	1.639	1.875	2.151	2.474	2.874	3.415	4.238	5.531	7.185	2.497	19.6%
60	1.556	1.744	2.012	2.330	2.712	3.195	3.860	4.882	6.457	8.426	2.759	31.5%
72	1.625	1.841	2.142	2.503	2.944	3.512	4.304	5.531	7.386	9.647	3.017	3.4%
84	1.691	1.936	2.269	2.674	3.177	3.833	4.757	6.191	8.319	10.851	3.275	1.8%
96	1.757	2.029	2.396	2.846	3.412	4.161	5.224	6.867	9.254	12.036	3.538	0.3%
108	1.823	2.123	2.524	3.020	3.653	4.497	5.705	7.560	10.191	13.201	3.805	0.2%
120	1.890	2.219	2.654	3.199	3.900	4.843	6.203	8.269	11.126	14.346	4.079	3.8%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.52	100.0%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 14 Day Retroactive Period Plan )**  
**Attained Age Remains Constant Throughout Term Of Coverage**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.837	0.886	0.982	1.081	1.176	1.270	1.378	1.530	1.775	2.083	1.139	0.2%
12	1.063	1.134	1.264	1.405	1.548	1.698	1.877	2.133	2.552	3.101	1.509	1.5%
18	1.182	1.267	1.420	1.588	1.765	1.959	2.197	2.542	3.113	3.874	1.732	2.2%
24	1.263	1.359	1.530	1.720	1.927	2.160	2.453	2.881	3.591	4.548	1.901	8.5%
30	1.323	1.430	1.617	1.828	2.063	2.334	2.679	3.185	4.027	5.169	2.045	3.3%
36	1.373	1.489	1.690	1.921	2.183	2.491	2.887	3.470	4.438	5.756	2.174	23.7%
48	1.450	1.585	1.815	2.084	2.397	2.776	3.272	4.001	5.211	6.864	2.404	19.6%
60	1.510	1.664	1.920	2.226	2.590	3.037	3.629	4.498	5.936	7.904	2.612	31.5%
72	1.561	1.732	2.015	2.355	2.768	3.283	3.967	4.972	6.623	8.885	2.805	3.4%
84	1.605	1.793	2.101	2.476	2.936	3.516	4.291	5.425	7.277	9.810	2.987	1.8%
96	1.644	1.850	2.183	2.591	3.098	3.741	4.603	5.860	7.900	10.682	3.161	0.3%
108	1.681	1.903	2.260	2.701	3.253	3.959	4.905	6.279	8.492	11.503	3.328	0.2%
120	1.715	1.953	2.334	2.807	3.403	4.169	5.196	6.682	9.056	12.275	3.489	3.8%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.40	100.0%

**Credit Disability Table Based On 1985 CIDA**  
 Using 14 Day Incidence & Termination Rates  
 Basic Experience Table

<b>Blending:</b>	<b>70.0%</b>	<b>Male</b>	<b>30.0%</b>	<b>Female</b>
<b>Occupation Class:</b>	<b>Class 1</b>	<b>Class 2</b>	<b>Class 3</b>	<b>Class 4</b>
<b>Male</b>	<b>26.8%</b>	<b>19.5%</b>	<b>29.1%</b>	<b>24.7%</b>
<b>Female</b>	<b>30.7%</b>	<b>40.8%</b>	<b>19.6%</b>	<b>8.8%</b>

