## A Life Insurance and Retirement Plan

## Preface

## In the accompanying presentation, you will see the financial data from an

 illustration of a cash value life insurance policy.To help you make an informed decision about acquiring the policy, the illustration includes information about premiums, cash values and death benefits plus scheduled policy loan proceeds.

Cash value life insurance contains the following features:

1. Accumulating cash values;
2. Income tax deferred growth of cash values;
3. Competitive current interest rate;
4. Income tax free access to cash values via policy loans;
5. Income tax free death benefits;
6. Probate free death benefits;
7. Privacy of all transactions;
8. Advance of death benefits in certain adverse health circumstances -- as defined in the policy contract.

Favorable income tax consequences combine with significant policy values and benefits to produce a life insurance solution that has a considerable amount of financial leverage.


## A Life Insurance and Retirement Plan

## Illustration of Values of Indexed Universal Life

|  |  | Income Tax Rate 40.00\% | IUL Interest Rate 6.50\% | Initial Payment 85,000 | Initial Death Benefit 2,455,685 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Male Age | (1) <br> Policy Premium | (2) <br> Retirement Income Net Loan Proceeds | (3) <br> Cash <br> Value* <br> Increase | (4) <br> Year End Cash Value* | (5) <br> Death Benefit |
| 1 | 46 | 85,000 | 0 | 12,599 | 12,599 | 2,532,795 |
| 2 | 47 | 85,000 | 0 | 83,283 | 95,882 | 2,615,268 |
| 3 | 48 | 85,000 | 0 | 88,183 | 184,065 | 2,702,641 |
| 4 | 49 | 85,000 | 0 | 94,157 | 278,222 | 2,795,938 |
| 5 | 50 | 85,000 | 0 | 100,531 | \|| 378,753 | 2,895,609 |
| 6 | 51 | 85,000 | 0 | 107,338 | - 486,091 | 3,002,063 |
| 7 | 52 | 85,000 | 0 | 114,557 | - 600,648 | 3,115,712 |
| 8 | 53 | 85,000 | 0 | 131,452 | - 732,100 | 3,237,267 |
| 9 | 54 | 85,000 | 0 | 140,096 | - 872,196 | 3,367,467 |
| 10 | 55 | 85,000 | 0 | 153,122 | 1,025,318 | 3,510,693 |
| 11 | 56 | 85,000 | 0 | 163,625 | 1,188,943 | 3,664,421 |
| 12 | 57 | 85,000 | 0 | 174,948 | 1,363,891 | 3,829,472 |
| 13 | 58 | 85,000 | 0 | 190,790 | 1,554,681 | 4,010,366 |
| 14 | 59 | 85,000 | 0 | 194,417 | 1,749,098 | 4,204,783 |
| 15 | 60 | 85,000 | 0 | 208,948 | 1,958,046 | 4,413,731 |
| 16 | 61 | 85,000 | 0 | 224,568 | 2,182,614 | 4,638,299 |
| 17 | 62 | 85,000 | 0 | 241,354 | 2,423,968 | 4,879,653 |
| 18 | 63 | 85,000 | 0 | 259,396 | 2,683,364 | 5,139,049 |
| 19 | 64 | 85,000 | 0 | 278,786 | 2,962,150 | 5,417,835 |
| 20 | 65 | 85,000 | 0 | 299,625 | 3,261,775 | 5,717,460 |
| 21 | 66 | 0 | 290,000 | -65,196 | 3,196,579 | 3,896,794 |
| 22 | 67 | 0 | 290,000 | -64,839 | 3,131,740 | 3,845,374 |
| 23 | 68 | 0 | 290,000 | -64,267 | 3,067,473 | 3,792,407 |
| 24 | 69 | 0 | 290,000 | -63,461 | 3,004,012 | 3,737,808 |
| 25 | 70 | 0 | 290,000 | -62,404 | 2,941,608 | 3,681,474 |
| 26 | 71 | 0 | 290,000 | -61,059 | 2,880,549 | 3,623,309 |
| 27 | 72 | 0 | 290,000 | -58,601 | 2,821,948 | 3,511,102 |
| 28 | 73 | 0 | 290,000 | -55,458 | 2,766,490 | 3,390,652 |
| 29 | 74 | 0 | 290,000 | -51,481 | 2,715,009 | 3,261,543 |
| 30 | 75 | 0 | 290,000 | -46,496 | 2,668,513 | 3,123,406 |
|  |  | 1,700,000 | 2,900,000 |  |  |  |

