



The ProVider Plus Advantage

✓ The ProVider Plus Competitive Advantage

Here are some noteworthy product features to distinguish Berkshire’s ProVider Plus flagship product offering when in competition with **Union Central’s Dnamic Foundation U4501NC/U4502GR**

These competitive advantages are based on our ProVider Plus flagship product offering. See the following pages with the Detailed Comparison for further information about our ProVider Plus Limited product offering.

True Own Occupation Definition of Disability	True “Own Occupation” available to all occupation classes Specialty language for medical and dental occupations
Residual Disability Benefit	A 15% loss of income benefit trigger only Replaces lost income dollar for dollar up to the monthly benefit for the first 12 months, proportional thereafter
Lump Sum Disability Benefit	Provides a lump sum benefit equal to 35% of all benefits paid for total and/or residual disability, automatically payable at age 65 or 67 if the policy remains in force until that time Disability need not be continuous to qualify
Waiver of Premium	Refund of premium attributable to the period of disability regardless of when premium was paid Waives premiums for 6 months after recovery
Waiver of Elimination Period	Elimination period waived for any disability within 5 years of a prior disability that lasted for at least 6 months and for which benefits were paid
Mental/Nervous Limitations	24-month limitation applies to all contracts in CA, FL, Guaranteed Standard Issue cases as part of a group conversion and in all states for Anesthesiologists, Anesthetists (MD, DO or CRNA), Emergency Room Physicians, or Pain Management Physicians
Cost of Living Adjustment Riders	Three optional riders are available with a guaranteed 3% compound minimum COLA increases remain on the policy upon recovery at no additional cost to the insured
Catastrophic Disability Benefits	Built-in indexation of Catastrophic Benefits
Unemployment Waiver of Premium Benefits	Waives premiums for 12 months due to unemployment

Continued...

Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. This comparison is based upon the most recent information available to us at the time of creation of this comparison and does not state all terms, conditions or limitations of the ProVider Plus policy. It is not intended to be complete or to compare all contract provisions. Policy language may vary by state and products may not be available in all states. Refer to actual insurance policies for additional information. This comparison is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.



FOR PRODUCER USE ONLY. NOT TO BE DISTRIBUTED TO THE GENERAL PUBLIC.



The ProVider Plus Detailed Comparison

Provision	Berkshire ProVider Plus 1400	Berkshire ProVider Plus Limited 1400	Union Central DInamic Foundation U4501NC/U4502GR
Non-cancellable & Guaranteed Renewable to 65/67	Yes	Same	Yes - Also available as a Guaranteed Renewable contract
Conditionally Renewable after 65/67	Yes – for life	Same	Yes – for life
Benefit Periods	To age 67, to age 65, 10 years, 5 years, 2 years (Graded Lifetime Indemnity for Total Disability available via rider with to age 65 or to age 67 benefit periods).	To age 67, to age 65, 10 years, 5 years, 2 years (Graded Lifetime Indemnity for Total Disability is <u>not</u> available).	1, 2, 5, 10 years, to age 65, to age 67 or to age 70
Elimination Periods	30, 60, 90, 180, 360, or 720 days	90, 180 or 360 days	30, 60, 90, 180, 365, 730 days

Continued...

Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. This comparison is based upon the most recent information available to us at the time of creation of this comparison and does not state all terms, conditions or limitations of the ProVider Plus policy. It is not intended to be complete or to compare all contract provisions. Policy language may vary by state and products may not be available in all states. Refer to actual insurance policies for additional information. This comparison is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.



FOR PRODUCER USE ONLY. NOT TO BE DISTRIBUTED TO THE GENERAL PUBLIC.

