Term Insurance vs. Indexed Universal Life (no rollout)

For: Tom Robinson

Dealing With "Termites"

Presented By: [Licensed user's name appears here]

Preface

A decision to acquire additional life insurance can represent one of several significant phases in your overall financial planning.

An important part of this decision will involve your selection of the appropriate life insurance policy.

There are several important factors to consider which include:

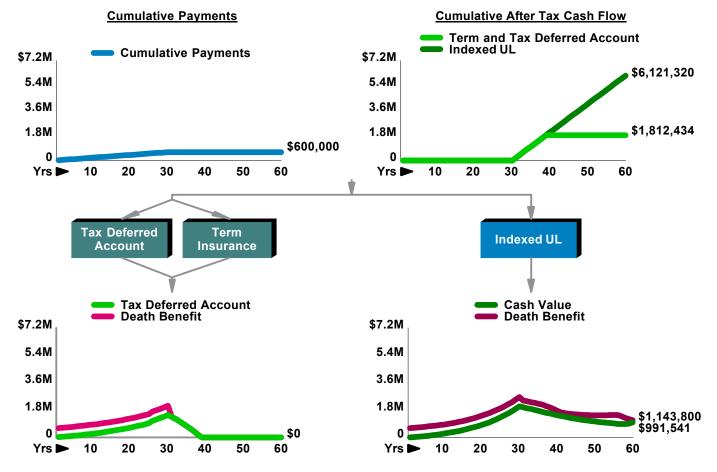
- 1. The time frame for the insurance need;
- 2. Your available cash flow;
- 3. Your alternative uses for the cash flow;
- 4. The income tax considerations.

An integrated analysis of these points creates useful information that helps guide your purchasing evaluation. The precision of the conclusions, however, is contingent upon the accuracy of the data utilized. You should be positive that all premises and conditions accurately reflect your goals and expectations.

The accompanying analysis contrasts a cash value policy to a term insurance alternative. Any difference in premiums between the two choices has been evaluated regarding time/use of money.

The study produces information which should form a basis from which you and your advisors can draw informed conclusions.

Based upon the results of the analysis, we recommend funding your life insurance requirement with the cash value policy illustrated rather than a term life insurance policy.



This graphic assumes the non-guaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable.

Presented By: [Licensed user's name appears here]

Payment Allocation

(2)

Alternative

Term

Policy

Premium

525

525

525

525

525

525

525

525

525

525

525

525

525

525

525

525

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525

525

525

525

525

525

525

525

525

525

15,750

(3)

Net to

Tax Deferred

Account

(1) - (2)

19,475

19,475

19,475

19,475

19.475

19,475

19,475

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19,475

584,250

(1)

Cost

of the

Proposed

Premium

20,000

20,000

20,000

20,000

20.000

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Comparison

Male

Age

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Year

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Tax Deferred	
Account	Income
Yield	Tax Rate
7.00%	35.00%

