



Below is a view of the Workbook Main Window from the Wealthy and Wise® Digital Workbook used for Blog #165 along with a description of its contents.

Client Workbook Edit Tools Options Help

Edit Client Data      **This Workbook contains stored reports for: Blog #165**

Scenarios

For the columns below, display values for client age: 89

Scenario Storage Name	Scenario Title	Net Worth	Taxable Estate	Wealth To Charity	Wealth To Heirs	Liquid Assets
1. Current Plan	Current Plan	\$1,808,688	\$1,808,688	\$0	\$1,808,688	\$0
2. Revised Plan	Revised Plan	\$849,941	\$849,941	\$0	\$849,941	\$0
3. 401(k) Contribution to IUL	401(k) Allocation to IUL	\$1,477,878	\$1,751,863	\$0	\$1,695,825	\$186,792

Comparisons

Comparison Storage Name	Comparison Title	Scenario #1 Description	Scenario #2 Description	Scenario #3 Description
Compare Strategies	Current Plan vs. Revised Plan vs	1. Current Plan	2. Revised Plan	3. 401(k) Contribution to IUL

**Workbook file name: Blog #165.lww**

**Strategy 1:** This illustrates details of cash flow, net worth, and wealth to heirs developed from the current asset and benefit base of Harry and Paige Foster, both age 45. Harry and Paige are both contributing the maximum to their 401(k)s -- \$18,000 each. *Strategy 1 runs out of liquid assets during retirement thus eliminating their retirement cash flow thereafter.*

**Strategy 2:** Strategy 1 is adjusted to reflect downsizing their home at retirement to free up capital to support retirement cash flow. *Strategy 2 also runs out of liquid assets during retirement thus eliminating their retirement cash flow thereafter.*

**Strategy 3:** Strategy 2 is adjusted to reflect the after tax costs (\$12,600 each) of redirecting their 401(k) contributions to max-funded Indexed Universal Life. *Strategy 3 sustains their retirement cash flow through their joint life expectancy.*

**Compare Strategies:** This compares the resulting retirement cash flow, net worth, and wealth to heirs of each of the three Strategies.

**Important Note #1:** The hypothetical values associated with Blog #165 assume the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. Life insurance illustrations are not valid unless accompanied by a basic illustration from the issuing life insurance company.

**Important Note #2:** The information in Blog #165 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.

**DOL Alert:** The Wealthy and Wise analysis integrates the Indexed Universal Life ("IUL") values in Strategy 3 and compares the results with continuing the 401(k) contributions in Strategies 1 and 2 proving the efficiency of the IUL.

See Page 2 for details of the digital Workbook for the InsMark Illustration System associated with Blog #165.

Below is a view of the Workbook Main Window from the InsMark Illustration System Digital Workbook used for Blog #165 along with a description of its contents.

Proposals for the workbook: Blog #165		Policy Data (if applicable)			
Proposal Description	Sales Concept	Policy Notation	Initial Premium	Death Benefit	Name of Product
Harry Foster	Illustration of Values	Blog #165	\$12,600	\$265,626	Indexed UL
Paige Foster	Illustration of Values	Blog #165	\$12,600	\$348,822	Indexed UL

**Workbook file name: Blog #165.lii** This file can be imported into your InsMark Illustration System to see exactly how data was entered in the prompts to create the life insurance illustrations featured in Blog #165.

**Proposal Description – Harry Foster:** The Illustration of Values module was used for this proposal insuring Harry Foster. The genesis of the \$12,600 premium is the after tax cost of his \$18,000 contribution to his 401(k) which is redirected into Indexed Universal Life.

**Proposal Description – Paige Foster:** The Illustration of Values module was used for this proposal insuring Paige Foster. The genesis of the \$12,600 premium is the after tax cost of her \$18,000 contribution to her 401(k) which is redirected into Indexed Universal Life.

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