Provision	Berkshire ProVider Plus 1400	Berkshire ProVider Plus Limited 1400	Union Central DInamic Foundation U4501NC/U4502GR
True Own Occupation Total Disability Definition	<p>✓</p> <p>Solely due to injury or sickness you are not able to perform the material and substantial duties of your occupation, even if you are gainfully employed in another occupation.</p> <p>For medical and dental occupations – if you have limited your occupation to the performance of the material and substantial duties of a single medical specialty or to a single dental specialty, we will deem that specialty to be your occupation.</p> <p>California Policies – as a result of sickness or injury, you are unable to perform with reasonable continuity the substantial and material acts necessary to pursue Your Usual Occupation in the usual and customary way.</p>	<p>Same</p>	<p>Due to a sickness or injury, in and of itself, you are not able to perform the material and substantial duties of your occupation. Available with occupation classes 6A/6M – 4A/4M in all benefit periods, and 3A or 3M with either a 5 yr, 2 yr or 1 yr benefit period.</p> <p>A five-year own occupation and then not working for the remainder of the benefit period is available with occupation classes 3A or 3M with either a 10 year, to age 65, to age 67 or to age 70 benefit period.</p>
Modified Own Occupation Total Disability Definition	<p>Solely due to injury or sickness you are not able to perform the material and substantial duties of your occupation and you are not gainfully employed.</p>	<p>Same</p>	<p>Due to sickness or injury, in and of itself, you are not able to perform the material and substantial duties of your occupation and you are not working in any occupation for wage or profit. Available with all occupation classes in all benefit periods.</p>

Continued...

Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. This comparison is based upon the most recent information available to us at the time of creation of this comparison and does not state all terms, conditions or limitations of the ProVider Plus policy. It is not intended to be complete or to compare all contract provisions. Policy language may vary by state and products may not be available in all states. Refer to actual insurance policies for additional information. This comparison is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.



FOR PRODUCER USE ONLY. NOT TO BE DISTRIBUTED TO THE GENERAL PUBLIC.

Provision	Berkshire ProVider Plus 1400	Berkshire ProVider Plus Limited 1400	Union Central DInamic Foundation U4501NC/U4502GR
<p>Residual Disability (Titled Partial Disability Benefit Rider in California)</p> <p>✓</p> <p>Qualification Period</p> <p>Pre-Disability Indexing</p> <p>Recovery Provision</p>	<p>Gainfully employed and not totally disabled, but solely due to an injury or sickness, income loss is at least 15% of prior income; loss greater than 75% = 100%.</p> <p>For the first 12 months, the loss of income indemnity to be paid is equal to loss of income, less any individual disability benefits received or eligible for, up to the maximum monthly indemnity. Thereafter, a proportional benefit is provided while residually disabled and entitled to benefits.</p> <p>No prior period of total disability is required.</p> <p>Yes – CPI-U tied; no cap</p> <p>Yes – for up to the entire benefit period if:</p> <ul style="list-style-type: none"> • Loss of income is at least 15% of prior income, and • Loss of income is the result of the injury or sickness that caused the disability 	<p>Not available – see Basic Residual Disability Benefit</p>	<p>Not available – see Basic Residual Disability Benefit</p>

Continued...

Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. This comparison is based upon the most recent information available to us at the time of creation of this comparison and does not state all terms, conditions or limitations of the ProVider Plus policy. It is not intended to be complete or to compare all contract provisions. Policy language may vary by state and products may not be available in all states. Refer to actual insurance policies for additional information. This comparison is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.



FOR PRODUCER USE ONLY. NOT TO BE DISTRIBUTED TO THE GENERAL PUBLIC.

Provision	Berkshire ProVider Plus 1400	Berkshire ProVider Plus Limited 1400	Union Central DInamic Foundation U4501NC/U4502GR
Basic Residual Disability Benefit	Not available – see Residual Disability	Gainfully employed and not totally disabled, but solely due to an injury or sickness, income loss is at least 20% of prior income and either you are able to perform one or more of the material and substantial duties of your occupation or you are able to perform all of the material and substantial duties of your occupation but not for the length of time they normally require. Loss greater than 75% =100%. Minimum benefit during the first six months will not be less than 50%.	Enhanced Residual Disability rider - due to sickness or injury, you suffer a loss of monthly earnings of at least 15% of prior monthly earnings and a loss of time or duties. For the first 6 months of compensable disability at least 50% of the base monthly benefit is payable. A 75% or greater loss = 100%.
Qualification Period		No prior period of total disability is required	No prior period of total disability is required.
Pre-Disability Indexing		Yes – CPI-U tied; no cap	Yes – CPI tied; no cap
Recovery Provision		Yes – for up to the entire benefit period if: <ul style="list-style-type: none"> • Insured returns to work full time following a disability for which we paid benefits; • Loss of income is at least 20% of prior income, and • Loss of income is the result of the injury or sickness that caused the disability 	Yes – for up to the entire benefit period if: <ul style="list-style-type: none"> • Loss of income of at least 15% of prior income; and • Working at least 80% or more of the time as was usual prior to disability; and • Loss of income is the result of the injury or sickness that caused the disability.

