## Various Financial Alternatives

For: Jack and Amy Hudson

"The best way to predict the future is to create it."

Abraham Lincoln

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## InsMark Compare

## Comparison of Insurance Policies

## Preface

In the accompanying pages is an analysis that compares costs and benefits of different life insurance policies.

There are three policies included in this analysis, allowing you to easily review how the plans differ in terms of premiums, loan proceeds, cash accumulation, death benefits, and internal rates of return.

A mathematical evaluation is not the only important item to study when purchasing life insurance. Others are:

1. The financial strength of the company;
2. Suitability of the type of plan;
3. Plan provisions and contractual guarantees;
4. Reputation of the agent or broker.

An analysis of these points, along with conclusions drawn from the accompanying reports, should be useful to you as part of the evaluation of your life insurance purchase. Below is a graphic summarizing the results of the accompanying presentation.

 results will vary and be more or less favorable depending upon a number of factors. Please review all carrier illustrations and disclaimers in conjunction with this presentation.

## Comparison of Insurance Policies

## Risk Profile

## In the accompanying pages is a financial analysis that compares costs and benefits of different types of life insurance policies, such as Whole Life, Universal Life, Indexed Universal Life, and Variable Universal Life.

Each life insurance policy type has specific pros and cons. A determination of which policy is the most suitable for you depends on where you fall on the scale below (with Whole Life typically being the most conservative and Variable Universal Life the most aggressive).
Accordingly, before making a final decision on which policy is best for you and your specific needs and circumstances, you need to understand
variations in premiums, policy cash flow, cash values, death benefits, and respective rates of return coupled with your personal risk tolerance.
Your financial adviser can help determine which policy is most suitable for you. The pages in this presentation should be useful to you in making your decision.

## Which Life Insurance Policy Type is Best for You?




This graphic and the other reports in this presentation assume the non-guaranteed values of the life insurance policies under consideration. These non-guaranteed values are hypothetical only. Actual results will vary and be more or less favorable depending upon a number of factors. Please review all carrier illustrations and disclaimers in conjunction with this presentation.

## Comparison of Insurance Policies

|  |  |  | Indexed Universal Life Interest Rate: 5.00\% Carrier Z |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Conservative |  |  |  |
| Yr | Male <br> Age | (1) <br> Premium Payment | (2) <br> After Tax Policy Loan Proceeds | (3) <br> Year End Accum Value* | (4) <br> Year End Cash Value* | (5) <br> Death <br> Benefit |
| 1 | 45 | 25,000 | 0 | 21,684 | 4,626 | 608,474 |
| 2 | 46 | 25,000 | 0 | 44,602 | 27,785 | 631,392 |
| 3 | 47 | 25,000 | 0 | 68,838 | 52,273 | \| 655,628 |
| 4 | 48 | 25,000 | 0 | 94,467 | 78,166 | \| 681,257 |
| 5 | 49 | 25,000 | 0 | 121,570 | 105,539 | \| 708,360 |
| 6 | 50 | 25,000 | 0 | 150,232 | 134,477 | \| 737,022 |
| 7 | 51 | 25,000 | 0 | 180,541 | 165,068 | - 767,331 |
| 8 | 52 | 25,000 | 0 | 212,594 | 199,702 | \| 799,384 |
| 9 | 53 | 25,000 | 0 | 246,489 | 236,173 | \| 833,279 |
| 10 | 54 | 25,000 | 0 | 283,391 | 275,657 | \| 870,181 |
| 11 | 55 | 25,000 | 0 | 322,407 | 317,250 | \|| 909,197 |
| 12 | 56 | 25,000 | 0 | 363,657 | 361,081 | - 950,447 |
| 13 | 57 | 25,000 | 0 | 407,261 | 407,261 | - 994,051 |
| 14 | 58 | 25,000 | 0 | 453,369 | 453,369 | -1,040,159 |
| 15 | 59 | 25,000 | 0 | 502,129 | 502,129 | 1,088,919 |
| 16 | 60 | 25,000 | 0 | 554,654 | 554,654 | -1,141,444 |
| 17 | 61 | 25,000 | 0 | 609,945 | 609,945 | 1,196,735 |
| 18 | 62 | 25,000 | 0 | 668,133 | 668,133 | -1,254,923 |
| 19 | 63 | 25,000 | 0 | - 729,360 | 729,360 | -1,316,150 |
| 20 | 64 | 25,000 | 0 | - 793,773 | \| 793,773 | 1,380,563 |
| 21 | 65 | 0 | 45,000 | - 838,461 | 791,211 | \| 958,903 |
| 22 | 66 | 0 | 45,000 | - 885,607 | 788,744 | - 957,009 |
| 23 | 67 | 0 | 45,000 | - 935,345 | 786,390 | - 954,752 |
| 24 | 68 | 0 | 45,000 | - 987,814 | 784,161 | - 952,089 |
| 25 | 69 | 0 | 45,000 | 1,043,168 | 782,082 | - 948,989 |
| 26 | 70 | 0 | 45,000 | 1,101,582 | 780,192 | - 945,429 |
| 27 | 71 | 0 | 45,000 | 1,163,343 | 778,633 | - 929,868 |
| 28 | 72 | 0 | 45,000 | 1,228,668 | 777,473 | - 912,626 |
| 29 | 73 | 0 | 45,000 | 1,297,813 | 776,808 | - 893,611 |
| 30 | 74 | 0 | 45,000 | 1,371,062 | \|| 776,757 | \| 872,731 |