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 14 Day Elimination Period Plan)**  
**Claim Cost Advanced 1 Age For Each Year of Coverage By Linear Interpolation**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.606	0.648	0.724	0.803	0.880	0.958	1.046	1.170	1.367	1.619	0.851	0.3%
12	0.821	0.885	0.995	1.115	1.240	1.372	1.530	1.757	2.128	2.618	1.209	2.4%
18	0.941	1.020	1.153	1.300	1.458	1.634	1.854	2.174	2.699	3.401	1.434	2.9%
24	1.023	1.117	1.267	1.437	1.626	1.844	2.122	2.534	3.207	4.104	1.611	11.5%
30	1.087	1.195	1.362	1.553	1.771	2.029	2.367	2.871	3.687	4.768	1.767	2.7%
36	1.141	1.261	1.445	1.657	1.904	2.203	2.600	3.196	4.155	5.412	1.911	39.8%
48	1.230	1.377	1.592	1.847	2.151	2.532	3.049	3.836	5.076	6.669	2.181	18.4%
60	1.304	1.479	1.726	2.023	2.386	2.850	3.490	4.474	5.995	7.903	2.440	16.4%
72	1.372	1.574	1.853	2.194	2.616	3.165	3.931	5.117	6.917	9.118	2.695	1.2%
84	1.436	1.666	1.978	2.362	2.847	3.483	4.380	5.772	7.843	10.315	2.951	0.6%
96	1.501	1.757	2.102	2.532	3.080	3.808	4.842	6.442	8.772	11.493	3.210	0.2%
108	1.565	1.849	2.228	2.705	3.319	4.141	5.320	7.129	9.703	12.652	3.475	0.1%
120	1.631	1.942	2.357	2.882	3.563	4.484	5.813	7.832	10.632	13.790	3.746	3.4%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.06	100.0%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 14 Day Elimination Period Plan)**  
**Attained Age Remains Constant Throughout Term Of Coverage**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.606	0.648	0.724	0.803	0.880	0.958	1.046	1.170	1.367	1.619	0.851	0.3%
12	0.821	0.885	0.995	1.115	1.240	1.372	1.530	1.757	2.128	2.618	1.209	2.4%
18	0.938	1.015	1.148	1.294	1.453	1.628	1.846	2.161	2.683	3.384	1.428	2.9%
24	1.017	1.106	1.255	1.425	1.613	1.828	2.100	2.497	3.158	4.055	1.595	11.5%
30	1.076	1.176	1.341	1.531	1.747	2.000	2.324	2.800	3.593	4.674	1.738	2.7%
36	1.125	1.234	1.414	1.624	1.866	2.156	2.532	3.084	4.002	5.260	1.866	39.8%
48	1.201	1.329	1.538	1.785	2.080	2.440	2.915	3.614	4.773	6.367	2.095	18.4%
60	1.261	1.407	1.643	1.927	2.271	2.701	3.271	4.110	5.498	7.406	2.302	16.4%
72	1.311	1.475	1.737	2.056	2.449	2.946	3.609	4.583	6.185	8.385	2.495	1.2%
84	1.355	1.536	1.823	2.177	2.617	3.179	3.933	5.036	6.838	9.310	2.677	0.6%
96	1.395	1.593	1.904	2.291	2.778	3.404	4.245	5.471	7.460	10.181	2.851	0.2%
108	1.431	1.645	1.981	2.401	2.934	3.621	4.546	5.890	8.053	11.002	3.017	0.1%
120	1.465	1.696	2.055	2.507	3.084	3.832	4.838	6.292	8.616	11.774	3.178	3.4%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	1.97	100.0%

**CD Paper Exhibits - Exhibit #3**  
*from page 27*

<b>Credit Disability Table Based On 1985 CIDA</b>				<b>Blending:</b>									
Using 14 Day Incidence & Termination Rates				70.0%		Male		30.0%		Female			
<b>Valuation Table</b>				<b>Occupation Class:</b>		<b>Class 1</b>		<b>Class 2</b>		<b>Class 3</b>		<b>Class 4</b>	
Interest	5.00%	Termination Rate Adjustment	95%	Male		26.8%		19.5%		29.1%		24.7%	
				Female		30.7%		40.8%		19.6%		8.8%	

