## Term Insurance vs. Indexed Universal Life (no rollout)

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Presented By:
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## 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.

Comparison

*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 59½: 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.

Comparison

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## Term Insurance and A Tax Deferred Account vs. Indexed Universal Life

## Tax Deferred Account Details



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

## 30 Year Summary

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.

## Term Insurance and A Tax Deferred Account vs. Indexed Universal Life

## Tax Deferred Account Details

| Year |  | Tax Deferred Account Yield 7.00\% |  |  | Income Tax Rate 35.00\% |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Tax Deferred Account |  |  |  |  |  |  |
|  | Age | (1) <br> Cost of the Proposed Premium | (2) <br> Alternative Term Policy Premium | (3) Net to Tax Deferred Account (1) - (2) | (4) <br> After Tax Cash Flow from the Account | (5) Gross Yield $7.00 \%$ | (6) <br> Ending <br> Balance | (7) <br> After Tax Values |
| 31 | 65 | 0 | 0 | 0 | 204,044 | 115,814 | 1,770,305 | 1,355,186 |
| 32 | 66 | 0 | 0 | 0 | 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 | 80 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 47 | 81 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 48 | 82 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 49 | 83 | 0 | 0 | 0 | 0 | 0 | 0 | 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 |  |  |  |

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

60 Year Summary

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

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.

## Term Insurance and A Tax Deferred Account vs. Indexed Universal Life

## Tax Deferred Account Cash Flow Analysis

Tax Deferred

| Account | Income |
| :---: | :---: |
| Yield | Tax Rate |
| $7.00 \%$ | $35.00 \%$ |


| Tax Deferred Account |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (1) <br> Beginning of Year Value of Account | Annual Deposit to the Account | (3) <br> Beginning of Year Cost Basis | (4) <br> Beginning <br> of Year <br> Before Tax <br> Withdrawal | (5) <br> Gain <br> in <br> Contract <br> Withdrawn | (6) <br> Taxable Portion of Withdrawal Column (5) | (7) <br> After Tax Value of Column (6) | (8) <br> Tax Free Portion of Withdrawal (4) - (5) | (9) <br> Ending Balance | (10) <br> After Tax Withdrawals from the Account (7) + (8) |
| 0 | 19,475 | 19,475 | 0 | 0 | 0 | 0 | 0 | 20,838 | 0 |
| 20,838 | 19,475 | 38,950 | 0 | 0 | 0 | 0 | 0 | 43,135 | 0 |
| 43,135 | 19,475 | 58,425 | 0 | 0 | 0 | 0 | 0 | 66,993 | 0 |
| 66,993 | 19,475 | 77,900 | 0 | 0 | 0 | 0 | 0 | 92,521 | 0 |
| 92,521 | 19,475 | 97,375 | 0 | 0 | 0 | 0 | 0 | 119,836 | 0 |
| 119,836 | 19,475 | 116,850 | 0 | 0 | 0 | 0 | 0 | 149,063 | 0 |
| 149,063 | 19,475 | 136,325 | 0 | 0 | 0 | 0 | 0 | 180,336 | 0 |
| 180,336 | 19,475 | 155,800 | 0 | 0 | 0 | 0 | 0 | 213,798 | 0 |
| 213,798 | 19,475 | 175,275 | 0 | 0 | 0 | 0 | 0 | 249,602 | 0 |
| 249,602 | 19,475 | 194,750 | 0 | 0 | 0 | 0 | 0 | 287,912 | 0 |
| 287,912 | 19,475 | 214,225 | 0 | 0 | 0 | 0 | 0 | 328,904 | 0 |
| 328,904 | 19,475 | 233,700 | 0 | 0 | 0 | 0 | 0 | 372,766 | 0 |
| 372,766 | 19,475 | 253,175 | 0 | 0 | 0 | 0 | 0 | 419,698 | 0 |
| 419,698 | 19,475 | 272,650 | 0 | 0 | 0 | 0 | 0 | 469,915 | 0 |
| 469,915 | 19,475 | 292,125 | 0 | 0 | 0 | 0 | 0 | 523,647 | 0 |
| 523,647 | 19,475 | 311,600 | 0 | 0 | 0 | 0 | 0 | 581,141 | 0 |
| 581,141 | 19,475 | 331,075 | 0 | 0 | 0 | 0 | 0 | 642,659 | 0 |
| 642,659 | 19,475 | 350,550 | 0 | 0 | 0 | 0 | 0 | 708,483 | 0 |
| 708,483 | 19,475 | 370,025 | 0 | 0 | 0 | 0 | 0 | 778,915 | 0 |
| 778,915 | 19,475 | 389,500 | 0 | 0 | 0 | 0 | 0 | 854,277 | 0 |
| 854,277 | 19,475 | 408,975 | 0 | 0 | 0 | 0 | 0 | 934,915 | 0 |
| 934,915 | 19,475 | 428,450 | 0 | 0 | 0 | 0 | 0 | 1,021,197 | 0 |
| 1,021,197 | 19,475 | 447,925 | 0 | 0 | 0 | 0 | 0 | 1,113,519 | 0 |
| 1,113,519 | 19,475 | 467,400 | 0 | 0 | 0 | 0 | 0 | 1,212,304 | 0 |
| 1,212,304 | 19,475 | 486,875 | 0 | 0 | 0 | 0 | 0 | 1,318,004 | 0 |
| 1,318,004 | 19,475 | 506,350 | 0 | 0 | 0 | 0 | 0 | 1,431,103 | 0 |
| 1,431,103 | 19,475 | 525,825 | 0 | 0 | 0 | 0 | 0 | 1,552,118 | 0 |
| 1,552,118 | 19,475 | 545,300 | 0 | 0 | 0 | 0 | 0 | 1,681,605 | 0 |
| 1,681,605 | 19,475 | 564,775 | 0 | 0 | 0 | 0 | 0 | 1,820,156 | 0 |
| 1,820,156 | 19,475 | 584,250 | 0 | 0 | 0 | 0 | 0 | 1,968,405 | 0 |
|  | 584,250 |  | 0 |  | 0 | 0 | 0 |  | 0 |