500,000
450,000

Indexed Universal Life Interest Rate: 6.00\% Carrier Z

| Moderately Conservative |  |  |  |
| :---: | :---: | :---: | :---: |
| (6) | (7) | (8) | (9) |
| After Tax | Year End | Year End <br> Cash <br> Policy <br> Loan | Accum <br> Value* |
| Value* |  |  |  | | Death |
| :---: |
| Benefit |

Indexed Universal Life Interest Rate: 6.90\%

Carrier Z

| Moderate |  |  |  |
| :---: | :---: | :---: | :---: |
| (10) | (11) | (12) | (13) |
| After Tax |  |  |  |
| Policy | Year End | Year End |  |
| Loan | Accum | Cash | Death |
| Proceeds | Value* | Value* | Benefit |


| 0 | 21,933 | 4,875 | 608,723 |
| :---: | :---: | :---: | :---: |
| 0 | 45,366 | 28,548 | 632,156 |
| 0 | 70,416 | 53,851 | 657,206 |
| 0 | 97,194 | 80,893 | 683,984 |
| 0 | 125,820 | 109,789 | 712,610 |
| 0 | 156,421 | 140,666 | 743,211 |
| 0 | 189,134 | 173,660 | 775,924 |
| 0 | 224,104 | 211,212 | 810,894 |
| 0 | 261,487 | 251,171 | 848,277 |
| 0 | 302,518 | 294,784 | 889,308 |
| 0 | 346,373 | 341,215 | 933,163 |
| 0 | 393,244 | 390,668 | 980,034 |
| 0 | 443,331 | 443,331 | 1,030,121 |
| 0 | 496,872 | 496,872 | 1,083,662 |
| 0 | 554,107 | 554,107 | 1,140,897 |
| 0 | 616,259 | 616,259 | 1,203,049 |
| 0 | 682,443 | 682,443 | 1,269,233 |
| 0 | 752,910 | 752,910 | 1,339,700 |
| 0 | 827,931 | 827,931 | 1,414,721 |
| 0 | 907,791 | 907,791 | 1,494,581 |
| 80,000 | 969,344 | 885,344 | 1,079,213 |
| 80,000 | 1,035,004 | 862,804 | 1,059,454 |
| 80,000 | 1,105,043 | 840,233 | 1,039,141 |
| 80,000 | 1,179,747 | 817,696 | 1,018,253 |
| 80,000 | 1,259,430 | 795,277 | 996,786 |
| 80,000 | 1,344,446 | 773,085 | 974,752 |
| 80,000 | 1,435,293 | 751,364 | 937,953 |
| 80,000 | 1,532,406 | 730,280 | 898,845 |
| 80,000 | 1,636,278 | 710,047 | 857,312 |
| 80,000 | 1,747,461 | 690,918 | 813,241 |

