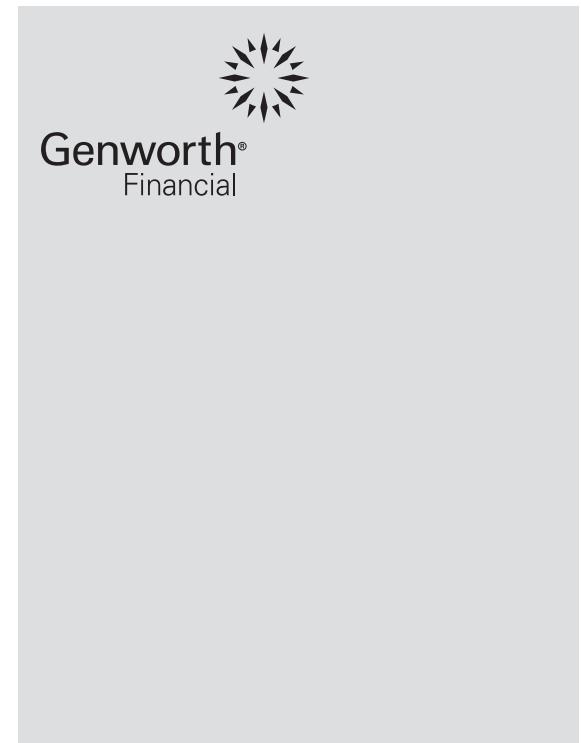


ATTAINED AGE	PLAN HI F		ALL ZIP CODES							
	PREFERRED				STANDARD					
	FEMALE		MALE		FEMALE		MALE			
	ANN.	BSP	ANN.	BSP	ANN.	BSP	ANN.	BSP		
65	750	62.50	864	72.00	834	69.50	959	79.92		
66	750	62.50	864	72.00	834	69.50	959	79.92		
67	750	62.50	864	72.00	834	69.50	959	79.92		
68	781	65.08	898	74.83	868	72.33	998	83.17		
69	812	67.67	934	77.83	903	75.25	1,037	86.42		
70	842	70.17	968	80.67	935	77.92	1,075	89.58		
71	871	72.58	1,003	83.58	967	80.58	1,113	92.75		
72	898	74.83	1,034	86.17	998	83.17	1,148	95.67		
73	922	76.83	1,060	88.33	1,026	85.50	1,179	98.25		
74	946	78.83	1,089	90.75	1,052	87.67	1,210	100.83		
75	967	80.58	1,113	92.75	1,075	89.58	1,237	103.08		
76	988	82.33	1,134	94.50	1,096	91.33	1,260	105.00		
77	1,004	83.67	1,153	96.08	1,116	93.00	1,283	106.92		
78	1,020	85.00	1,173	97.75	1,133	94.42	1,302	108.50		
79	1,034	86.17	1,189	99.08	1,148	95.67	1,320	110.00		
80	1,047	87.25	1,204	100.33	1,163	96.92	1,337	111.42		
81	1,060	88.33	1,220	101.67	1,178	98.17	1,355	112.92		
82	1,074	89.50	1,235	102.92	1,194	99.50	1,372	114.33		
83	1,087	90.58	1,249	104.08	1,208	100.67	1,388	115.67		
84	1,099	91.58	1,264	105.33	1,221	101.75	1,404	117.00		
85	1,112	92.67	1,278	106.50	1,235	102.92	1,419	118.25		
86	1,122	93.50	1,291	107.58	1,248	104.00	1,434	119.50		
87	1,134	94.50	1,304	108.67	1,259	104.92	1,448	120.67		
88	1,145	95.42	1,317	109.75	1,272	106.00	1,462	121.83		
89	1,153	96.08	1,328	110.67	1,283	106.92	1,475	122.92		
90	1,164	97.00	1,337	111.42	1,293	107.75	1,487	123.92		