After Tax

Cash Flow

from the

0

0

0

1,380,773

1,483,951

600,000

600,000

1,980,773

2,083,951

Indexed UL Interest Rate 7.00%

Initial Death Benefit 601,839

600,000 9	Scheduled Tern	n Insurance A	long with				
	A Tax Deferre	ed Account*				Indexed UL	
(4)	(5)	(6)	(7)	(8)		(9)	(10)
	Year End						
fter Tax	After Tax	Scheduled	Combined	After T	ax		
ash Flow	Value of	Term	Death	Polic	/	Year End	
rom the	Tax Deferred	Death	Benefit	Loan		Cash	Death
Account	Account	Benefit	(5) + (6)	Procee		Value**	Benefit
Account	Account	Denent	(3) + (0)	FIOCEE	us	Value	Denent
0	20,225	600,000	620,225		0	4,897	620,042
Ő	41,252	600,000	641,252		ŏ	24,525	639,544
0	63,137	600,000	663,137		ŏ	45,538	660,425
0	85,942	600,000	685,942		ŏ	68,021	682,775
Ő	109,729	600,000	709,729		ŏ	92,096	706,706
Ő	134,567	600,000	734,567		ŏ	117,861	732,327
Ō	160,531	600,000	760,531		Ō	147,813	759,757
Ō	187,699	600,000	787,699		Ō	179,708	789,125
Ō	216,155	600,000	816,155		Ō	213,686	820,574
0	245,989	600,000	845,989		Ō	249,899	854,260
		,					
0	277,298	600,000	877,298		0	292,398	894,237
0	310,186	600,000	910,186		0	335,535	937,374
0	344,763	600,000	944,763		0	382,071	983,910
0	381,146	600,000	981,146		0	432,279	1,034,118
0	419,462	600,000	1,019,462		0	486,443	1,088,282
0	459,848	600,000	1,059,848		0	544,864	1,146,703
0	502,446	600,000	1,102,446		0	607,873	1,209,712
0	547,413	600,000	1,147,413		0	675,829	1,277,668
0	594,915	600,000	1,194,915		0	749,107	1,350,946
0	645,127	600,000	1,245,127		0	828,125	1,429,964
~	600 040	600.000	4 200 2 40		•	042 202	4 646 400
0	698,242	600,000 600,000	1,298,242		0	913,323	1,515,162
0 0	754,461 814,002	600,000 600,000	1,354,461 1,414,002		0 0	1,005,170 1,104,166	1,607,009
0	877,097	600,000	1,414,002		0	1,104,166	1,812,686
0	943,996	600,000	1,543,996		0	1,325,792	1,927,631
0	1,107,439	600,000	1,543,996		Ö	1,449,613	2,051,452
0	1,192,915	600,000	1,792,915		Ö	1,582,959	2,051,452
0	1,283,898	600,000	1,883,898		ŏ	1,726,563	2,328,402
0	1,200,030	000,000	1,000,000		Š	1,120,000	2,020,402

0

0

0

1,881,204

2,047,728

2,483,043

2,649,567

*See the report entitled "A Tax Deferred Account Details".

Note: Tax Deferred Account values do not reflect surrender charges or market rate adjustments, if any. Tax Deferred Account is assessed:

Tax on withdrawal(s) before age 591/2: 10.00%

Tax on withdrawals. Entries in Column (4) are after tax.

**This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a basic illustration from the issuing life insurance company.

	Term/Tax Deferred Account	Indexed UL
After Tax Payments	600,000	600,000
After Tax Cash Flow	0	0
Living Values	1,968,405	2,047,728
Death Benefit	2,083,951	2,649,567

Tax Deferred

Presented By: [Licensed user's name appears here]

Comparison

Year

			Account Yield 7.00%	Incom Tax Ra 35.00%	te Interest	Rate De	Initial ath Benefit 601,839			
	Pa	yment Alloca	tion	600,000 \$	Scheduled Tern A Tax Deferro		long with		Indexed UL	
	(1)	(2)	(3)	(4)	(5) Year End	(6)	(7)	(8)	(9)	(10)
	Cost	Alternative	Net to	After Tax	After Tax	Scheduled	Combined	After Tax		
	of the	Term	Tax Deferred	Cash Flow	Value of	Term	Death	Policy	Year End	
Male	Proposed	Policy	Account	from the	Tax Deferred	Death	Benefit	Loan	Cash	Death
	Premium	Premium	(1) - (2)	Account	Account	Benefit	(5) + (6)	Proceeds	Value**	Benefit
Age	Premium	Premium	(1) - (2)	Account	Account	Benefit	(5) + (6)	Proceeds	value	benefit
65	0	0	0	204,044	1,355,186	0	1,355,186	204,044	1,989,476	2,430,220
66	0	0	0	204,044	1,217,407	0	1,217,407	204,044	1,930,655	2,380,928
67	Ő	Ő	0	204,044	1,069,985	Ő	1,069,985	204,044	1,871,459	2,329,896
68	0 0	Ő	Ő	204,044	912,242	Ő	912,242	204,044	1,812,020	2,277,046
69	0	Ō	Ō	204,044	743,458	0	743,458	204,044	1,752,417	2,222,219
70	0	0	0	204,044	563,957	0	563,957	204,044	1,692,936	2,165,469
71	0	0	0	204,044	376,289	0	376,289	204,044	1,634,233	2,073,455
72	0	0	0	204,044	180,082	0	180,082	204,044	1,576,710	1,975,193
73	0	0	0	180,082	0	0	0	204,044	1,520,781	1,870,268
74	0	0	0	0	0	0	0	204,044	1,466,925	1,758,243
75	•	•	•	•	•	•	•	204.044	4 445 455	4 620 400
75 76	0 0	0 0	0 0	0 0	0 0	0	0 0	204,044 204,044	1,415,155 1,364,944	1,638,100
76	0	0	0	0	0	0	0	204,044 204,044	1,364,944	1,603,700 1,572,156
78	0	0	0	0	0	0	0	204,044	1,270,395	1,543,861
79	0	0	0	0	0	ů 0	0	204,044	1,226,690	1,519,181
80	Ő	ŏ	ů 0	ŏ	Ő	Ő	ů 0	204,044	1,185,670	1,498,379
81	0	0	0	Ū	0 0	0	0	204,044	1,147,483	1,481,667
82	0 0	0	0	Ū	0 0	Ő	0	204,044	1,112,304	1,469,282
83	0	0	0	0	0	0	0	204,044	1,080,250	1,461,406
84	0	0	0	0	0	0	0	204,044	1,051,010	1,457,773
85	0	0	0	0	0	0	0	204,044	1,023,732	1,457,554
86	0	0	0	0	0	0	0	204,044	998,285	1,460,679
87	0	0	0	0	0	0	0	204,044	973,881	1,466,391
88	0	0	0	0	0	0	0	204,044	949,385	1,473,573
89	0	0	0	0	0	0	0	204,044	923,643	1,481,093
90	0	0	0	0	0	0	0	204,044	895,264	1,487,570
91 92	0	0	0 0	0 0	0 0	0	0 0	204,044	880,451	1,384,175
92 93	0	0	0	0	0	0	0	204,044 204,044	885,447 918,788	1,287,386 1,204,211
93 94	0	0	0	0	0	0	0	204,044 204,044	918,788	1,143,800
54					0	U	Ū			1,1-5,000
	600,000	15,750	584,250	1,812,434				6,121,320		