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 14 Day Retroactive Plan )**  
**Claim Cost Advanced 1 Age For Each Year of Coverage By Linear Interpolation**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.841	0.889	0.983	1.081	1.174	1.267	1.372	1.521	1.761	2.062	1.137	0.2%
12	1.064	1.133	1.261	1.398	1.536	1.680	1.851	2.095	2.494	3.011	1.496	1.5%
18	1.179	1.263	1.410	1.571	1.738	1.919	2.141	2.463	2.987	3.672	1.703	2.2%
24	1.250	1.346	1.508	1.685	1.874	2.084	2.348	2.734	3.359	4.173	1.844	8.5%
30	1.301	1.406	1.579	1.769	1.976	2.209	2.508	2.950	3.657	4.570	1.951	3.3%
36	1.339	1.453	1.635	1.836	2.057	2.311	2.641	3.133	3.910	4.905	2.038	23.7%
48	1.396	1.527	1.723	1.944	2.189	2.480	2.864	3.446	4.347	5.472	2.181	19.6%
60	1.439	1.586	1.795	2.031	2.298	2.620	3.054	3.720	4.728	5.956	2.300	31.5%
72	1.475	1.636	1.857	2.107	2.393	2.743	3.223	3.967	5.073	6.382	2.405	3.4%
84	1.508	1.681	1.912	2.175	2.479	2.857	3.381	4.200	5.390	6.766	2.501	1.8%
96	1.539	1.723	1.963	2.238	2.560	2.965	3.536	4.423	5.684	7.115	2.593	0.3%
108	1.569	1.763	2.011	2.297	2.636	3.069	3.687	4.640	5.961	7.435	2.680	0.2%
120	1.598	1.801	2.058	2.354	2.709	3.169	3.835	4.851	6.222	7.734	2.765	3.8%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.16	100.0%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 14 Day Retroactive Period Plan )**  
**Attained Age Remains Constant Throughout Term Of Coverage**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.841	0.889	0.983	1.081	1.174	1.267	1.372	1.521	1.761	2.062	1.137	0.2%
12	1.064	1.133	1.261	1.398	1.536	1.680	1.851	2.095	2.494	3.011	1.496	1.5%
18	1.175	1.256	1.404	1.565	1.732	1.912	2.131	2.447	2.967	3.652	1.695	2.2%
24	1.243	1.333	1.494	1.671	1.860	2.067	2.323	2.694	3.307	4.122	1.827	8.5%
30	1.289	1.385	1.556	1.746	1.950	2.179	2.464	2.878	3.562	4.476	1.921	3.3%
36	1.322	1.423	1.602	1.802	2.020	2.266	2.575	3.024	3.767	4.762	1.993	23.7%
48	1.369	1.478	1.669	1.885	2.125	2.399	2.747	3.254	4.091	5.216	2.103	19.6%
60	1.400	1.516	1.717	1.946	2.202	2.500	2.879	3.432	4.343	5.570	2.185	31.5%
72	1.423	1.544	1.753	1.993	2.264	2.580	2.985	3.575	4.547	5.857	2.250	3.4%
84	1.441	1.566	1.782	2.031	2.313	2.645	3.072	3.694	4.715	6.091	2.302	1.8%
96	1.454	1.584	1.805	2.061	2.354	2.699	3.144	3.791	4.853	6.283	2.345	0.3%
108	1.466	1.598	1.824	2.087	2.388	2.744	3.204	3.873	4.967	6.442	2.380	0.2%
120	1.475	1.610	1.840	2.108	2.416	2.782	3.254	3.941	5.063	6.574	2.410	3.8%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	2.08	100.0%

**Credit Disability Table Based On 1985 CIDA**

Using 14 Day Incidence & Termination Rates

Valuation Table

Interest	5.00%	Termination Rate Adjustment	95%
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Blending:	70.0%	Male	30.0%	Female
Occupation Class:	Class 1	Class 2	Class 3	Class 4
Male	26.8%	19.5%	29.1%	24.7%
Female	30.7%	40.8%	19.6%	8.8%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 14 Day Elimination Period Plan)**

