



Below are views of the Workbook Main Windows for Blog #176 from Wealthy and Wise® and the InsMark® Illustration System along with a description of the contents.

Wealthy and Wise Workbook: Blog #176 (49.3% Tax Bracket).!WW

Client Workbook Edit Tools Options Help

This Workbook contains stored reports for: Blog #176 (49.3% Tax Bracket)

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. Keep the IRA	Keep the IRA	\$14,458,968	\$15,875,795	\$0	\$14,927,412	\$11,888,185
2. Convert IRA to Roth	Convert IRA to Roth	\$20,118,896	\$20,118,896	\$0	\$20,118,896	\$16,131,286
3. Add Indexed UL	Convert IRA to Roth + Add Inde:	\$26,600,400	\$26,788,728	\$0	\$26,788,728	\$21,319,721

Comparison Storage Name	Comparison Title	Scenario #1 Description	Scenario #2 Description	Scenario #3 Description
Comparison #1	Keep the IRAs vs. Convert to Ro	1. Keep the IRA	2. Convert IRA to Roth	
Comparison #2	Keep the IRAs vs. Convert to Ro	1. Keep the IRA	2. Convert IRA to Roth	3. Add Indexed UL

Wealthy and Wise Workbook: Blog #176 (75% Bracket by Age 70)

Client Workbook Edit Tools Options Help

This Workbook contains stored reports for: Blog #176 (75% Bracket by Age 70)

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. Keep the IRA	Keep the IRA	\$9,834,378	\$11,989,795	\$0	\$10,572,968	\$8,002,185
2. Convert IRA to Roth	Convert IRA to Roth	\$20,257,633	\$20,257,633	\$0	\$20,257,633	\$16,270,023
3. Add Indexed UL	Convert IRA to Roth + Add Inde:	\$27,358,182	\$27,546,510	\$0	\$27,546,510	\$22,077,503

Comparison Storage Name	Comparison Title	Scenario #1 Description	Scenario #2 Description	Scenario #3 Description
Comparison #1	Keep IRAs vs. Convert to Roth	1. Keep the IRA	2. Convert IRA to Roth	
Comparison #2	Keep IRAs vs. Convert to Roth v	1. Keep the IRA	2. Convert IRA to Roth	3. Add Indexed UL

Both Wealthy and Wise Workbooks use the following logic:

Scenario 1: Analysis of the impact of required cash flow on overall assets to determine residual net worth, and wealth to heirs.

Scenario 2: Analysis of the costs and benefits of adding a Roth conversion and its impact on cash flow, residual net worth, and wealth to heirs (including the tax cost of the conversion).

Scenario 3: Analysis of the costs and benefits of adding Indexed Universal Life and its impact on cash flow, residual net worth, and wealth to heirs.

Comparison 1: Compare Scenarios 1 and 2 as to the impact on cash flow, residual net worth, and wealth to heirs.

Comparison 2: Compare Scenarios 1, 2, and 3 as to the impact on cash flow, residual net worth and wealth to heirs.

InsMark Illustration System: Blog #176 (Inh. IRAs & IUL).!ii

Client Workbook Edit Tools Options Help

Workbook Main Window

Proposals for the workbook: Blog #176 (Inh. IRAs & IUL)

Proposal Description	Sales Concept	Policy Data (if applicable)			
		Policy Notation	Initial Premium	Death Benefit	Name of Product
1. Inherited IRA v. Inherited Roth	Comparison of Inherited IRAs	n/a	n/a	n/a	n/a
2. Inherited IRA	Inherited IRA Calculator	n/a	n/a	n/a	n/a
3. Inherited Roth IRA	Inherited Roth IRA Calculator	n/a	n/a	n/a	n/a
4. Indexed Universal Life	Illustration of Values	Blog #176	\$300,000	\$3,824,663	Indexed UL

Proposal

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Proposal 1: Comparison of the O'Neills' Inherited IRAs (Select Proposals 2 and 3 when entering this module.)

Proposal 2: Calculations for the O'Neills' Inherited IRA.

Proposal 3: Calculations for the O'Neills' Inherited Roth IRA.

Proposal 4: Illustration of Values for the Indexed Universal Life policy in Scenario 3 of Wealthy and Wise.

Proposals 1, 2, and 3 are developed from calculators on the InsCalc tab in the InsMark Illustration System.

Proposal 4 is from Illustration of Value on the Personal Insurance tab in the InsMark Illustration System.

Note: The information in this file is for educational purposes only. In all cases, the approval of a client's legal and tax advisers must be secured regarding the implementation or modification of any planning technique as well as the applicability and consequences of new cases, rulings, or legislation upon existing or impending plans.

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