*See the report entitled "A Tax Deferred Account Details".

Note: Tax Deferred Account values do not reflect surrender charges or market rate adjustments, if any. Tax Deferred Account is assessed:

Tax on withdrawal(s) before age 591/2: 10.00%

Tax on withdrawals. Entries in Column (4) are after tax.

**This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a basic illustration from the issuing life insurance company.

	Term/Tax Deferred Account	Indexed UL
After Tax Payments	600,000	600,000
After Tax Cash Flow	1,812,434	6,121,320
Living Values	0	991,541
Death Benefit	0	1,143,800

Tax Deferred Account Details

Tax Deferred	
Account	
Yield	
7.00%	

Income Tax Rate 35.00%

		Tax Deferred Account							
		(1)	(2)	(3)	(4)	(5)	(6)	(7)	
		Cost	Alternative	Net to	After Tax				
		of the	Term	Tax Deferred	Cash Flow	Gross			
		Proposed	Policy	Account	from the	Yield	Ending	After Tax	
Year	Age	Premium	Premium	(1) - (2)	Account	7.00%	Balance	Values	
		Fremium	Freimann	(1) - (2)	Account	7.0078	Dalance	values	
1	35	20,000	525	19,475	0	1,363	20,838	20,225	
2	36	20,000	525	19,475	0	2,822	43,135	41,252	
3	37	20,000	525	19,475	0	4,383	66,993	63,137	
4	38	20,000	525	19,475	0	6,053	92,521	85,942	
5	39	20,000	525	19,475	0	7,840	119,836	109,729	
6	40	20,000	525	19,475	0	9,752	149,063	134,567	
7	41	20,000	525	19,475	0	11,798	180,336	160,531	
8	42	20,000	525	19,475	0	13,987	213,798	187,699	
9	43	20,000	525	19,475	0	16,329	249,602	216,155	
10	44	20,000	525	19,475	0	18,835	287,912	245,989	
11	45	20,000	525	19,475	0	21,517	328,904	277,298	
12	46	20,000	525	19,475	0	24,387	372,766	310,186	
13	47	20,000	525	19,475	0	27,457	419,698	344,763	
14	48	20,000	525	19,475	0	30,742	469,915	381,146	
15	49	20,000	525	19,475	0	34,257	523,647	419,462	
16	50	20,000	525	19,475	0	38,019	581,141	459,848	
17	51	20,000	525	19,475	0	42,043	642,659	502,446	
18	52	20,000	525	19,475	0	46,349	708,483	547,413	
19	53	20,000	525	19,475	0	50,957	778,915	594,915	
20	54	20,000	525	19,475	0	55,887	854,277	645,127	
21	55	20,000	525	19,475	0	61,163	934,915	698,242	
22	56	20,000	525	19,475	0	66,807	1,021,197	754,461	
23	57	20,000	525	19,475	0	72,847	1,113,519	814,002	
24	58	20,000	525	19,475	0	79,310	1,212,304	877,097	
25	59	20,000	525	19,475	0	86,225	1,318,004	943,996	
26	60	20,000	525	19,475	0	93,624	1,431,103	1,107,439	
27	61	20,000	525	19,475	0	101,540	1,552,118	1,192,915	
28	62	20,000	525	19,475	0	110,012	1,681,605	1,283,898	
29	63	20,000	525	19,475	0	119,076	1,820,156	1,380,773	
30	64	20,000	525	19,475	0	128,774	1,968,405	1,483,951	
		600,000	15,750	584,250	0				