Claim Cost Advanced 1 Age For Each Year of Coverage By Linear Interpolation

Duration	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
	In Months											
6	0.610	0.650	0.725	0.803	0.879	0.954	1.041	1.161	1.354	1.599	0.850	0.3%
12	0.823	0.884	0.992	1.109	1.228	1.355	1.505	1.720	2.070	2.529	1.197	2.4%
18	0.934	1.010	1.137	1.277	1.425	1.588	1.789	2.079	2.553	3.179	1.398	2.9%
24	1.004	1.090	1.231	1.388	1.558	1.750	1.992	2.347	2.921	3.675	1.536	11.5%
30	1.053	1.149	1.300	1.470	1.657	1.873	2.149	2.558	3.213	4.067	1.641	2.7%
36	1.090	1.194	1.355	1.536	1.737	1.973	2.280	2.737	3.463	4.398	1.726	39.8%
48	1.146	1.265	1.440	1.640	1.867	2.138	2.498	3.045	3.893	4.957	1.866	18.4%
60	1.188	1.321	1.509	1.725	1.973	2.276	2.685	3.312	4.267	5.434	1.982	16.4%
72	1.222	1.369	1.568	1.798	2.066	2.397	2.850	3.555	4.605	5.854	2.084	1.2%
84	1.254	1.412	1.621	1.864	2.150	2.507	3.005	3.781	4.915	6.230	2.178	0.6%
96	1.283	1.451	1.670	1.925	2.228	2.613	3.155	3.999	5.203	6.573	2.266	0.2%
108	1.312	1.489	1.716	1.982	2.302	2.714	3.302	4.209	5.473	6.887	2.351	0.1%
120	1.339	1.525	1.760	2.037	2.373	2.811	3.446	4.415	5.728	7.179	2.432	3.4%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	1.78	100.0%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 14 Day Elimination Period Plan)**

Attained Age Remains Constant Throughout Term Of Coverage

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.610	0.650	0.725	0.803	0.879	0.954	1.041	1.161	1.354	1.599	0.850	0.3%
12	0.823	0.884	0.992	1.109	1.228	1.355	1.505	1.720	2.070	2.529	1.197	2.4%
18	0.931	1.005	1.132	1.272	1.420	1.582	1.781	2.067	2.537	3.163	1.392	2.9%
24	0.998	1.080	1.220	1.376	1.546	1.735	1.971	2.312	2.875	3.629	1.521	11.5%
30	1.042	1.131	1.280	1.449	1.635	1.845	2.110	2.494	3.128	3.982	1.614	2.7%
36	1.075	1.168	1.326	1.505	1.704	1.932	2.220	2.639	3.332	4.267	1.685	39.8%
48	1.120	1.222	1.392	1.587	1.807	2.064	2.391	2.867	3.654	4.719	1.794	18.4%
60	1.151	1.259	1.439	1.647	1.885	2.164	2.522	3.044	3.906	5.072	1.876	16.4%
72	1.174	1.287	1.475	1.694	1.945	2.244	2.628	3.188	4.109	5.358	1.940	1.2%
84	1.191	1.309	1.504	1.731	1.995	2.309	2.715	3.305	4.276	5.592	1.992	0.6%
96	1.205	1.327	1.527	1.762	2.035	2.362	2.786	3.403	4.414	5.784	2.035	0.2%
108	1.216	1.341	1.546	1.787	2.069	2.407	2.846	3.484	4.528	5.942	2.070	0.1%
120	1.225	1.353	1.562	1.808	2.097	2.444	2.896	3.552	4.624	6.074	2.099	3.4%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	1.71	100.0%

**CD Paper Exhibits - Exhibit #3**  
*from page 29*

**Credit Disability Table Based On 1985 CIDA**  
 Using 30 Day Incidence & Termination Rates  
 Basic Experience Table

<b>Blending:</b>	<b>70.0%</b>	<b>Male</b>	<b>30.0%</b>	<b>Female</b>
<b>Occupation Class:</b>	<b>Class 1</b>	<b>Class 2</b>	<b>Class 3</b>	<b>Class 4</b>
<b>Male</b>	<b>26.8%</b>	<b>19.5%</b>	<b>29.1%</b>	<b>24.7%</b>
<b>Female</b>	<b>30.7%</b>	<b>40.8%</b>	<b>19.6%</b>	<b>8.8%</b>