## Term Insurance and A Tax Deferred Account vs. Indexed Universal Life

## Tax Deferred Account Cash Flow Analysis

Tax Deferred

| Account | Income |
| :---: | :---: |
| Yield | Tax Rate |
| $7.00 \%$ | $35.00 \%$ |


| Tax Deferred Account |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (1) <br> Beginning of Year Value of Account | (2) <br> Annual <br> Deposit to the Account | (3) <br> Beginning of Year Cost Basis | (4) <br> Beginning of Year Before Tax Withdrawal | (5) Gain in Contract Withdrawn | (6) <br> Taxable Portion of Withdrawal Column (5) | (7) <br> After Tax Value of Column (6) | (8) <br> Tax Free Portion of Withdrawal <br> (4) - (5) | (9) <br> Ending Balance | (10) <br> After Tax Withdrawals from the Account (7) + (8) |
| 1,968,405 | 0 | 584,250 | 313,914 | 313,914 | 313,914 | 204,044 | 0 | 1,770,305 | 204,044 |
| 1,770,305 | 0 | 584,250 | 313,914 | 313,914 | 313,914 | 204,044 | 0 | 1,558,338 | 204,044 |
| 1,558,338 | 0 | 584,250 | 313,914 | 313,914 | 313,914 | 204,044 | 0 | 1,331,534 | 204,044 |
| 1,331,534 | 0 | 584,250 | 313,914 | 313,914 | 313,914 | 204,044 | 0 | 1,088,853 | 204,044 |
| 1,088,853 | 0 | 584,250 | 313,914 | 313,914 | 313,914 | 204,044 | 0 | 829,185 | 204,044 |
| 829,185 | 0 | 584,250 | 289,771 | 244,935 | 244,935 | 159,208 | 44,836 | 577,173 | 204,044 |
| 577,173 | 0 | 539,414 | 217,260 | 37,759 | 37,759 | 24,544 | 179,500 | 385,107 | 204,044 |
| 385,107 | 0 | 359,913 | 212,862 | 25,194 | 25,194 | 16,376 | 187,668 | 184,302 | 204,044 |
| 184,302 | 0 | 172,245 | 184,302 | 12,057 | 12,057 | 7,837 | 172,245 | 0 | 180,082 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 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 |

## Term Insurance and A Tax Deferred Account vs. Indexed Universal Life

## Matching Values at Age 94 (Year 60)



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.

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## Term Insurance and A Tax Deferred Account vs. Indexed Universal Life

A Look at Year 60

Term Insurance and Tax Deferred Account

## Indexed Universal Life



## Term Insurance and A Tax Deferred Account vs. Indexed Universal Life

Cash Flow Comparison of Years 31-60


## Term Insurance and A Tax Deferred Account vs. Indexed Universal Life

60 Year Analysis


|  | At Year 60 |
| ---: | :--- |
| Payments (Cumulative) | $\$ 600,000$ |
| Tax Deferred Account Values | $\$ 0$ |
| Indexed UL Cash Values | $\$ 991,541$ |

## Term Insurance and A Tax Deferred Account vs. Indexed Universal Life

60 Year Analysis