800,000

| 0 | 22,156 | 5,098 | 608,946 |
| ---: | ---: | ---: | ---: |
| 0 | 46,058 | 29,240 | 632,848 |
| 0 | 71,856 | 55,291 | 658,646 |
| 0 | 99,701 | 83,400 | 686,491 |
| 0 | 129,755 | 113,724 | 716,545 |
| 0 | 162,195 | 146,440 | 748,985 |
| 0 | 197,208 | 181,735 | 783,998 |
| 0 | 235,000 | 222,108 | 821,790 |
| 0 | 275,791 | 265,475 | 862,581 |
| 0 | 320,897 | 313,163 | 907,687 |
|  |  |  |  |
| 0 | 369,576 | 364,418 | 956,366 |
| 0 | 422,107 | 419,531 | $1,008,897$ |
| 0 | 478,788 | 478,788 | $1,065,578$ |
| 0 | 539,964 | 539,964 | $1,126,754$ |
| 0 | 605,996 | 605,996 | $1,192,786$ |
| 0 | 678,238 | 678,238 | $1,265,028$ |
| 0 | 755,956 | 755,956 | $1,342,746$ |
| 0 | 839,556 | 839,556 | $1,426,346$ |
| 0 | 929,480 | 929,480 | $1,516,270$ |
| 0 | $1,026,199$ | $1,026,199$ | $1,612,989$ |
|  |  |  |  |
| 100,000 | $1,105,321$ | $1,000,321$ | $1,221,385$ |
| 100,000 | $1,189,410$ | 974,160 | $1,200,147$ |
| 100,000 | $1,278,787$ | 947,775 | $1,177,957$ |
| 100,000 | $1,373,793$ | 921,230 | $1,154,775$ |
| 100,000 | $1,474,802$ | 894,610 | $1,130,579$ |
| 100,000 | $1,582,232$ | 868,031 | $1,105,366$ |
| 100,000 | $1,696,679$ | 841,768 | $1,062,336$ |
| 100,000 | $1,818,665$ | 816,008 | $1,016,061$ |
| 100,000 | $1,948,787$ | 790,998 | 966,388 |
| 100,000 | $2,087,712$ | 767,034 | 913,173 |

1,000,000
*This illustration assumes the nonguaranteed values 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 basic illustration from the issuing life insurance company.

## Comparison of Insurance Policies

|  |  |  |  | Indexed U Interest R Car | iversal Life te: 5.00\% er Z |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Conse | vative |  |
| Yr | Male Age | (1) <br> Premium Payment | (2) <br> After Tax Policy Loan Proceeds | (3) <br> Year End Accum Value* | (4) <br> Year End Cash Value* | (5) <br> Death <br> Benefit |
| 31 | 75 | 0 | 45,000 | 1,448,735 | 777,464 | - 849,901 |
| 32 | 76 | 0 | 45,000 | 1,530,687 | \|| 778,602 | - 855,137 |
| 33 | 77 | 0 | 45,000 | 1,617,135 | \| 780,196 | - 861,053 |
| 34 | 78 | 0 | 45,000 | 1,708,301 | \|| 782,266 | - 867,681 |
| 35 | 79 | 0 | 45,000 | 1,804,419 | \| 784,832 | - 875,053 |
| 36 | 80 | 0 | 45,000 | 1,905,708 | \| 787,892 | - 883,177 |
| 37 | 81 | 0 | 45,000 | 2,012,352 | \|| 791,395 | \| 892,012 |
| 38 | 82 | 0 | 45,000 | 2,124,573 | \| 795,318 | - 901,547 |
| 39 | 83 | 0 | 45,000 | 2,242,587 | \| 799,620 | - 911,749 |
| 40 | 84 | 0 | 45,000 | 2,366,468 | \| 804,101 | - 922,425 |
| 41 | 85 | 0 | 45,000 | 2,496,265 | \|| 808,531 | - 933,344 |
| 42 | 86 | 0 | 45,000 | 2,632,159 | \| 812,788 | - 944,396 |
| 43 | 87 | 0 | 45,000 | 2,774,187 | - 816,598 | - 955,307 |
| 44 | 88 | 0 | 45,000 | 2,922,215 | \| 819,495 | - 965,606 |
| 45 | 89 | 0 | 45,000 | 3,076,106 | - 821,001 | - 974,806 |
| 46 | 90 | 0 | 45,000 | 3,235,595 | \| 820,484 | - 982,264 |
| 47 | 91 | 0 | 45,000 | 3,404,528 | \| 821,412 | - 957,593 |
| 48 | 92 | 0 | 45,000 | 3,584,573 | \| 825,051 | - 932,589 |
| 49 | 93 | 0 | 45,000 | 3,777,983 | \|| 833,235 | - 908,795 |
| 50 | 94 | 0 | 45,000 | 3,987,607 | \| 848,372 | \| 888,248 |
| 51 | 95 | 0 | 45,000 | 4,216,802 | \|| 873,355 | - 873,355 |
| 52 | 96 | 0 | 45,000 | 4,459,175 | - 901,306 | - 901,306 |
| 53 | 97 | 0 | 45,000 | 4,715,485 | \|| 932,472 | - 932,472 |
| 54 | 98 | 0 | 45,000 | 4,986,533 | - 967,119 | - 967,119 |
| 55 | 99 | 0 | 45,000 | 5,273,165 | -1,005,531 | -1,005,531 |