Continued...

Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. This comparison is based upon the most recent information available to us at the time of creation of this comparison and does not state all terms, conditions or limitations of the ProVider Plus policy. It is not intended to be complete or to compare all contract provisions. Policy language may vary by state and products may not be available in all states. Refer to actual insurance policies for additional information. This comparison is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.



FOR PRODUCER USE ONLY. NOT TO BE DISTRIBUTED TO THE GENERAL PUBLIC.

Provision	Berkshire ProVider Plus 1400	Berkshire ProVider Plus Limited 1400	Union Central DInamic Foundation U4501NC/U4502GR
Recurrent Disability Benefit	After a period of disability ends, and if disabled again, the subsequent disability will be considered a continuation of the previous disability if from the same cause or causes and is not separated by a recovery of more than 12 months (6 months in VT and VA). No new elimination period will be required.	Same	Successive periods of total disability will be considered as one period if they are caused by the same or related condition, and they are separated by less than 365 days (180 days on the guaranteed renewable contract). No new elimination period will be required.
Waiver of Premium	✓ Yes – premiums are waived during periods of disability after the elimination period and premiums paid that are attributable to the period of disability are refunded. Waiver continues for 6 months after benefits end.	Same	Yes – Premiums are waived after 90 days of disability and those due and paid on or after the date of disability are refunded; waiver continues while insured remains disabled.
Waiver of Elimination Period	✓ Yes – if disabled within 5 years after the end of a prior period of disability which lasted more than 6 months for which benefits were paid (regardless of cause). Also for presumptive and recurrent disabilities.	Same	For presumptive, recurrent disabilities and disabilities resulting from transplants
Presumptive Disability Benefit?	Yes – need not be irrecoverable. Elimination period will be waived.	Same	Yes – need not be irrecoverable. Elimination period will be waived.
Occupational Rehabilitation, Modification and Access Benefits	✓ Yes	Same	Yes- Rehabilitation only

Continued...

Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. This comparison is based upon the most recent information available to us at the time of creation of this comparison and does not state all terms, conditions or limitations of the ProVider Plus policy. It is not intended to be complete or to compare all contract provisions. Policy language may vary by state and products may not be available in all states. Refer to actual insurance policies for additional information. This comparison is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.



FOR PRODUCER USE ONLY. NOT TO BE DISTRIBUTED TO THE GENERAL PUBLIC.

Provision	Berkshire ProVider Plus 1400	Berkshire ProVider Plus Limited 1400	Union Central DInamic Foundation U4501NC/U4502GR
Catastrophic Disability	✓ Due to injury or sickness you are: <ul style="list-style-type: none"> unable to perform two or more of the activities of daily living without human standby assistance; or cognitively impaired; or irrecoverably (presumptive) disabled. At the end of each 12 months of catastrophic disability the benefit will be adjusted by a fixed, 3%, compounded adjustment factor up to two times the original benefit. Not available in California, Connecticut or Texas.	Same	Unable to perform two or more activities of daily living without standby assistance; or cognitively impaired. Cost of Living Adjustments are not available

Continued...

Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. This comparison is based upon the most recent information available to us at the time of creation of this comparison and does not state all terms, conditions or limitations of the ProVider Plus policy. It is not intended to be complete or to compare all contract provisions. Policy language may vary by state and products may not be available in all states. Refer to actual insurance policies for additional information. This comparison is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.



FOR PRODUCER USE ONLY. NOT TO BE DISTRIBUTED TO THE GENERAL PUBLIC.

Provision	Berkshire ProVider Plus 1400	Berkshire ProVider Plus Limited 1400	Union Central DInamic Foundation U4501NC/U4502GR
Future Increase Option	<p>✓</p> <p>Financial eligibility required; annual options to age 55 and special option date if group LTD coverage terminates or for a company declared date.</p> <p>Maximum of two times the base benefit plus in-force coverage with Berkshire and Guardian; three times the base benefit for medical/dental residents and first year physicians and dentists applying under the Special Limits for New Professionals Program.</p> <p>An option may be exercised during a disability but benefits will only become payable for a new and separate disability.</p> <p>Before age 45, can exercise up to the full amount remaining; from age 45 to age 55 up to 1/3 of the original amount or, if less than \$1,000 remains or loss of group LTD, the full amount can be exercised.</p>	<p>Not available – see Benefit Purchase Option</p>	<p>Financial eligibility required; annual options up to and including age 55; maximum increase on any anniversary is 1/2 of the original amount.</p> <p>Maximum amount that can be purchased at policy issue is 3 times the base monthly benefit not to exceed maximum issue and participation limits.</p> <p>During the first 3 years after policy issue, the entire amount can be exercised if the insured has a demonstrative increase in income or has lost their GLTD coverage due to a job change and must not be receiving benefits under this policy.</p>

Continued...

Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. This comparison is based upon the most recent information available to us at the time of creation of this comparison and does not state all terms, conditions or limitations of the ProVider Plus policy. It is not intended to be complete or to compare all contract provisions. Policy language may vary by state and products may not be available in all states. Refer to actual insurance policies for additional information. This comparison is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.

FOR PRODUCER USE ONLY. NOT TO BE DISTRIBUTED TO THE GENERAL PUBLIC.



Provision	Berkshire ProVider Plus 1400	Berkshire ProVider Plus Limited 1400	Union Central DInamic Foundation U4501NC/U4502GR
Benefit Purchase Option	Not available – see Future Increase Option	The insured must purchase at least 75% of eligible benefits at the time of policy issue for this no cost rider to be added to the policy. Options to purchase additional coverage are available every 3 years up to age 55 with evidence of financial eligibility. Maximum on each option date is determined by then current I&P limits. A Special Benefit Purchase option is available if group LTD coverage is discontinued, or insured is no longer eligible to participate in employer's group LTD, or insured has at least a 50% increase in income. Benefit Purchase Options are not available while disabled.	Not available – see Future Increase Option
Automatic Benefit Enhancement Rider	✓ Automatic 4% compounded increases. Renewable every 6 years. Refusal of 2 consecutive increases, forfeits any future increases and the rider terminates.	Same	4% simple increases. Renewable every 5 years. Refusal of an increase will forfeit right to any and all future automatic increases.
Cost Of Living Benefit	✓ <ul style="list-style-type: none"> Guaranteed 3% compounded; or Compounded, CPI tied, 6% maximum with a 3% minimum; or 4-Year Delayed, guaranteed 3% compounded No cap; upon recovery increases of \$200 or more remain on the policy without additional premium	Compounded, CPI tied with 3% maximum. No cap; upon recovery increases of at least \$200 or more will remain on the policy without additional premium.	CPI tied up to 6% maximum (compounded) – no cap. Upon recovery right to purchase increases. 3% simple interest. No right to purchase upon recovery.

Continued...

Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. This comparison is based upon the most recent information available to us at the time of creation of this comparison and does not state all terms, conditions or limitations of the ProVider Plus policy. It is not intended to be complete or to compare all contract provisions. Policy language may vary by state and products may not be available in all states. Refer to actual insurance policies for additional information. This comparison is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.



FOR PRODUCER USE ONLY. NOT TO BE DISTRIBUTED TO THE GENERAL PUBLIC.

Provision	Berkshire ProVider Plus 1400	Berkshire ProVider Plus Limited 1400	Union Central DInamic Foundation U4501NC/U4502GR
Lump Sum Disability Benefit	✓ A lump sum disability benefit equal to 35% of all contributing payments (cumulative benefits paid for all periods of total and/or residual disability) will be payable at the later of the expiration date of the policy or the end of the benefit period if disabled. The rider must be in force and the sum of the contributing payments must be equal to or greater than the qualifying amount shown on the schedule page (12 times the monthly indemnity issued).	Not available	Not available
Mental and/or Substance-Related Disorders	A 24-month maximum benefit for mental and/or substance-related disorders will be applied to all contracts issued: <ul style="list-style-type: none"> - to Anesthesiologists, Anesthetists (MD, DO & CRNA), Emergency Room Physicians, Pain Management Physicians (N/A in Vermont); - in FL and CA; - on a guaranteed standard issue basis as a result of a Group conversion (N/A in Vermont) 	A 24-month maximum benefit for mental and/or substance-related disorders will be applied to all contracts (N/A in Vermont)	60-month maximum benefit for mental/nervous/alcohol or drug abuse for occupation classes 6A-4A 24-month maximum benefit for mental/nervous/alcohol or drug abuse for occupation classes 6M-2M, 3A and 2A;

Continued...

Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. This comparison is based upon the most recent information available to us at the time of creation of this comparison and does not state all terms, conditions or limitations of the ProVider Plus policy. It is not intended to be complete or to compare all contract provisions. Policy language may vary by state and products may not be available in all states. Refer to actual insurance policies for additional information. This comparison is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.



FOR PRODUCER USE ONLY. NOT TO BE DISTRIBUTED TO THE GENERAL PUBLIC.

Provision	Berkshire ProVider Plus 1400	Berkshire ProVider Plus Limited 1400	Union Central DInamic Foundation U4501NC/U4502GR
Exclusions and Limitations	<p>For:</p> <ul style="list-style-type: none"> • Military training, military action, military conflict, or war, whether declared or undeclared, while serving; • Any period of time in which insured is incarcerated; • Commission of, or attempt to commit, a criminal offense as defined under local, state, or federal law; • Engagement in an illegal occupation (N/A in Vermont); • Suspension, revocation or surrender of professional or occupational license or certification (N/A in California & Vermont); • Intentionally self-inflicted injury; • During the first 3 months of disability or the elimination period, if longer, from normal pregnancy or childbirth; • Loss excluded by name or specific description. • Must be living full time in the U.S, District of Columbia. or Canada (or Mexico in California) 	<p>All exclusions and limitations are the same except for the 24-month maximum benefit for mental and/or substance-related disorders which is required on all ProVider Plus Limited contracts.</p>	<p>For:</p> <ul style="list-style-type: none"> • war, declared or undeclared, or any act or incident of war or result of military service when scheduled active duty is more than 3 months; • incarceration; • intentionally self-inflicted injury; • suspension, revocation or surrender of professional or occupational license or certification; • Benefits are limited to 12 months during the lifetime of the policy while residing outside the United States.

Continued...

Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. This comparison is based upon the most recent information available to us at the time of creation of this comparison and does not state all terms, conditions or limitations of the ProVider Plus policy. It is not intended to be complete or to compare all contract provisions. Policy language may vary by state and products may not be available in all states. Refer to actual insurance policies for additional information. This comparison is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.

FOR PRODUCER USE ONLY. NOT TO BE DISTRIBUTED TO THE GENERAL PUBLIC.



Provision	Berkshire ProVider Plus 1400	Berkshire ProVider Plus Limited 1400	Union Central DInamic Foundation U4501NC/U4502GR
Additional Benefits/Riders Available	<ul style="list-style-type: none"> • Capital Sum Benefit (<i>built-in</i>) • Retirement Protection Plus Disability Benefit Rider • Social Insurance Substitute Rider • Additional Monthly Benefit Rider • Partial Disability Rider (<i>Titled Residual Disability Benefit Rider in California</i>) • Unemployment Waiver of Premium Rider • Graded Lifetime Indemnity for Total Disability Rider (<i>In California this rider is only available with successful exercises of FIO, FPO or GDR options when graded lifetime is on the original policy.</i>) 	<ul style="list-style-type: none"> • Capital Sum Benefit (<i>built-in</i>) • Retirement Protection Plus Disability Benefit Rider • Social Insurance Substitute Rider • Unemployment Waiver of Premium Rider 	<ul style="list-style-type: none"> • Survivor Benefit (in policy) • Non-Disabling Injury Benefit (in policy) • COBRA Premium Benefit (in policy) • Good Health Benefit (in policy) • Basic Residual Disability Benefit • Partial Disability Benefit (in GR policy only) • Suspension During Unemployment Endorsement • Managerial Duties Endorsement • Social Insurance Substitute

The competitive advantages \checkmark are based on Berkshire's ProVider Plus flagship product offering. All provisions may not be a competitive advantage when comparing with Berkshire's Provider Plus Limited product offering.

If you have any questions, please contact: National Sales and Product Support Center for Producers
Hours: 8:00 a.m. – 6:00 p.m. ET
By phone: 1-866-590-8845 (toll free)
By e-mail: product_support@berkshirelife.com

Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. This comparison is based upon the most recent information available to us at the time of creation of this comparison and does not state all terms, conditions or limitations of the ProVider Plus policy. It is not intended to be complete or to compare all contract provisions. Policy language may vary by state and products may not be available in all states. Refer to actual insurance policies for additional information. This comparison is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.



FOR PRODUCER USE ONLY. NOT TO BE DISTRIBUTED TO THE GENERAL PUBLIC.

PVP-1047 (12/2011)
GEAR 2011-13110