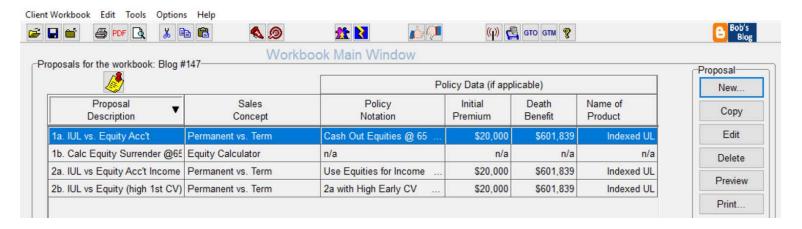


Below is a view of the Workbook Main Window for Blog #147 from the InsMark Illustration System along with a more complete description of each illustration.



Proposal Description 1a: IUL vs. Equity Account – Equity Account Surrendered at Age 65 (Permanent vs. Term module - available on the Personal Insurance tab)

Proposal Description 1b: Equity Account Calculator Used to Calculate IUL Loan in Proposal Description 1a (Permanent vs. Term module - available on the Personal Insurance tab)

Proposal Description 2: IUL vs. Equity Account – Equity Account Retained for Income (Permanent vs. Term module - available on the Personal Insurance tab)

Proposal Description 2b: IUL vs. Equity Account – High Early Cash Value for the IUL (Permanent vs. Term module - available on the Personal Insurance tab)

Note: Some InsMark-linked companies may have blocked some/all of the calculators on the InsCalc tab in the InsMark Illustration System. If so, contact Julie Nayeri at InsMark (<u>julien@insmark.com</u>) or 888-InsMark (467-6275) to purchase an upgrade that includes the InsCalc calculators.