Indexed Universal Life Interest Rate: 6.90\%

Carrier Z

| Moderate |  |  |  |
| :---: | :---: | :---: | :---: |
| (10) | (11) | (12) | (13) |
| After Tax |  |  |  |
| Policy | Year End | Year End |  |
| Loan | Accum | Cash | Death |
| Proceeds | Value* | Value* | Benefit |


| 100,000 | $2,236,190$ | 744,477 | 856,286 |
| :---: | :---: | :---: | ---: | ---: |
| 100,000 | $2,394,276$ | 722,978 | 842,691 |
| 100,000 | $2,562,587$ | 702,724 | 830,853 |
| 100,000 | $2,741,769$ | 683,912 | 821,001 |
| 10,000 | $2,932,510$ | 666,761 | 813,386 |
| 100,000 | $3,135,502$ | 651,465 | 808,240 |
| 100,000 | $3,351,399$ | 638,160 | 805,730 |
| 100,000 | $3,580,945$ | 627,045 | 806,092 |
| 100,000 | $3,824,896$ | 618,300 | 809,545 |
| 100,000 | $4,083,789$ | 611,864 | 816,053 |
|  |  |  |  |
| 100,000 | $4,358,136$ | 607,615 | 825,522 |
| 100,000 | $4,648,685$ | 605,637 | 838,072 |
| 100,000 | $4,955,954$ | 605,754 | 853,552 |
| 10,000 | $5,280,160$ | 607,451 | 871,459 |
| 10,000 | $5,621,514$ | 610,168 | 891,244 |
| 100,000 | $5,979,971$ | 613,058 | 912,057 |
| 100,000 | $6,363,158$ | 622,900 | 877,426 |
| 100,000 | $6,774,977$ | 642,706 | 845,955 |
| 100,000 | $7,220,641$ | 676,756 | 821,169 |
| 100,000 | $7,706,770$ | 730,691 | 807,759 |
|  |  |  |  |
| 100,000 | $8,241,309$ | 811,426 | 811,426 |
| 100,000 | $8,813,332$ | 906,955 | 906,955 |
| 100,000 | $9,425,567$ | $1,018,871$ | $1,018,871$ |
| 10,000 | $10,080,945$ | $1,148,915$ | $1,148,915$ |
| 100,000 | $10,782,619$ | $1,298,987$ | $1,298,987$ |

## 3,500,000

*This illustration assumes the nonguaranteed values 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 basic illustration from the issuing life insurance company.

## Comparison of Insurance Policies

## 55 Year Summary Analysis of Cumulative After Tax Loan Proceeds



## Comparison of Insurance Policies

55 Year Summary Analysis of Cash Values


## Comparison of Insurance Policies

Presented By: [Licensed user's name appears here]
55 Year Summary Analysis of Death Benefits


## Various Financial Alternatives 1

## Preface

## A decision to acquire additional life insurance can represent one of several significant phases in your overall financial planning.

An important part of this decision involves the comparison of the life insurance policy to alternative investment possibilities.
To help you make an informed decision about acquiring the policy, the accompanying presentation shows financial data regarding life insurance compared to these alternatives:

Taxable Account;
Tax Deferred Account;
Equity Mutual Fund.
The study offers information from which you and your advisers can draw informed conclusions about the suitability of either plan.
Following are major features of the life insurance policy for you to consider as part of your overall assessment:

1. Income tax free death benefits;
2. Probate free death benefits;
3. Accumulating cash values;
4. Income tax deferred growth of cash values;
5. Competitive current interest rate;
6. Tax free access to cash values via policy loans;
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.


This graphic assumes the non-guaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable.

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]
Comparison of Values

Taxable Account<br>Yield<br>6.90\%

Tax Deferred
Account
Yield
$6.90 \%$
Equity
Mutual Fund
Growth
$6.90 \%$

| Equity |  |  |
| :---: | :---: | :---: |
| Mutual Fund | Dividend | Income |
| Dividend | Tax Rate | Tax Rate |
| $2.00 \%$ | $25.00 \%$ | $37.00 \%$ |