ATTAINED AGE	PLAN N		ALL ZIP CODES							
	PREFERRED				STANDARD					
	FEMALE		MALE		FEMALE		MALE			
	ANN.	BSP	ANN.	BSP	ANN.	BSP	ANN.	BSP		
65	1,326	110.50	1,525	127.08	1,474	122.83	1,695	141.25		
66	1,326	110.50	1,525	127.08	1,474	122.83	1,695	141.25		
67	1,326	110.50	1,525	127.08	1,474	122.83	1,695	141.25		
68	1,382	115.17	1,589	132.42	1,536	128.00	1,766	147.17		
69	1,444	120.33	1,662	138.50	1,605	133.75	1,846	153.83		
70	1,502	125.17	1,727	143.92	1,670	139.17	1,921	160.08		
71	1,558	129.83	1,792	149.33	1,732	144.33	1,992	166.00		
72	1,613	134.42	1,856	154.67	1,792	149.33	2,062	171.83		
73	1,664	138.67	1,914	159.50	1,849	154.08	2,126	177.17		
74	1,711	142.58	1,969	164.08	1,903	158.58	2,188	182.33		
75	1,756	146.33	2,018	168.17	1,950	162.50	2,243	186.92		
76	1,796	149.67	2,064	172.00	1,994	166.17	2,295	191.25		
77	1,835	152.92	2,109	175.75	2,039	169.92	2,343	195.25		
78	1,870	155.83	2,152	179.33	2,078	173.17	2,390	199.17		
79	1,901	158.42	2,188	182.33	2,113	176.08	2,429	202.42		
80	1,934	161.17	2,223	185.25	2,148	179.00	2,470	205.83		
81	1,961	163.42	2,254	187.83	2,179	181.58	2,505	208.75		
82	1,987	165.58	2,284	190.33	2,208	184.00	2,539	211.58		
83	2,014	167.83	2,314	192.83	2,237	186.42	2,573	214.42		
84	2,039	169.92	2,343	195.25	2,264	188.67	2,605	217.08		
85	2,062	171.83	2,371	197.58	2,291	190.92	2,634	219.50		
86	2,084	173.67	2,397	199.75	2,316	193.00	2,663	221.92		
87	2,107	175.58	2,422	201.83	2,341	195.08	2,691	224.25		
88	2,129	177.42	2,448	204.00	2,363	196.92	2,720	226.67		
89	2,148	179.00	2,471	205.92	2,387	198.92	2,745	228.75		
90	2,168	180.67	2,491	207.58	2,408	200.67	2,769	230.75		

ATTAINED AGE	PLAN G		ALL ZIP CODES							
	PREFERRED				STANDARD					
	FEMALE		MALE		FEMALE		MALE			
	ANN.	BSP	ANN.	BSP	ANN.	BSP	ANN.	BSP		
65	1,671	139.25	1,921	160.08	1,856	154.67	2,133	177.75		
66	1,671	139.25	1,921	160.08	1,856	154.67	2,133	177.75		
67	1,671	139.25	1,921	160.08	1,856	154.67	2,133	177.75		
68	1,740	145.00	2,001	166.75	1,934	161.17	2,223	185.25		
69	1,818	151.50	2,092	174.33	2,021	168.42	2,324	193.67		
70	1,891	157.58	2,175	181.25	2,100	175.00	2,416	201.33		
71	1,962	163.50	2,256	188.00	2,180	181.67	2,508	209.00		
72	2,031	169.25	2,335	194.58	2,256	188.00	2,594	216.17		
73	2,095	174.58	2,409	200.75	2,328	194.00	2,676	223.00		
74	2,155	179.58	2,479	206.58	2,394	199.50	2,753	229.42		
75	2,209	184.08	2,542	211.83	2,455	204.58	2,823	235.25		
76	2,261	188.42	2,599	216.58	2,512	209.33	2,888	240.67		
77	2,309	192.42	2,655	221.25	2,566	213.83	2,950	245.83		
78	2,354	196.17	2,706	225.50	2,615	217.92	3,007	250.58		
79	2,394	199.50	2,753	229.42	2,660	221.67	3,059	254.92		
80	2,433	202.75	2,798	233.17	2,704	225.33	3,108	259.00		
81	2,468	205.67	2,839	236.58	2,743	228.58	3,154	262.83		
82	2,501	208.42	2,876	239.67	2,780	231.67	3,197	266.42		
83	2,533	211.08	2,914	242.83	2,815	234.58	3,238	269.83		
84	2,565	213.75	2,950	245.83	2,851	237.58	3,278	273.17		
85	2,596	216.33	2,984	248.67	2,884	240.33	3,317	276.42		
86	2,624	218.67	3,018	251.50	2,916	243.00	3,353	279.42		
87	2,652	221.00	3,050	254.17	2,947	245.58	3,389	282.42		
88	2,680	223.33	3,080	256.67	2,977	248.08	3,422	285.17		
89	2,704	225.33	3,110	259.17	3,005	250.42	3,456	288.00		
90	2,728	227.33	3,137	261.42	3,031	252.58	3,487	290.58		



# MEDICARE SUPPLEMENT RATES

## DELAWARE

Effective August 2011

Policy Form CLIMSP10A, CLIMSP10B, CLIMSP10F, CLIMSP10G, CLIMSP10HF, CLIMSP10N

Application Form CLIMS0468DE

Continental Life Insurance Company  
of Brentwood, Tennessee  
A Genworth Financial Company  
800 445.4254  
cont-life.com  
genworth.com

