



GUARDIAN®

Guardian® Enhances Workplace Benefits with Voluntary Permanent Life Insurance Coverage

Employees now have easy access to affordable, continuous life insurance protection that builds tax-deferred cash value

NEW YORK, N.Y., April 27, 2016 – The [Guardian](#) Life Insurance Company of America® (Guardian), one of the largest mutual life insurers and a leading provider of employee benefits, today announced the availability of Voluntary Permanent Life Insurance through the workplace.

Guardian’s latest offering enables businesses to offer employees individual, permanent life insurance protection on a voluntary basis that they can keep even if they change jobs. This coverage builds tax-deferred cash value, has premiums that are guaranteed never to increase and does not require a medical exam. Guardian’s Voluntary Permanent Life Insurance can be fully paid up by age 65, so the employee has no additional premiums upon retirement.

In Guardian’s Third Annual [Workplace Benefits Study](#), 39 percent of American households reported having no life insurance at all, while 50 percent said they need more. Employers can use Voluntary Permanent Life to strengthen their benefits program by offering an affordable way to help employees protect their family and reach financial security.

“Many employees today either don’t have life insurance or not enough of it. Attaining voluntary permanent life insurance through the workplace allows employees to enhance insurance coverage, lock in pricing, build cash value that can be used for loans or other withdrawals, and keep the coverage even if they change employers,” said Michael Estep, Second Vice President Group Life, Disability, and Supplemental Health Product Development at Guardian.

Permanent life complements term life insurance and helps employees that need more life insurance protection. While term is designed for an employee’s working years, permanent life provides a life-long cushion that can extend into retirement with a fixed premium cost. Employers can strengthen their benefits program by offering employees easy access to both affordable term and permanent life insurance on a voluntary basis that helps satisfy the need for lifetime protection.*

“Guardian is one of the few carriers to provide this offering, which underscores our dedication to deliver financial security how, when and where our customers prefer,” said Estep.

For more information about Guardian’s Voluntary Permanent Life Insurance, please visit: <https://qa7.guardiananytime.com/gafd/wps/portal/fdhome/employers/products-and-coverage/life>.

About Guardian

The Guardian Life Insurance Company of America® (Guardian) is one of the largest mutual life insurers with \$7.3 billion in capital and \$1.5 billion in operating income (before taxes and dividends to policyholders) in 2015. Founded in 1860, the company has paid dividends to policyholders every year since 1868. Its offerings range from life insurance, disability income insurance, annuities, and investments to dental, vision, and 401(k) plans. The company has approximately 8,000 employees and a network of over 3,000 financial representatives in more than 70 agencies nationwide. For more information, visit Guardian's website: www.GuardianLife.com, Facebook page: <https://www.facebook.com/GuardianLife/>, and Twitter: [@GuardianLife](https://twitter.com/GuardianLife).

Financial information concerning The Guardian Life Insurance Company of America® as of 12/31/15 on a statutory basis: Admitted Assets = \$48.1 Billion; Liabilities = \$42 Billion (including \$37 Billion of Reserves); and Surplus = \$6.1 Billion.

*All whole life insurance policy guarantees are subject to the timely payment of all required premiums and the claims paying ability of the issuing insurance company. Policy loans and withdrawals affect the guarantees by reducing the policy's death benefit and cash values.

2016-22192

For Media Inquiries, Contact:

Ana Sandoval
The Guardian Life Insurance Company of America
(212) 919-8551
Ana_Sandoval@glic.com

Erin Burke
Harden Communications Partners
(631) 239-6903
eburke@hardenpartners.com