*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 proposal from Sample Life.

| Cum. Payments | $1,700,000$ |
| :--- | ---: |
| Cum. Policy Loan Proceeds | $2,900,000$ |
| Cash Value | $2,668,513$ |
| Death Benefit | $3,123,406$ |

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## Illustration of Values of Indexed Universal Life

|  |  | Income Tax Rate 40.00\% | $\begin{gathered} \text { IUL } \\ \text { Interest Rate } \\ 6.50 \% \end{gathered}$ | Initial Payment 85,000 | Initial <br> Death Benefit 2,455,685 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | $\begin{aligned} & \text { Male } \\ & \text { Age } \end{aligned}$ | (1) <br> Policy Premium | (2) <br> Retirement Income Net Loan Proceeds | (3) <br> Cash Value* Increase | (4) <br> Year End <br> Cash Value* | (5) <br> Death Benefit |
| 31 | 76 | 0 | 290,000 | -40,292 | 2,628,221 | 3,123,406 |
| 32 | 77 | 0 | 290,000 | -35,055 | 2,593,166 | 2,975,930 |
| 33 | 78 | 0 | 290,000 | -29,163 | 2,564,003 | 2,965,162 |
| 34 | 79 | 0 | 290,000 | -22,584 | 2,541,419 | 2,961,883 |
| 35 | 80 | 0 | 290,000 | -15,270 | 2,526,149 | 2,966,879 |
| 36 | 81 | 0 | 290,000 | -7,213 | 2,518,936 | 3,039,844 |
| 37 | 82 | 0 | 290,000 | 1,468 | 2,520,404 | 3,086,167 |
| 38 | 83 | 0 | 290,000 | 10,883 | 2,531,287 | 3,144,889 |
| 39 | 84 | 0 | 290,000 | 21,029 | 2,552,316 | 3,216,863 |
| 40 | 85 | 0 | 290,000 | 31,907 | 2,584,223 | 3,216,863 |
| 41 | 86 | 0 | 290,000 | 43,421 | 2,627,644 | 3,302,852 |
| 42 | 87 | 0 | 290,000 | 55,763 | 2,683,407 | 3,403,820 |
| 43 | 88 | 0 | 290,000 | 68,749 | 2,752,156 | 3,520,543 |
| 44 | 89 | 0 | 290,000 | 82,123 | 2,834,279 | 3,653,536 |
| 45 | 90 | 0 | 290,000 | 95,944 | 2,930,223 | 3,803,379 |
| 46 | 91 | 0 | 290,000 | 110,167 | 3,040,390 | 3,970,612 |
| 47 | 92 | 0 | 290,000 | 140,970 | 3,181,360 | 3,974,485 |
| 48 | 93 | 0 | 290,000 | 178,655 | 3,360,015 | 3,994,324 |
| 49 | 94 | 0 | 290,000 | 226,177 | 3,586,192 | 4,037,462 |
| 50 | 95 | 0 | 290,000 | 286,104 | 3,872,296 | 4,113,326 |

## $1,700,000 \quad 8,700,000$

*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 proposal from Sample Life.

| Cum. Payments | $1,700,000$ |
| :--- | ---: |
| Cum. Policy Loan Proceeds | $8,700,000$ |
| Cash Value | $3,872,296$ |
| Death Benefit | $4,113,326$ |

## A Life Insurance and Retirement Plan

## Matching Policy Values at Age 95 (Year 50)

| Male | Income | IUL | Initial | Initial |
| :---: | :---: | :---: | :---: | :---: |
| Age | Tax Rate | Interest Rate | Payment | Death Benefit |
| 46 | $40.00 \%$ | $6.50 \%$ | 85,000 | $2,455,685$ |
|  |  |  |  |  |
| Gross Interest Rate Required on |  |  |  |  |
| a Hypothetical Taxable Investment |  |  |  |  |
| to Match Indexed Universal Life Policy Values over 50 Years. |  |  |  |  |

Hypothetical
Taxable
Alternative
To match Cash Value of: $\$ 3,872,296$
To match Death Benefit of: $\$ 4,113,326$
12.80\%
12.85\%



## Income Tax Considerations

1. Hypothetical Taxable Investment: Interest is taxed as earned.
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(A)) 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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50 Year Analysis