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 30 Day Retroactive Period Plan)**  
**Claim Cost Advanced 1 Age For Each Year of Coverage By Linear Interpolation**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.480	0.495	0.551	0.627	0.711	0.803	0.919	1.089	1.349	1.610	0.703	0.5%
12	0.651	0.678	0.758	0.869	0.994	1.136	1.318	1.588	2.006	2.448	0.989	2.6%
18	0.743	0.780	0.878	1.011	1.165	1.346	1.583	1.939	2.488	3.086	1.168	2.9%
24	0.805	0.853	0.965	1.117	1.296	1.512	1.802	2.240	2.909	3.650	1.309	6.4%
30	0.853	0.911	1.037	1.206	1.410	1.661	2.003	2.521	3.304	4.180	1.433	3.7%
36	0.893	0.961	1.100	1.286	1.514	1.799	2.193	2.793	3.687	4.692	1.547	14.5%
48	0.958	1.047	1.212	1.433	1.708	2.062	2.561	3.326	4.437	5.687	1.762	17.2%
60	1.012	1.123	1.314	1.570	1.893	2.317	2.925	3.858	5.180	6.659	1.969	43.5%
72	1.060	1.194	1.412	1.702	2.074	2.571	3.289	4.395	5.921	7.613	2.172	3.0%
84	1.106	1.262	1.508	1.834	2.257	2.828	3.661	4.939	6.662	8.550	2.377	2.8%
96	1.152	1.331	1.604	1.967	2.442	3.093	4.045	5.493	7.402	9.470	2.586	0.2%
108	1.199	1.401	1.702	2.103	2.633	3.366	4.443	6.056	8.139	10.371	2.799	0.1%
120	1.247	1.472	1.802	2.242	2.829	3.647	4.855	6.630	8.873	11.254	3.017	2.5%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	1.80	100.0%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 30 Day Retroactive Period Plan)**  
**Attained Age Remains Constant Throughout Term Of Coverage**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.480	0.495	0.551	0.627	0.711	0.803	0.919	1.089	1.349	1.610	0.703	0.5%
12	0.651	0.678	0.758	0.869	0.994	1.136	1.318	1.588	2.006	2.448	0.989	2.6%
18	0.742	0.777	0.873	1.005	1.159	1.338	1.572	1.922	2.471	3.068	1.162	2.9%
24	0.802	0.845	0.954	1.104	1.282	1.494	1.775	2.198	2.864	3.606	1.293	6.4%
30	0.848	0.898	1.018	1.185	1.385	1.628	1.954	2.445	3.222	4.098	1.404	3.7%
36	0.886	0.941	1.072	1.254	1.476	1.749	2.118	2.676	3.559	4.564	1.504	14.5%
48	0.944	1.013	1.164	1.376	1.638	1.970	2.422	3.106	4.190	5.440	1.682	17.2%
60	0.989	1.071	1.242	1.482	1.784	2.171	2.704	3.509	4.782	6.262	1.843	43.5%
72	1.028	1.122	1.312	1.579	1.919	2.360	2.970	3.891	5.343	7.035	1.993	3.0%
84	1.061	1.167	1.376	1.669	2.047	2.541	3.226	4.258	5.876	7.765	2.135	2.8%
96	1.091	1.209	1.436	1.755	2.169	2.714	3.472	4.610	6.384	8.452	2.270	0.2%
108	1.118	1.249	1.493	1.837	2.287	2.882	3.710	4.948	6.867	9.099	2.399	0.1%
120	1.144	1.286	1.548	1.917	2.401	3.044	3.940	5.274	7.326	9.707	2.524	2.5%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	1.70	100.0%

**Credit Disability Table Based On 1985 CIDA**  
**Using 30 Day Incidence & Termination Rates**  
**Basic Experience Table**

<b>Blending:</b>	<b>70.0%</b>	<b>Male</b>	<b>30.0%</b>	<b>Female</b>
<b>Occupation Class:</b>	<b>Class 1</b>	<b>Class 2</b>	<b>Class 3</b>	<b>Class 4</b>
<b>Male</b>	<b>26.8%</b>	<b>19.5%</b>	<b>29.1%</b>	<b>24.7%</b>
<b>Female</b>	<b>30.7%</b>	<b>40.8%</b>	<b>19.6%</b>	<b>8.8%</b>

