

Answers to FAQ's - Mutuality, Guardian, and Whole Life

What is a mutual company?

Unlike publicly held companies, mutual companies have no stockholders and therefore no conflicts between the short-term, quarter-to-quarter financial demands of Wall Street and the long-term interests of policyholders. In a mutual life company, the participating policyholders become the owners of the company and profits are returned to them as dividends – not siphoned off to pay stockholder dividends.¹ These annual dividends can help create a low, long-term net cost for the policyholder's insurance policy.

While dividends are not guaranteed, there are mutual companies that have paid dividends every year, even in the toughest economic times. We believe mutual companies are positioned to serve customers' interests by delivering high-quality life insurance with the greatest degree of financial strength possible.²

To learn more please reference:

- *How to Choose a Life Insurance Company, brochure, PUB4316*

Why should I do business with Guardian?

As a mutual life insurance company founded in 1860, Guardian continues a longstanding tradition of serving the best interests of its policyholders. Remember, Guardian's:

- History and experience as a mutual life insurance company
- Record of delivering cost-efficient policies that endure over time
- Selection of features, optional riders, and benefits
- Client satisfaction as measured in ongoing business relationships
- Knowledgeable representatives

To learn more please reference:

- *Guardian's Life Value Proposition, flier, PUB4425, or, Guardian's Household Name, brochure, PUB4519*

Why should I buy whole life?

1. **Guaranteed lifetime insurance protection:** Whole life insurance protects the human life value of families and businesses.
2. **A comprehensive portfolio asset:** Many today are considering life insurance as an asset class in their overall financial portfolios and using the cash value to supplement retirement or other goals.
3. **Guaranteed values:** The guarantees provided within the whole life policy are unique.
4. **Dividends:** Mutual life insurance companies, such as Guardian, share better than expected investment earnings and performance with participating policyholders through the mechanism of a non-guaranteed dividend.
5. **Tax advantages:** Significant tax benefits have been given to life insurance that are hard to find elsewhere.³

To learn more please reference:

- *What is Whole Life Insurance, flier, PUB3629, or, The Whole Story of Whole Life, brochure, PUB4085*



GUARDIAN®

¹ Dividends are not guaranteed. They are declared annually by Guardian's Board of Directors.

² Financial information concerning The Guardian Life Insurance Company of America as of 12/31/09 on a statutory basis: Admitted Assets = \$30.9 Billion; Liabilities = \$26.7 Billion (including \$23.5 Billion of Reserves); and Surplus = \$4.2 Billion.

³ Guardian, its subsidiaries, agents or employees do not give tax or legal advice. You should consult your tax or legal advisor regarding your individual situation.