



# FOCUS 10 LIFE VS. GROUP TERM LIFE

For an employer, choosing the right life insurance coverage for employees, partners, or key executives can be challenging. With FOCUS 10 Life, employers now have a unique way to provide an individual term life insurance benefit to employees without the hassle of uncertainty of medical underwriting.

Consideration	Focus 10 Life	Traditional Group Term
Rate Guarantees	Level for 10 Years	Typically, 2 to 3 years at most
High Policy Limits	Up to \$500,000* with 25 eligible lives Up to \$1 Million benefit* with 50 eligible lives Up to \$1.5 Million benefit with 75 eligible lives (significantly more with carrier)	Varies by group size
Medical Evidence Required?	No	Offer for higher amounts
Convert to competitive permanent product?	Yes, no evidence required	No
Benefits Reduced at Older Ages	No	Yes
Uses	Fringe Benefit	Fringe Benefit Only
Portability	Fully portable as term life	
Estate Planning	Can be excluded from estate at inception	Assigned benefits, 3-year look back
Taxation	Employer paid premiums taxable to employee can result in reduction of taxable income compared to group term	Coverage above \$50,000 taxable to employee

\*Even greater amounts are available on an exception basis



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