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 30 Day Elimination Period Plan )**  
**Claim Cost Advanced 1 Age For Each Year of Coverage By Linear Interpolation**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.275	0.287	0.320	0.366	0.416	0.473	0.544	0.649	0.811	0.979	0.413	0.4%
12	0.426	0.448	0.504	0.581	0.670	0.772	0.906	1.104	1.414	1.754	0.670	2.3%
18	0.510	0.542	0.614	0.712	0.828	0.968	1.155	1.435	1.872	2.365	0.836	1.7%
24	0.569	0.610	0.696	0.812	0.953	1.127	1.364	1.723	2.279	2.914	0.970	5.3%
30	0.615	0.665	0.764	0.897	1.061	1.270	1.557	1.994	2.664	3.433	1.089	2.2%
36	0.653	0.713	0.824	0.974	1.162	1.403	1.741	2.258	3.038	3.935	1.199	15.0%
48	0.716	0.794	0.930	1.114	1.349	1.659	2.099	2.776	3.773	4.914	1.407	19.3%
60	0.768	0.867	1.028	1.246	1.528	1.907	2.453	3.294	4.502	5.872	1.607	43.0%
72	0.815	0.934	1.121	1.373	1.704	2.154	2.808	3.817	5.230	6.813	1.805	6.8%
84	0.860	0.999	1.213	1.500	1.882	2.405	3.170	4.349	5.959	7.738	2.005	0.9%
96	0.904	1.064	1.305	1.629	2.062	2.662	3.544	4.890	6.686	8.645	2.207	0.2%
108	0.949	1.130	1.398	1.760	2.248	2.928	3.932	5.442	7.412	9.534	2.414	0.1%
120	0.995	1.198	1.494	1.895	2.438	3.202	4.332	6.003	8.134	10.405	2.626	<u>2.8%</u>
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	1.47	100.0%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness ( 30 Day Elimination Period Plan )**  
**Attained Age Remains Constant Throughout Term Of Coverage**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.275	0.287	0.320	0.366	0.416	0.473	0.544	0.649	0.811	0.979	0.413	0.4%
12	0.426	0.448	0.504	0.581	0.670	0.772	0.906	1.104	1.414	1.754	0.670	2.3%
18	0.509	0.540	0.611	0.709	0.825	0.964	1.148	1.424	1.861	2.354	0.832	1.7%
24	0.567	0.605	0.688	0.803	0.943	1.114	1.345	1.692	2.245	2.880	0.958	5.3%
30	0.610	0.655	0.750	0.881	1.043	1.245	1.519	1.935	2.598	3.367	1.067	2.2%
36	0.646	0.698	0.803	0.949	1.132	1.364	1.682	2.163	2.931	3.828	1.165	15.0%
48	0.703	0.768	0.893	1.068	1.292	1.581	1.982	2.590	3.558	4.699	1.341	19.3%
60	0.747	0.825	0.970	1.173	1.436	1.781	2.262	2.990	4.147	5.518	1.500	43.0%
72	0.785	0.875	1.039	1.269	1.570	1.969	2.527	3.371	4.706	6.289	1.649	6.8%
84	0.818	0.920	1.103	1.359	1.697	2.149	2.782	3.737	5.238	7.017	1.790	0.9%
96	0.847	0.961	1.162	1.444	1.819	2.322	3.027	4.088	5.745	7.703	1.925	0.2%
108	0.875	1.001	1.219	1.526	1.936	2.489	3.264	4.426	6.227	8.349	2.054	0.1%
120	0.900	1.038	1.273	1.605	2.050	2.651	3.494	4.751	6.685	8.957	2.178	<u>2.8%</u>
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	1.38	100.0%