Indexed UL
Interest Rate
$6.90 \%$

Initial
Death Benefit 586,790

|  | $\begin{aligned} & \text { Male } \\ & \text { Age } \end{aligned}$ |  | After Tax Values of Identical Allocation to Various Financial Alternatives |  |  |  |  |  | Indexed UL |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (1) <br> Life Insurance Premium | (2a) <br> After Tax <br> Cash Flow from Taxable Account | (2b) <br> Taxable Account | (3a) <br> After Tax Cash Flow from Tax Deferred Account | (3b) <br> Tax <br> Deferred <br> Account | (4a) <br> After Tax Cash Flow from Equity Mutual Fund | (4b) <br> Equity <br> Mutual <br> Fund | (5a) <br> After Tax <br> Policy <br> Loan <br> Proceeds | (5b) <br> Year End Accum Value* | (5c) <br> Year End Cash Value* | (5d) <br> Death Benefit |
| 1 | 45 | 25,000 | 0 | 25,953 | 0 | 26,087 | 0 | 26,709 | 0 | 22,156 | 5,098 | 608,946 |
| 2 | 46 | 25,000 | 0 | 52,896 | 0 | 53,335 | 0 | 55,135 | 0 | 46,058 | 29,240 | 632,848 |
| 3 | 47 | 25,000 | 0 | 80,865 | 0 | 81,825 | 0 | 85,334 | 0 | 71,856 | 55,291 | 658,646 |
| 4 | 48 | 25,000 | 0 | 109,902 | 0 | 111,644 | 0 | 117,390 | 0 | 99,701 | 83,400 | 686,491 |
| 5 | 49 | 25,000 | 0 | 140,045 | 0 | 142,881 | 0 | 151,404 | 0 | 129,755 | 113,724 | 716,545 |
| 6 | 50 | 25,000 | 0 | 171,337 | 0 | 175,635 | 0 | 187,486 | 0 | 162,195 | 146,440 | 748,985 |
| 7 | 51 | 25,000 | 0 | 203,822 | 0 | 210,011 | 0 | 225,759 | 0 | 197,208 | 181,735 | 783,998 |
| 8 | 52 | 25,000 | 0 | 237,546 | 0 | 246,121 | 0 | 266,355 | 0 | 235,000 | 222,108 | 821,790 |
| 9 | 53 | 25,000 | 0 | 272,556 | 0 | 284,084 | 0 | 309,414 | 0 | 275,791 | $\square \mathbf{2 6 5 , 4 7 5}$ | 862,581 |
| 10 | 54 | 25,000 | 0 | 308,900 | 0 | 324,028 | 0 | 355,083 | 0 | 320,897 | $\square 313,163$ | 907,687 |
| 11 | 55 | 25,000 | 0 | 346,630 | 0 | $\square 366,090$ | 0 | $\square$ 403,522 | 0 | 369,576 | - 364,418 | 956,366 |
| 12 | 56 | 25,000 | 0 | 385,799 | 0 | $\square$ 410,417 | 0 | 454,898 | 0 | 422,107 | $\square$ 419,531 | 1,008,897 |
| 13 | 57 | 25,000 | 0 | 426,460 | 0 | 457,163 | 0 | 509,390 | 0 | 478,788 | 478,788 | 1,065,578 |
| 14 | 58 | 25,000 | 0 | 468,672 | 0 | 506,497 | 0 | 567,186 | 0 | 539,964 | 539,964 | 1,126,754 |
| 15 | 59 | 25,000 | 0 | 512,493 | 0 | 558,596 | 0 | 628,487 | 0 | 605,996 | 605,996 | 1,192,786 |
| 16 | 60 | 25,000 | 0 | 557,985 | 0 | 613,653 | 0 | 693,504 | 0 | 678,238 | 678,238 | 1,265,028 |
| 17 | 61 | 25,000 | 0 | 605,212 | 0 | 671,869 | 0 | 762,465 | 0 | 755,956 | 755,956 | 1,342,746 |
| 18 | 62 | 25,000 | 0 | 654,238 | 0 | 733,465 | 0 | 835,606 | 0 | 839,556 | 839,556 | 1,426,346 |
| 19 | 63 | 25,000 | 0 | 705,134 | 0 | 798,672 | 0 | 913,183 | 0 | 929,480 | 929,480 | 1,516,270 |
| 20 | 64 | 25,000 | 0 | 757,971 | 0 | 867,740 | 0 | 995,464 | 0 | 1,026,199 | 1,026,199 | 1,612,989 |
| 21 | 65 | 0 | 100,000 | 683,056 | 100,000 | 807,950 | 100,000 | 949,432 | 100,000 | 1,105,321 | 1,000,321 | 1,221,385 |
| 22 | 66 | 0 | 100,000 | 605,285 | 100,000 | 744,033 | 100,000 | 900,307 | 100,000 | 1,189,410 | 974,160 | 1,200,147 |
| 23 | 67 | 0 | 100,000 | 524,549 | 100,000 | 675,706 | 100,000 | 848,035 | 100,000 | 1,278,787 | 947,775 | 1,177,957 |
| 24 | 68 | 0 | 100,000 | 440,735 | 100,000 | 602,665 | 100,000 | 792,483 | 100,000 | 1,373,793 | 921,230 | 1,154,775 |
| 25 | 69 | 0 | 100,000 | 353,725 | 100,000 | 524,584 | 100,000 | 733,480 | 100,000 | 1,474,802 | 894,610 | 1,130,579 |
| 26 | 70 | 0 | 100,000 | 263,399 | 100,000 | 443,041 | 100,000 | 670,826 | 100,000 | 1,582,232 | 868,031 | 1,105,366 |
| 27 | 71 | 0 | 100,000 | 169,628 | 100,000 | 357,953 | 100,000 | 604,304 | 100,000 | 1,696,679 | 841,768 | 1,062,336 |
| 28 | 72 | 0 | 100,000 | 72,283 | 100,000 | 269,166 | 100,000 | 533,677 | 100,000 | 1,818,665 | 816,008 | 1,016,061 |
| 29 | 73 | 0 | 72,283 | 0 | 100,000 | 176,519 | 100,000 | 458,694 | 100,000 | 1,948,787 | 790,998 | 966,388 |
| 30 | 74 | 0 | 0 | 0 | 100,000 | 79,846 | 100,000 | 379,088 | 100,000 | 2,087,712 | 767,034 | 913,173 |
|  |  | 500,000 | 872,283 |  | 1,000,000 |  | 1,000,000 |  | 1,000,000 |  |  |  |