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Continental Life Insurance Company  
of Brentwood, Tennessee

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ATTAINED AGE	PLAN A		ALL ZIP CODES							
	PREFERRED				STANDARD					
	FEMALE		MALE		FEMALE		MALE			
	ANN.	BSP	ANN.	BSP	ANN.	BSP	ANN.	BSP		
65	1,303	108.58	1,500	125.00	1,448	120.67	1,665	138.75		
66	1,303	108.58	1,500	125.00	1,448	120.67	1,665	138.75		
67	1,303	108.58	1,500	125.00	1,448	120.67	1,665	138.75		
68	1,359	113.25	1,562	130.17	1,509	125.75	1,735	144.58		
69	1,418	118.17	1,632	136.00	1,577	131.42	1,812	151.00		
70	1,475	122.92	1,696	141.33	1,639	136.58	1,885	157.08		
71	1,533	127.75	1,763	146.92	1,702	141.83	1,957	163.08		
72	1,585	132.08	1,823	151.92	1,761	146.75	2,024	168.67		
73	1,634	136.17	1,880	156.67	1,816	151.33	2,090	174.17		
74	1,682	140.17	1,934	161.17	1,869	155.75	2,148	179.00		
75	1,725	143.75	1,984	165.33	1,915	159.58	2,203	183.58		
76	1,765	147.08	2,029	169.08	1,960	163.33	2,254	187.83		
77	1,802	150.17	2,070	172.50	2,003	166.92	2,302	191.83		
78	1,835	152.92	2,113	176.08	2,042	170.17	2,346	195.50		
79	1,869	155.75	2,148	179.00	2,077	173.08	2,387	198.92		
80	1,900	158.33	2,185	182.08	2,110	175.83	2,425	202.08		
81	1,926	160.50	2,215	184.58	2,140	178.33	2,460	205.00		
82	1,952	162.67	2,245	187.08	2,169	180.75	2,494	207.83		
83	1,978	164.83	2,274	189.50	2,198	183.17	2,528	210.67		
84	2,002	166.83	2,301	191.75	2,224	185.33	2,558	213.17		
85	2,024	168.67	2,329	194.08	2,249	187.42	2,589	215.75		
86	2,048	170.67	2,355	196.25	2,276	189.67	2,617	218.08		
87	2,069	172.42	2,379	198.25	2,300	191.67	2,643	220.25		
88	2,091	174.25	2,405	200.42	2,323	193.58	2,671	222.58		
89	2,110	175.83	2,425	202.08	2,345	195.42	2,697	224.75		
90	2,129	177.42	2,450	204.17	2,366	197.17	2,719	226.58		

ATTAINED AGE	PLAN F		ALL ZIP CODES							
	PREFERRED				STANDARD					
	FEMALE		MALE		FEMALE		MALE			
	ANN.	BSP	ANN.	BSP	ANN.	BSP	ANN.	BSP		
65	1,908	159.00	2,194	182.83	2,121	176.75	2,438	203.17		
66	1,908	159.00	2,194	182.83	2,121	176.75	2,438	203.17		
67	1,908	159.00	2,194	182.83	2,121	176.75	2,438	203.17		
68	1,987	165.58	2,284	190.33	2,207	183.92	2,539	211.58		
69	2,064	172.00	2,375	197.92	2,295	191.25	2,638	219.83		
70	2,140	178.33	2,462	205.17	2,378	198.17	2,735	227.92		
71	2,215	184.58	2,547	212.25	2,460	205.00	2,830	235.83		
72	2,284	190.33	2,628	219.00	2,537	211.42	2,919	243.25		
73	2,346	195.50	2,698	224.83	2,607	217.25	2,997	249.75		
74	2,406	200.50	2,768	230.67	2,674	222.83	3,074	256.17		
75	2,460	205.00	2,830	235.83	2,735	227.92	3,145	262.08		
76	2,509	209.08	2,884	240.33	2,785	232.08	3,204	267.00		
77	2,552	212.67	2,934	244.50	2,836	236.33	3,260	271.67		
78	2,591	215.92	2,981	248.42	2,878	239.83	3,310	275.83		
79	2,628	219.00	3,023	251.92	2,919	243.25	3,357	279.75		
80	2,660	221.67	3,060	255.00	2,956	246.33	3,399	283.25		
81	2,696	224.67	3,100	258.33	2,995	249.58	3,445	287.08		
82	2,730	227.50	3,140	261.67	3,033	252.75	3,488	290.67		
83	2,762	230.17	3,177	264.75	3,069	255.75	3,531	294.25		
84	2,795	232.92	3,213	267.75	3,105	258.75	3,571	297.58		
85	2,826	235.50	3,249	270.75	3,140	261.67	3,611	300.92		
86	2,854	237.83	3,282	273.50	3,172	264.33	3,648	304.00		
87	2,884	240.33	3,317	276.42	3,203	266.92	3,682	306.83		
88	2,910	242.50	3,347	278.92	3,233	269.42	3,717	309.75		
89	2,934	244.50	3,375	281.25	3,260	271.67	3,751	312.58		
90	2,960	246.67	3,402	283.50	3,287	273.92	3,781	315.08		