**CD Paper Exhibits - Exhibit #3**  
*from page 31*

<b>Credit Disability Table Based On 1985 CIDA</b> Using 30 Day Incidence & Termination Rates Valuation Table			Blending: <b>70.0%</b> Male <b>30.0%</b> Female					
			Occupation Class: <b>Class 1</b> <b>Class 2</b> <b>Class 3</b> <b>Class 4</b>					
Interest	5.00%	Termination Rate Adjustment	95%	Male	26.8%	19.5%	29.1%	24.7%
				Female	30.7%	40.8%	19.6%	8.8%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness (30 Day Retroactive Period Plan)**  
**Claim Cost Advanced 1 Age For Each Year of Coverage By Linear Interpolation**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.476	0.491	0.546	0.621	0.704	0.794	0.908	1.075	1.331	1.586	0.696	0.5%
12	0.642	0.667	0.746	0.854	0.975	1.112	1.287	1.547	1.949	2.368	0.970	2.6%
18	0.726	0.761	0.854	0.982	1.128	1.297	1.519	1.850	2.357	2.900	1.128	2.9%
24	0.778	0.820	0.925	1.066	1.231	1.426	1.685	2.073	2.662	3.301	1.237	6.4%
30	0.813	0.863	0.977	1.129	1.309	1.524	1.815	2.252	2.905	3.617	1.320	3.7%
36	0.840	0.897	1.018	1.180	1.371	1.605	1.923	2.404	3.110	3.882	1.388	14.5%
48	0.879	0.949	1.084	1.261	1.474	1.740	2.107	2.668	3.462	4.329	1.500	17.2%
60	0.908	0.990	1.137	1.329	1.560	1.854	2.266	2.898	3.766	4.709	1.595	43.5%
72	0.931	1.025	1.183	1.387	1.636	1.955	2.409	3.109	4.040	5.043	1.678	3.0%
84	0.952	1.056	1.225	1.441	1.705	2.050	2.545	3.305	4.290	5.341	1.756	2.8%
96	0.973	1.086	1.264	1.491	1.771	2.141	2.678	3.491	4.521	5.612	1.830	0.2%
108	0.992	1.115	1.302	1.539	1.835	2.230	2.810	3.669	4.737	5.861	1.901	0.1%
120	1.011	1.143	1.338	1.585	1.896	2.317	2.939	3.841	4.941	6.091	1.970	2.5%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	1.50	100.0%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness (30 Day Retroactive Period Plan)**  
**Attained Age Remains Constant Throughout Term Of Coverage**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.476	0.491	0.546	0.621	0.704	0.794	0.908	1.075	1.331	1.586	0.696	0.5%
12	0.642	0.667	0.746	0.854	0.975	1.112	1.287	1.547	1.949	2.368	0.970	2.6%
18	0.725	0.757	0.849	0.976	1.122	1.290	1.508	1.833	2.340	2.883	1.121	2.9%
24	0.775	0.812	0.914	1.054	1.217	1.408	1.659	2.033	2.620	3.259	1.221	6.4%
30	0.809	0.850	0.959	1.109	1.285	1.494	1.769	2.181	2.829	3.541	1.293	3.7%
36	0.833	0.878	0.992	1.150	1.337	1.560	1.856	2.299	2.997	3.769	1.348	14.5%
48	0.868	0.918	1.040	1.211	1.415	1.662	1.991	2.484	3.261	4.129	1.432	17.2%
60	0.891	0.945	1.075	1.256	1.473	1.739	2.094	2.627	3.467	4.410	1.495	43.5%
72	0.908	0.966	1.101	1.290	1.519	1.800	2.177	2.743	3.634	4.636	1.544	3.0%
84	0.921	0.982	1.122	1.318	1.556	1.849	2.245	2.838	3.770	4.821	1.584	2.8%
96	0.931	0.995	1.139	1.340	1.586	1.891	2.301	2.916	3.882	4.973	1.617	0.2%
108	0.939	1.005	1.153	1.359	1.611	1.925	2.348	2.982	3.975	5.099	1.644	0.1%
120	0.946	1.014	1.165	1.374	1.632	1.953	2.387	3.036	4.053	5.203	1.667	2.5%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	1.42	100.0%

