



Gerber Life Insurance Company

Education Savings Plan

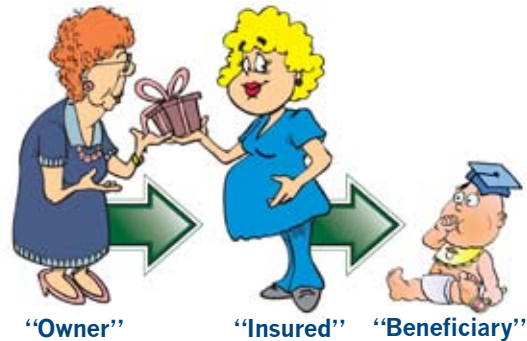
Q&A

“Start Smart College Plan” payment options



Can other family members contribute to my policy?

Yes, almost anyone can pay the monthly premiums on the policy. All premium payments are subject to Patriot Act and Money Laundering rules and regulations.



Can I pay for the endowment with a lump sum?

Yes. In fact, you may find the idea attractive – paying all at once to secure a portion of your child or grandchild’s education fund. Some people may wish to transfer the assets from a Certificate of Deposit and have it paid into a Start Smart College Plan.

How would a lump sum payment work?

The Start Smart College Plan is a fixed-premium individual endowment. This means that it can only accept premiums one year at a time. Any lump sum would be used to pay the policy’s premiums according to these steps:

1. The first year’s premium would be deducted from the lump sum.
2. The remainder of the lump sum would then be put into a pre-paid premium account.
3. Gerber Life will calculate a discount on the premium since the money in the pre-paid premium account will be credited with interest.
4. Over time, Gerber Life will keep withdrawing the annual premium until all the money in the account is used.

How large a lump sum do I need to “pay up” the policy?

You would need to tell us how large an endowment you want and when you want it to mature, so that we could calculate how much money you need to pay. We also can tell you what size of endowment you could buy at various maturities for a specific amount of money.

Can I make automatic payments?

Yes, if you sign up for automatic payments from your checking or savings account you will not only save time but you’ll save money. You can save up to 8% on your premiums. Payments can be made monthly, semi-monthly, quarterly or annually. Just call us at 1-800-253-3074 and one of our representatives will be happy to help you.