Note: Tax Deferred Account values do not reflect surrender charges or market rate adjustments, if any.

Tax Deferred Account is assessed:

Tax on withdrawals. Entries in Column (4) are after tax.

Withdrawals are taxable until gain is exhausted. Due to this, any withdrawals reflected in Columns (3) and (4) have been grossed up so the after tax net is equal to the amount shown.

Tax Deferred Account values are not guaranteed and may be higher or lower than illustrated.

30 Year Summary

Tax Deferred Account
600,000
0
1,968,405
1,483,951

Tax Deferred Account

Income

Tax Deferred Account Details

				Yield 7.00%	Tax Rate 35.00%					
		Tax Deferred Account								
		(1) Cost	(2) Alternative	(3) Net to	(4) After Tax	(5)	(6)	(7)		
		of the	Term	Tax Deferred	Cash Flow	Gross				
		Proposed	Policy	Account	from the	Yield	Ending	After Tax		
Year	Age	Premium	Premium	(1) - (2)	Account	7.00%	Balance	Values		
31	65	0	0	0	204,044	115,814	1,770,305	1,355,186		
32	66	Ō	0	Ō	204,044	101,947	1,558,338	1,217,407		
33	67	0	0	0	204,044	87,110	1,331,534	1,069,985		
34	68	0	0	0	204,044	71,233	1,088,853	912,242		
35	69	0	0	0	204,044	54,246	829,185	743,458		
36	70	0	0	0	204,044	37,759	577,173	563,957		
37	71	0	0	0	204,044	25,194	385,107	376,289		
38	72	0	0	0	204,044	12,057	184,302	180,082		
39	73	0	0	0	180,082	0	0	0		
40	74	0	0	0	0	0	0	0		
41	75	0	0	0	0	0	0	0		
42	76	0	0	0	0	0	0	0		
43	77	0	0	0	0	0	0	0		
44	78	0	0	0	0	0	0	0		
45	79	0	0	0	0	0	0	0		
46 47	80 81	0 0	0 0	0	0 0	0 0	0 0	0 0		
47 48	82	0	0	0	0	0	0	0		
49	83	0	0	0	0	0	0	ů 0		
50	84	0	0	0	0	0	0	0		
51	85	0	0	0	0	0	0	0		
52	86	0	0	0	0	0	0	0		
53	87	0	0	0	0	0	0	0		
54	88	0	0	0	0	0	0	0		
55	89	0	0	0	0	0	0	0		
56	90	0	0	0	0	0	0	0		
57	91	0	0	0	0	0	0	0		
58	92	0	0	0	0	0	0	0		
59	93	0	0	0	0	0	0	0		
60	94	0	0	0	0	0	0	0		
		600,000	15,750	584,250	1,812,434					

Note: Tax Deferred Account values do not reflect surrender charges or market rate adjustments, if any.

Tax Deferred Account is assessed:

Tax on withdrawals. Entries in Column (4) are after tax.

Withdrawals are taxable until gain is exhausted. Due to this, any withdrawals reflected in Columns (3) and (4) have been grossed up so the after tax net is equal to the amount shown.

Tax Deferred Account values are not guaranteed and may be higher or lower than illustrated.

