ANNUITIES & LIFE

Stay-at-home parents need life insurance, too

It's time to shine a light on an often-overlooked segment of our client base—families with a stay-at-home-parent. Here's why they should consider an F&G indexed universal life (IUL) insurance policy:



Family first: Life insurance isn't just for the breadwinners. It's a crucial piece of the puzzle for any family's financial plan.



Childcare concerns: Parents report they are spending 22% of their household income on child care.[1] That's a significant amount for your clients to consider when planning their family's future.



Full cost: Think about all the duties a stay-at-home parent handles—from childcare to meal prep and everything in between. When you add it all up, the annual value of these responsibilities can reach a whopping $145,235![2] Protecting the value of these contributions can be just as important as protecting a working spouse's income.

Why F&G IUL is a great choice

- **No medical exams for clients under 60 -** We help make it easier than ever to get coverage. Underwriting is based on the information on the application along with database checks.[3,4]
- **Competitive and impactful -** Depending on age and health of the parent, even a modest investment, such as $50 a month, could provide significant protection for the family.
- **More than a death benefit -** In addition to providing death benefit protection, our IUL products provide living benefits—including coverage for critical, chronic and terminal illness.
- **Tax-advantaged cash accumulation -** Many households with a stay-at-home parent often find their retirement savings to be very one-sided. But with a properly funded F&G Pathsetter® IUL policy, these families can build more balanced cash accumulation and/or potentially enjoy more supplemental retirement income down the road.

[1] Care.com 2025 Cost of Care Report

[2] Sharkey, S (2025, May 5). Mother's Day Index 2025: Mom's annual salary climbs 4%. Insure.com. https://www.insure.com/life-insurance/the-mothers-day-index.html

[3] Policy approval is determined by a review of medical and personal history on the application and may be subject to additional underwriting requirements at the discretion of F&G. Review Fidelity & Guaranty Life Insurance Company Underwriting Guidelines for additional details.

[4] For applicants who are not U.S. citizens or not permanent resident cardholders, the maximum issue face amount for exam-free underwriting is $500,000.

What you need to know

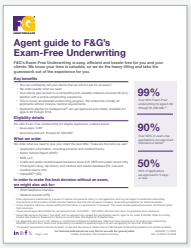
Non-working spouse

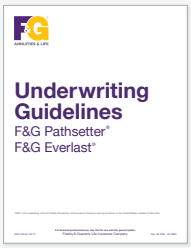
Keep in mind that for “non-working” spouses, the maximum amount of coverage available is $1,000,000 per primary insured not to exceed the wage earner’s in-force coverage amount. If clients need coverage beyond that, please consult underwriting for individual consideration.

Consider this scenario:

A 35-year-old male and female, both non-tobacco users, pay $100 a month in premium. By age 67, they could see non-guaranteed cash values of $91,000 and $94,000 respectively.[1]

Ready to empower your clients with the protection they deserve?





Review our **Exam-Free[2] Underwriting flyer** and **General Underwriting Guidelines** to enhance your understanding.



Share our **client-friendly flyer** that provides a clear overview of coverage for stay-at-home parents.

Together, let’s ensure that every family gets the protection they deserve.

Call your dedicated Senior Internal Wholesaler to create a customized plan.

[1] The example is hypothetical, non-guaranteed and is not an indication of the life insurance policy’s past or future performance. This information is not intended to be a comprehensive discussion or comparison of all features, benefits, costs or restrictions of these policies. Carefully review all product information for each policy before making a recommendation to your clients.

[2] Policy approval is determined by a review of medical and personal history on the application and may be subject to additional underwriting requirements at the discretion of F&G. Review Fidelity & Guaranty Life Insurance Company Underwriting Guidelines for additional details.

“F&G” is the marketing name for Fidelity & Guaranty Life Insurance Company issuing insurance in the United States outside of New York. Life insurance and annuities issued by Fidelity & Guaranty Life Insurance Company, Des Moines, IA.

Policies issued by Fidelity & Guaranty Life Insurance Company, Des Moines, IA.

F&G Pathsetter is subject to state availability. Certain restrictions may apply. Optional provisions and riders have limitations, restrictions and additional charges. Riders may be subject to underwriting requirements. Interest rates are subject to change.

Policy issuance may be dependent on answers to the health questions on the application.

Surrenders, withdrawals and loans will reduce available death benefit and may be subject to surrender charges. Surrenders and withdrawals beyond basis may be taxable income and subject to penalties if taken prior to age 59 ½. Excessive and unpaid loans will reduce policy values and may cause the policy to lapse. In order to receive favorable tax treatments on distributions made during the lifetime of the insured (including loans), a life insurance policy must satisfy a 7-pay premium limitation during the first seven policy years. A new 7-year limitation will be imposed after certain policy changes. Failure to satisfy this limitation would cause your policy to be considered a Modified Endowment Contract (MEC).

Please review the policy for premium details. If premiums are not paid, as scheduled, your policy may terminate or may increase the likelihood that the surrender value will be insufficient to cover the monthly mortality costs and expense charges unless additional premium is paid.

Information provided regarding tax or estate planning should not be considered tax or legal advice. Clients should consult their own tax professional or attorney regarding their unique situation.