See the accompanying reports for year-by-year details: Equity Account Details; Portfolio Turnover Details Tax Deferred Account

Management fees reflected in columns (2b) \& (4b):
$\mathrm{TA}=0.50 \%$, $\mathrm{EMF}=0.50 \%$
Tax Deferred Account is assessed:
Income tax each year. Column (3b) values are after tax.

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Comparison of Values

| Taxable | Tax Deferred | Equity | Equity |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Account | Account | Mutual Fund | Mutual Fund | Dividend | Income |
| Yield | Yield | Growth | Dividend | Tax Rate | Tax Rate |
| $6.90 \%$ | $6.90 \%$ | $6.90 \%$ | $2.00 \%$ | $25.00 \%$ | $37.00 \%$ |


| Indexed UL | Initial |
| :---: | :---: |
| Interest Rate | Death Benefit |
| $6.90 \%$ | 586,790 |



Note: Tax Deferred Account values do not reflect surrender charges or market rate adjustments, if any.
*This illustration assumes the nonguaranteed values 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 basic illustration from the issuing life insurance company.

See the accompanying reports for year-by-year details: Equity Account Details; Portfolio Turnover Details Tax Deferred Account

Management fees reflected in columns (2b) \& (4b):
$\mathrm{TA}=0.50 \%, \mathrm{EMF}=0.50 \%$
Tax Deferred Account is assessed:
Income tax each year. Column (3b) values are after tax.

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Matching Values at Age 99 (Year 55)

| Taxable | Tax Deferred | Equity | Equity |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Account | Account | Mutual Fund | Mutual Fund | Dividend | Income | Indexed |
| Yield | Yield | Growth | Dividend | Tax Rate | Tax Rate | Interest |
| $6.90 \%$ | $6.90 \%$ | $6.90 \%$ | $2.00 \%$ | $25.00 \%$ | $37.00 \%$ | $6.90 \%$ |
|  |  |  |  |  |  |  |
|  |  | Yield/Growth Required by Various Investments |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  | in Addition to the Dividend Illustrated for the Equity Account |  |  |  |  |
|  | to Match Indexed UL Policy Values over 55 years |  |  |  |  |  |



Taxable Account Taxable Account

Tax Deferred Account
Tax Deferred Account
Equity Mutual Fund
Equity Mutual Fund

14.21\%
14.21\%
10.50\% 10.50\%
10.00\%*
10.00\%*


Cash Value \$1,298,987
Death Benefit \$1,298,987
Cash Value \$1,298,987
Death Benefit \$1,298,987
Cash Value \$1,298,987
Death Benefit \$1,298,987


1. Taxable Account: Interest is taxed as earned.
2. Tax Deferred Account: Interest is tax deferred. (Values assume tax is assessed in year shown only)
3. Equity Mutual Fund: Capital gains tax calculations are taxed based on a ratio of asset value to remaining cost basis in any given year.
4. Indexed Universal Life:
a. Death Benefit including 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) are income tax free as a return of premium.
d. Cash values shown assume most favorable combination of $b$ and/or $c$.