60 Year Summary

	Tax Deferred Account
After Tax Payments	600,000
After Tax Cash Flow	1,812,434
Living Values	0
Death Benefit	0

Tax Deferred Account Cash Flow Analysis

Tax Deferred	
Account	
Yield	
7.00%	

Income Tax Rate 35.00%

						Tax Deferr	ed Account				
		(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10) After Tax
		Beginning	Annual	Beginning	Beginning	Gain	Taxable		Tax Free		Withdrawals
		of Year	Deposit	of Year	of Year	in	Portion of	After Tax	Portion of		from the
		Value of	to the	Cost	Before Tax	Contract	Withdrawal	Value of	Withdrawal	Ending	Account
Year	Age	Account	Account	Basis	Withdrawal	Withdrawn	Column (5)	Column (6)	(4) - (5)	Balance	(7) + (8)
]		. <u> </u>				
1	35	0	19,475	19,475	0	0	0	0	0	20,838	0
2	36	20,838	19,475	38,950	0	0	0	0	0	43,135	0
3	37	43,135	19,475	58,425	0	0	0	0	0	66,993	0
4	38	66,993	19,475	77,900	0	0	0	0	0	92,521	0
5	39	92,521	19,475	97,375	0	0	0	0	0	119,836	0
6	40	119,836	19,475	116,850	0	0	0	0	0	149,063	0
7	41	149,063	19,475	136,325	0	0	0	0	0	180,336	0
8	42	180,336	19,475	155,800	0	0	0	0	0	213,798	0
9	43	213,798	19,475	175,275	0	0	0	0	0	249,602	0
10	44	249,602	19,475	194,750	0	0	0	0	0	287,912	0
11	45	287,912	19,475	214,225	0	0	0	0	0	328,904	0
12	46	328,904	19,475	233,700	0	0	0	0	0	372,766	0
13	47	372,766	19,475	253,175	0	0	0	0	0	419,698	0
14	48	419,698	19,475	272,650	0	0	0	0	0	469,915	0
15	49	469,915	19,475	292,125	0	0	0	0	0	523,647	0
16	50	523,647	19,475	311,600	0	0	0	0	0	581,141	0
17	51	581,141	19,475	331,075	0	0	0	0	0	642,659	0
18	52	642,659	19,475	350,550	0	0	0	0	0	708,483	0
19	53	708,483	19,475	370,025	0	0	0	0	0	778,915	0
20	54	778,915	19,475	389,500	0	0	0	0	0	854,277	0
21	55	854,277	19,475	408,975	0	0	0	0	0	934,915	0
22	56	934,915	19,475	428,450	0	0	0	0	0	1,021,197	0
23	57	1,021,197	19,475	447,925	0	0	0	0	0	1,113,519	0
24	58	1,113,519	19,475	467,400	0	0	0	0	0	1,212,304	0
25	59	1,212,304	19,475	486,875	0	0	0	0	0	1,318,004	0
26	60	1,318,004	19,475	506,350	0	0	0	0	0	1,431,103	0
27	61	1,431,103	19,475	525,825	0	0	0	0	0	1,552,118	0
28	62	1,552,118	19,475	545,300	0	0	0	0	0	1,681,605	0
29	63	1,681,605	19,475	564,775	0	0	0	0 0	0	1,820,156	0
30	64	1,820,156	19,475	584,250	0	0	0	0	0	1,968,405	0
			584,250		0		0	0	0		0

