



Below is a view of the Workbook Main Window from the Loan-Based Private Split Dollar (“LB-PSD”) digital Workbook used for Blog #159 along with a brief description of it.

Proposal Description	Sales Concept	Policy Notation	Initial Premium	Death Benefit	Name of Product
Proposal 1	Loan-Based Pvt Split Dollar	Blog #159 LB-PSD ...	\$360,000	\$10,000,000	Indexed Survivo...

**Workbook file name: Blog #159 (LB-PSD).!LS** This file can be imported into the Loan-Based Split Dollar System to see exactly how data was entered in the prompts to create the LB-PSD illustration in Blog #159 . InsMark has a handful of InsMark Illustration Systems that can also illustrate LB-PSD. Those Systems can also import this file.

**Proposal 1:** This is an LB-PSD illustration of trust-owned 5-pay indexed survivor universal life funded with loans from the trust grantor. The loans are illustrated extending to just past the two insureds’ joint life expectancy, so a long-term applicable federal rate of 2.82% was used to establish the loan interest rate. Gifts are made to the trust to provide it with the cash flow to pay the loan interest. Values of the split dollar arrangement were exported to InsMark Source Data Storage and subsequently imported into Wealthy and Wise. This procedure is explained in detail in Blog #159.

**See Page 2 for details of the Wealthy and Wise digital Workbook associated with Blog #159.**

Below is a view of the Workbook Main Window from the Wealthy and Wise® digital Workbook used for Blog #159 along with a brief description of its components.

Client Workbook Edit Tools Options Help

For the columns below, display values for client age: 94

Scenario Storage Name	Scenario Title	Net Worth	Taxable Estate	Wealth To Charity	Wealth To Heirs	Liquid Assets
1. Current Plan	Current Plan	\$24,767,659	\$24,767,659	\$0	\$21,124,834	\$19,915,233
2. Add LB-PSD	Add Loan-Based Private Split Do	\$16,892,907	\$6,652,426	\$10,240,481	\$26,429,430	\$10,240,481
3. Include Family Net Worth	Evaluate Family Net Worth incl. I	\$29,052,776	\$6,652,426	\$10,240,481	\$26,429,430	\$10,240,481

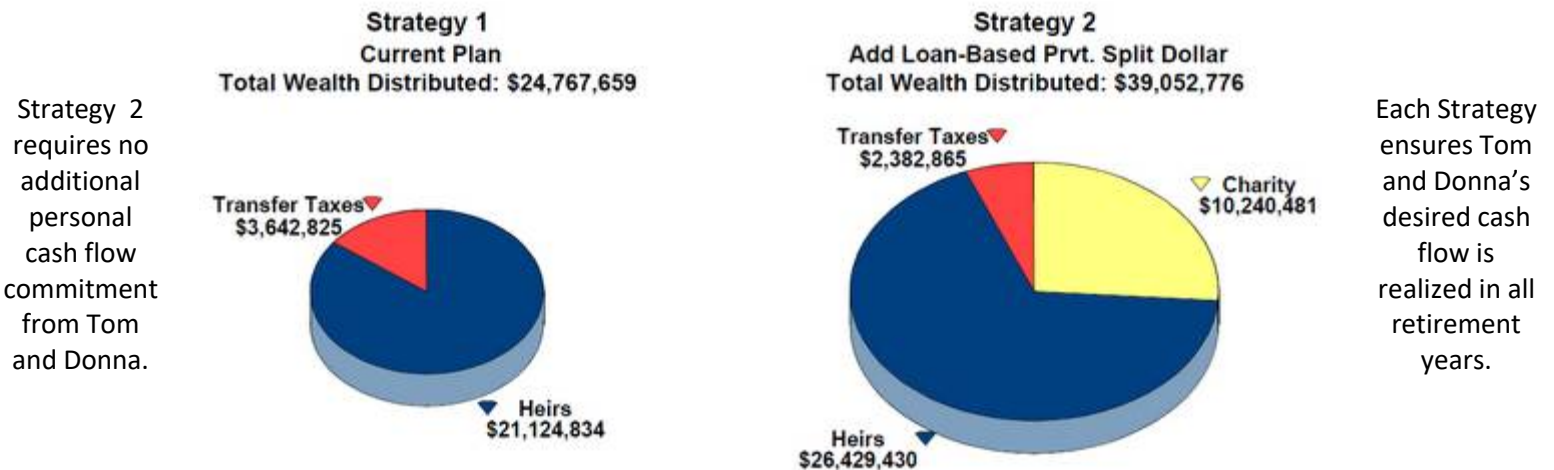
  

Comparison Storage Name	Comparison Title	Scenario #1 Description	Scenario #2 Description	Scenario #3 Description
Compare Options #1	Strategy 1 vs. Strategy 2	1. Current Plan	2. Add LB-PSD	
Compare Options #2	Strategy 1 vs Strategy 3	1. Current Plan	3. Include Family Net Worth	
Compare Options #3	Strategy 1 vs. Strategy 2 vs. Stri	1. Current Plan	2. Add LB-PSD	3. Include Family Net Worth

**Workbook file name: Blog #159.IWW**

**Scenario 1:** This Workbook reflects the current assets and benefits of Tom and Donna Anthony, age 55 and 50. It is designed to determine if their desired level of cash flow can be met at their retirement in ten years.

**Scenario 2:** This includes imported values from the LB-PSD illustration described on Page 1 plus scheduling a \$10 million bequest for a Charitable Foundation at Tom and Donna’s death to fund breast cancer research in memory of Donna’s mother. Below is a Wealthy and Wise graphic at Tom and Donna’s age 95/90 comparing Strategy 1, their current plan, with the results of Strategy 2, details of which are covered in Blog #159.



**Scenario 3:** This adds cash values of the trust-owned survivor UL policy to a category known as “family net worth”.

**Comparison 1, 2, & 3:** This involves various comparisons of the three Scenarios. You may find that the #3 scenario (not shown in the graphic above) is the most relevant when evaluating family net worth.

**Important Note #1:** Special plan documentation is required to support Loan-Based Private Split Dollar. InsMark's Cloud-Based Documents On A Disk™ ("DOD") contains a comprehensive set of specimen documents for it in the Wealth Transfer Plans section of documents. Look for Loan Regime Private Collateral Assignment Split Dollar in the Private Split Dollar Plans section of documents. If you are not licensed for DOD and would like more information, go to <http://www.documentsonadisk.com>. If you are licensed for DOD, you can access the document sets by signing in at [www.insmark.com](http://www.insmark.com).

**Important Note #2:** The hypothetical life insurance illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. Actual illustrations are not valid unless accompanied by a basic illustration from the issuing life insurance company.

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