This illustration assumes the nonguaranteed values 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 basic illustration from the issuing life insurance company.

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]
Cash Flow Comparison of Years 21-55


|  | At Year 55 |
| ---: | :---: | :---: |
| Cum. After Tax Cash Flow from Taxable Account | $\$ 872,283$ |
| Cum. After Tax Cash Flow from Tax Deferred Account | $\$ 1,079,846$ |
| Cum. After Tax Cash Flow from Equity Mutual Fund | $\$ 1,408,319$ |
| Cumulative After Tax Policy Loan Proceeds from Indexed UL | $\$ 3,500,000$ |

## Various Financial Alternatives vs. Indexed Universal Life

55 Year Comparison of Values


|  | At Year 55 |
| ---: | :--- |
| After Tax Values of Taxable Account | $\$ 0$ |
| After Tax Values of Tax Deferred Account | $\$ 0$ |
| After Tax Values of Equity Mutual Fund | $\$ 0$ |
| Cash Value of Indexed UL | $\$ 1,298,987$ |

## Various Financial Alternatives vs. Indexed Universal Life

## 55 Year Comparison of Death Benefit



|  | At Year 55 |
| ---: | :--- |
| Death Benefit of Taxable Account | $\$ 0$ |
| Death Benefit of Tax Deferred Account | $\$ 0$ |
| Death Benefit of Equity Mutual Fund | $\$ 0$ |
| Death Benefit of Indexed UL | $\$ 1,298,987$ |

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Comparison of Plan Costs

Taxable
Account
Yield
$6.90 \%$
Tax Deferred
Account
Yield
$6.90 \%$
Equity
Mutual Fund
Growth
$6.90 \%$
Equity
Mutual Fund
Dividend
$2.00 \%$

| Dividend | Income |
| :--- | :---: |
| Tax Rate | Tax Rate |
| $25.00 \%$ | $37.00 \%$ |