Tax Deferred Account Cash Flow Analysis

					Tax Dei Acco Yiel 7.00	unt Ind Id Tax	come (Rate .00%				
						Tax Deferr	ed Account				
		(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10) After Tax
		Beginning	Annual	Beginning	Beginning	Gain	Taxable		Tax Free		Withdrawals
		of Year	Deposit	of Year	of Year	in	Portion of	After Tax	Portion of		from the
		Value of	to the	Cost	Before Tax	Contract	Withdrawal	Value of	Withdrawal	Ending	Account
Year	Age	Account	Account	Basis	Withdrawal	Withdrawn	Column (5)	Column (6)	(4) - (5)	Balance	(7) + (8)
31	65	1,968,405	0	584,250	313,914	313,914	313,914	204,044	0	1,770,305	204,044
32	66	1,770,305	0	584,250	313,914	313,914	313,914	204,044	0	1,558,338	204,044
33	67	1,558,338	0	584,250	313,914	313,914	313,914	204,044	0	1,331,534	204,044
34	68	1,331,534	0	584,250	313,914	313,914	313,914	204,044	0	1,088,853	204,044
35	69	1,088,853	0	584,250	313,914	313,914	313,914	204,044	0	829,185	204,044
36 37	70 71	829,185 577,173	0 0	584,250 539,414	289,771 217,260	244,935 37,759	244,935 37,759	159,208 24,544	44,836 179,500	577,173 385,107	204,044 204,044
38	72	385,107	0	359,913	217,260	25,194	25,194	24,544 16,376	187,668	184,302	204,044 204,044
39	73	184,302	0	172,245	184,302	12,057	12,057	7,837	172,245	104,302	180,082
40	74	0	0	0	0	0	0	0	0	0	0
41	75	0	0	0	0	0	0	0	0	0	0
42	76	0	0	0	0	0	0	0	0	0	0
43	77	0	0	0	0	0	0	0	0	0	0
44	78	0	0	0	0	0	0	0	0	0	0
45	79	0	0	0	0	0	0	0	0	0	0
46	80	0	0	0	0	0	0	0	0	0	0
47	81	0 0	0 0	0	0 0	0	0	0	0	0	0 0
48 49	82 83	0	0	0	0	0	0	0	0	0	0
49 50	83 84	0	0	0	0	0	0	0	0	0	0
51	85	0	0	0	0	0	0	0	0	0	0
52	86	0	0	0	0	0	0	0	0	0	0
53	87	0	0	0	0	0	0	0	0	0	0
54	88	0	0	0	0	0	0	0	0	0	0
55	89	0	0	0	0	0	0	0	0	0	0
56	90	0	0	0	0	0	0	0	0	0	0 0
57 58	91 92	0	0 0	0	0 0	0	0 0	0	0 0	0	0
58 59	92 93	0	0	0	0	0	0	0	0	0	0
59 60	93 94	0	0	0	0	0	0	0	0	0	0
			584,250		2,473,765		1,889,515	1,228,185	584,249		1,812,434

Presented By: [Licensed user's name appears here]

Insured: Tom Robinson

Matching Values at Age 94 (Year 60)

Income	Indexed UL	Initial
Tax Rate	Interest Rate	Death Benefit
35.00%	7.00%	601,839
	Tax Rate	Tax Rate Interest Rate

Gross Interest Rate Required on A Tax Deferred Account to Match Indexed Universal Life Policy Values over 60 Years After Applying the Term Payment Illustrated

		Gross
		Interest Rate
		Required
To Match Cash Value of	\$991,541	9.79%
To match Death Benefit of	\$1,143,800	9.81%



Income Tax Considerations

- 1. Tax Deferred Account: Interest is tax deferred.
- 2. Indexed Universal Life:
 - a. Death Benefit including available cash value component is income tax free.
 - b. Loans are income tax free as long as the policy is kept in force.
 - c. Withdrawals and other non-loan policy cash flow up to cost basis (not in violation of IRC Section 7702) are income tax free as a return of premium.
 - d. Cash values shown assume most favorable combination of b and/or c.

This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a basic illustration from the issuing life insurance company.

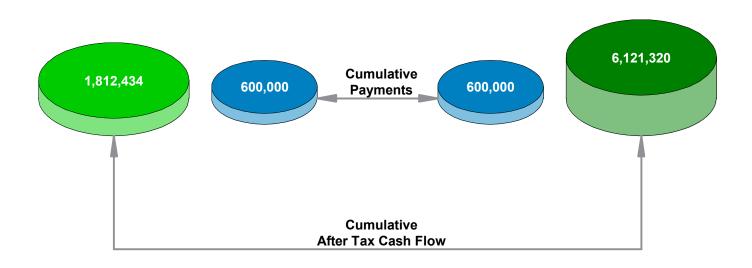
Presented By: [Licensed user's name appears here]