<b>Credit Disability Table Based On 1985 CIDA</b> Using 30 Day Incidence & Termination Rates Valuation Table			Blending: <b>70.0%</b> Male <b>30.0%</b> Female					
			Occupation Class: <b>Class 1</b> <b>Class 2</b> <b>Class 3</b> <b>Class 4</b>					
Interest	5.00%	Termination Rate Adjustment	95%	Male	26.8%	19.5%	29.1%	24.7%
				Female	30.7%	40.8%	19.6%	8.8%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness (30 Day Elimination Period Plan)**  
**Claim Cost Advanced 1 Age For Each Year of Coverage By Linear Interpolation**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.272	0.283	0.316	0.360	0.410	0.465	0.535	0.637	0.795	0.958	0.406	0.4%
12	0.417	0.439	0.493	0.567	0.652	0.750	0.877	1.066	1.359	1.677	0.651	2.3%
18	0.494	0.524	0.592	0.684	0.792	0.922	1.092	1.347	1.743	2.182	0.797	1.7%
24	0.542	0.579	0.657	0.763	0.889	1.043	1.249	1.559	2.035	2.568	0.900	5.3%
30	0.576	0.618	0.705	0.821	0.962	1.135	1.371	1.728	2.267	2.872	0.977	2.2%
36	0.601	0.649	0.743	0.868	1.021	1.211	1.473	1.872	2.464	3.128	1.041	15.0%
48	0.638	0.697	0.803	0.944	1.117	1.338	1.647	2.120	2.800	3.560	1.146	19.3%
60	0.665	0.734	0.851	1.006	1.197	1.445	1.796	2.336	3.091	3.925	1.235	43.0%
72	0.687	0.766	0.893	1.059	1.267	1.540	1.931	2.534	3.352	4.246	1.313	6.8%
84	0.707	0.794	0.931	1.108	1.332	1.628	2.057	2.717	3.590	4.532	1.384	0.9%
96	0.726	0.821	0.966	1.154	1.393	1.712	2.180	2.891	3.809	4.791	1.453	0.2%
108	0.743	0.846	0.999	1.197	1.451	1.794	2.300	3.057	4.013	5.027	1.518	0.1%
120	0.760	0.871	1.032	1.239	1.507	1.874	2.419	3.217	4.205	5.246	1.581	2.8%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	1.16	100.0%

**Single Premium Claim Cost Per \$100 Initial Insured Indebtedness (30 Day Elimination Period Plan)**  
**Attained Age Remains Constant Throughout Term Of Coverage**

Duration In Months	Age 22	Age 27	Age 32	Age 37	Age 42	Age 47	Age 52	Age 57	Age 62	Age 67	Weighted Total	Term Weights
6	0.272	0.283	0.316	0.360	0.410	0.465	0.535	0.637	0.795	0.958	0.406	0.4%
12	0.417	0.439	0.493	0.567	0.652	0.750	0.877	1.066	1.359	1.677	0.651	2.3%
18	0.493	0.521	0.589	0.681	0.789	0.917	1.085	1.337	1.732	2.172	0.793	1.7%
24	0.540	0.573	0.650	0.754	0.879	1.030	1.230	1.530	2.003	2.537	0.888	5.3%
30	0.572	0.609	0.692	0.806	0.944	1.112	1.336	1.674	2.207	2.813	0.957	2.2%
36	0.595	0.635	0.724	0.846	0.994	1.176	1.421	1.789	2.372	3.036	1.011	15.0%
48	0.628	0.673	0.770	0.905	1.070	1.275	1.552	1.970	2.632	3.391	1.092	19.3%
60	0.650	0.700	0.804	0.948	1.127	1.350	1.654	2.111	2.835	3.668	1.153	43.0%
72	0.666	0.720	0.830	0.982	1.171	1.410	1.735	2.225	2.999	3.893	1.202	6.8%
84	0.679	0.735	0.850	1.009	1.208	1.459	1.803	2.319	3.134	4.076	1.241	0.9%
96	0.689	0.748	0.866	1.031	1.237	1.500	1.858	2.397	3.246	4.227	1.273	0.2%
108	0.697	0.758	0.880	1.049	1.262	1.533	1.904	2.462	3.338	4.352	1.300	0.1%
120	0.703	0.766	0.891	1.064	1.283	1.561	1.943	2.516	3.415	4.455	1.322	2.8%
Weighting	11.1%	12.5%	13.5%	14.8%	14.7%	13.3%	10.5%	6.8%	2.7%	0.2%	1.09	100.0%