ATTAINED AGE	PLAN B		ALL ZIP CODES							
	PREFERRED				STANDARD					
	FEMALE		MALE		FEMALE		MALE			
	ANN.	BSP	ANN.	BSP	ANN.	BSP	ANN.	BSP		
65	1,643	136.92	1,888	157.33	1,826	152.17	2,098	174.83		
66	1,643	136.92	1,888	157.33	1,826	152.17	2,098	174.83		
67	1,643	136.92	1,888	157.33	1,826	152.17	2,098	174.83		
68	1,710	142.50	1,969	164.08	1,901	158.42	2,186	182.17		
69	1,788	149.00	2,056	171.33	1,986	165.50	2,284	190.33		
70	1,861	155.08	2,138	178.17	2,065	172.08	2,376	198.00		
71	1,930	160.83	2,220	185.00	2,145	178.75	2,466	205.50		
72	1,998	166.50	2,297	191.42	2,220	185.00	2,552	212.67		
73	2,061	171.75	2,369	197.42	2,289	190.75	2,632	219.33		
74	2,121	176.75	2,438	203.17	2,355	196.25	2,707	225.58		
75	2,174	181.17	2,498	208.17	2,415	201.25	2,776	231.33		
76	2,223	185.25	2,556	213.00	2,470	205.83	2,839	236.58		
77	2,269	189.08	2,611	217.58	2,522	210.17	2,903	241.92		
78	2,314	192.83	2,661	221.75	2,571	214.25	2,956	246.33		
79	2,355	196.25	2,707	225.58	2,617	218.08	3,010	250.83		
80	2,392	199.33	2,751	229.25	2,659	221.58	3,057	254.75		
81	2,425	202.08	2,791	232.58	2,697	224.75	3,102	258.50		
82	2,459	204.92	2,829	235.75	2,734	227.83	3,142	261.83		
83	2,491	207.58	2,867	238.92	2,768	230.67	3,183	265.25		
84	2,521	210.08	2,899	241.58	2,804	233.67	3,222	268.50		
85	2,552	212.67	2,934	244.50	2,836	236.33	3,260	271.67		
86	2,581	215.08	2,967	247.25	2,868	239.00	3,298	274.83		
87	2,608	217.33	2,999	249.92	2,897	241.42	3,332	277.67		
88	2,635	219.58	3,029	252.42	2,926	243.83	3,365	280.42		
89	2,659	221.58	3,059	254.92	2,953	246.08	3,397	283.08		
90	2,682	223.50	3,085	257.08	2,981	248.42	3,427	285.58		

## EFFECTIVE DATE

The effective date must be on or after the date of the application. If an existing Medicare Supplement policy is being replaced, the date must coordinate with the expiration date of the existing policy.

An application must be received in the Home Office within 10 working days from the date of application. Applications submitted on EFT and by fax result in faster service time.

## PAYMENT MODES

Semi-Annual .....	Annual x .52
Quarterly .....	Annual x .265
Monthly Bank Service Plan (BSP) .....	Annual x .0833

BSP Mode requires one month's premium, a blank voided check for the account to be drafted, and the completed Bank Authorization form signed exactly the same way as the applicant would sign a check.

## CALCULATING RATES

Use this rate guide to quote rates. When using the Outline of Coverage, multiply the appropriate base rate and the rating area factor; round the result to the nearest whole dollar. Then, multiply by the mode factor; round the result to the nearest cent. If there is no rating area factor, then multiply the rate and the mode factor; round the result to the nearest cent.

- All Plans: A one time only \$20 policy fee required at time of application
- Rates are Attained Age, male/female, preferred and standard
- Use age last birthday on effective date of coverage
- Tobacco users use standard rates
- Non-tobacco users use preferred rates
- OE and GI use preferred rates
- For rates under age 65 and over age 90, refer to Outline of Coverage
- 12-month rate guarantee

Refer to the Field Guide and Drug List for important underwriting information.

## Need Help?

Contact the Agent Services team at 800 445.4254, option 2, or go to [cont-life.com](http://cont-life.com) (agent side).