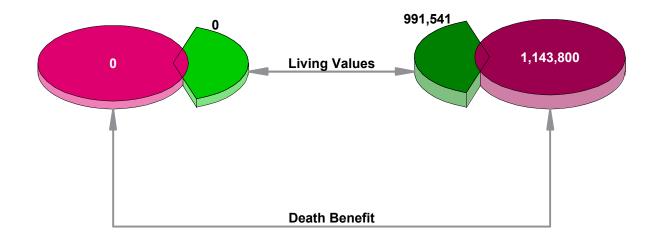
Insured: Tom Robinson

A Look at Year 60

Term Insurance and Tax Deferred Account

Indexed Universal Life

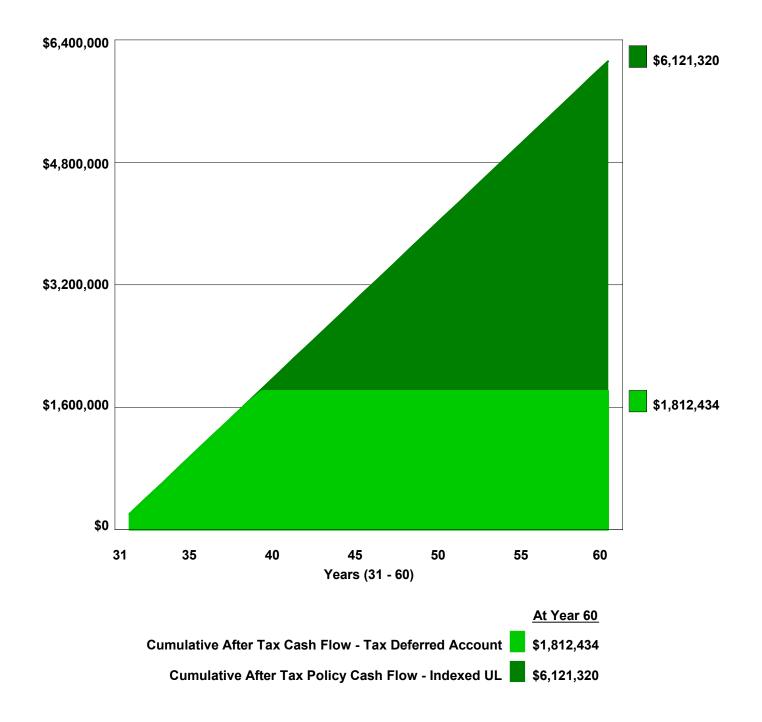




Presented By: [Licensed user's name appears here]

Insured: Tom Robinson

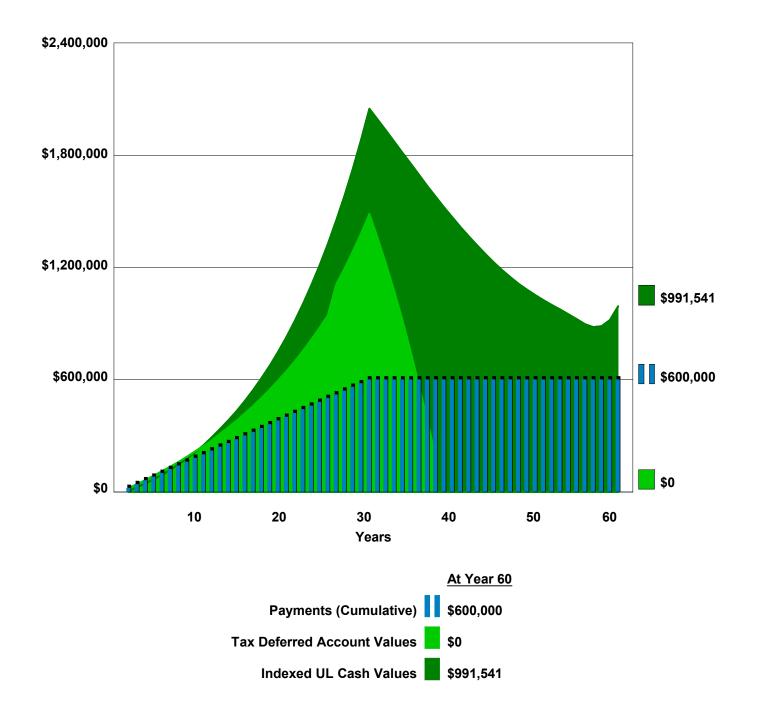
Cash Flow Comparison of Years 31 - 60



Presented By: [Licensed user's name appears here]

Insured: Tom Robinson

60 Year Analysis



Presented By: [Licensed user's name appears here]

Insured: Tom Robinson

60 Year Analysis