[^0] 6.90\%

| Year | $\begin{gathered} \text { Male } \\ \text { Age } \end{gathered}$ |  | Various Financial Alternatives |  |  |  |  |  | Indexed UL* |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (1) | (2) <br> Taxable <br> Account <br> Total <br> Annual <br> Costs | (3) <br> Taxable <br> Account <br> Cum. <br> Total <br> Costs | (4) <br> Tax Deferred Account Total Annual Costs | (5) <br> Tax Deferred Account Cum. Total Costs | (6) <br> Equity Mutual Fund Total Annual Costs | (7) <br> Equity Mutual Fund Cum. Total Costs | (8) <br> Policy Total Annual Costs | (9) <br> Policy Cum. Total Costs |
| 1 | 45 | 25,000 | 772 | 772 | 0 | 0 | 516 | 516 | 4,559 | 4,559 |
| 2 | 46 | 25,000 | 1,573 | 2,345 | 0 | 0 | 1,175 | 1,691 | 4,571 | 9,130 |
| 3 | 47 | 25,000 | 2,405 | 4,750 | 0 | 0 | 1,931 | 3,622 | 4,571 | 13,701 |
| 4 | 48 | 25,000 | 3,269 | 8,019 | 0 | 0 | 2,761 | 6,383 | 4,571 | 18,272 |
| 5 | 49 | 25,000 | 4,165 | 12,184 | 0 | 0 | 3,656 | 10,039 | 4,571 | 22,843 |
| 6 | 50 | 25,000 | 5,096 | 17,280 | 0 | 0 | 4,613 | 14,652 | 4,571 | 27,414 |
| 7 | 51 | 25,000 | 6,061 | 23,341 | 0 | 0 | 5,632 | 20,284 | 4,571 | 31,985 |
| 8 | 52 | 25,000 | 7,065 | 30,406 | 0 | 0 | 6,715 | 26,999 | 4,571 | 36,556 |
| 9 | 53 | 25,000 | 8,106 | 38,512 | 0 | 0 | 7,865 | 34,864 | 4,571 | 41,127 |
| 10 | 54 | 25,000 | 9,187 | 47,699 | 0 | 0 | 9,084 | 43,948 | 3,572 | 44,699 |
| 11 | 55 | 25,000 | 10,309 | 58,008 | 0 | 0 | 10,378 | 54,326 | 3,578 | 48,277 |
| 12 | 56 | 25,000 | 11,474 | 69,482 | 0 | 0 | 11,751 | $\square \quad 66,077$ | 3,588 | 51,865 |
| 13 | 57 | 25,000 | 12,684 | 82,166 | 0 | 0 | 13,206 | - 79,283 | 3,605 | 55,470 |
| 14 | 58 | 25,000 | 13,939 | 96,105 | 0 | 0 | 14,751 | $\square$ 94,034 | 3,607 | 59,077 |
| 15 | 59 | 25,000 | 15,242 | 111,347 | 0 | 0 | 16,388 | $\square 110,422$ | 3,607 | 62,684 |
| 16 | 60 | 25,000 | 16,595 | -127,942 | 0 | 0 | 18,126 | 128,548 | 2,675 | 65,359 |
| 17 | 61 | 25,000 | 18,000 | 145,942 | 0 | 0 | 19,968 | 148,516 | 2,922 | 68,281 |
| 18 | 62 | 25,000 | 19,457 | 165,399 | 0 | 0 | 21,922 | 170,438 | 3,196 | 71,477 |
| 19 | 63 | 25,000 | 20,972 | 186,371 | 0 | 0 | 23,994 | 194,432 | 3,493 | 74,970 |
| 20 | 64 | 25,000 | 22,543 | -208,914 | 0 | 0 | 26,193 | 220,625 | 3,818 | 78,788 |
| 21 | 65 | 0 | 20,315 | 229,229 | 58,730 | [] 58,730 | 26,798 | 247,423 | 1,170 | 79,958 |
| 22 | 66 | 0 | 18,001 | 247,230 | 58,730 | $\square 117,460$ | 25,730 | 273,153 | 1,334 | 81,292 |
| 23 | 67 | 0 | 15,601 | 262,831 | 58,730 | 176,190 | 24,436 | 297,589 | 1,511 | 82,803 |
| 24 | 68 | - | 13,108 | -275,939 | 58,730 | 234,920 | 22,992 | 320,581 | 1,709 | 84,512 |
| 25 | 69 | 0 | 10,520 | -286,459 | 58,730 | 293,650 | 21,423 | -342,004 | 1,915 | 86,427 |
| 26 | 70 | 0 | 7,834 | 294,293 | 14,439 | 308,089 | 19,742 | 361,746 | 2,113 | 88,540 |
| 27 | 71 | 0 | 5,045 | 299,338 | 10,839 | 318,928 | 17,951 | 379,697 | 2,162 | 90,702 |
| 28 | 72 | 0 | 2,150 | 301,488 | 8,758 | 327,686 | 16,044 | 395,741 | 2,175 | 92,877 |
| 29 | 73 |  | 0 | 301,488 | 6,586 | 334,272 | 14,019 | 409,760 | 2,115 | 94,992 |
| 30 | 74 | 0 | 0 | 301,488 | 4,319 | 338,591 | 11,867 | 421,627 | 1,958 | 96,950 |
|  |  | 500,000 | 301,488 |  | 338,591 |  | 421,627 |  | 96,950 |  |

*This illustration assumes the nonguaranteed values 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 basic illustration from the issuing life insurance company.

30 Year Summary

|  | Cumulative Plan Costs | After Tax Cash Flow | Living Value | Death Benefit |
| :---: | :---: | :---: | :---: | :---: |
| Taxable Account | 301,488 | 872,283 | 0 | 0 |
| Tax Deferred Account | 338,591 | 1,000,000 | 79,846 | 79,846 |
| Equity Mutual Fund | 421,627 | 1,000,000 | 379,088 | 379,088 |
| Indexed UL | 96,950 | 1,000,000 | 767,034 | 913,173 |

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Comparison of Plan Costs

Taxable
Account
Yield
$6.90 \%$
Tax Deferred
Account
Yield
$6.90 \%$
Equity
Mutual Fund
Growth
$6.90 \%$
Equity
Mutual Fund
Dividend
$2.00 \%$

| Dividend | Income |
| :---: | :---: |
| Tax Rate | Tax Rate |
| $25.00 \%$ | $37.00 \%$ |

Indexed UL Interest Rate 6.90\%


500,000
301,488

340,544
444,944
349,111
*This illustration assumes the nonguaranteed values 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 basic illustration from the issuing life insurance company.

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]
35 Year Analysis of Cumulative Plan Costs

*The Comparison of Plan Costs graphic above compares the management fees and/or taxes of each investment alternative to the mortality charges, policy expenses, and income taxes (if applicable) associated with the life insurance policy.

## Various Financial Alternatives vs. Indexed Universal Life

55 Year Analysis of Cumulative Plan Costs

Plan Costs*

|  | Indexed UL |
| :--- | :--- |
|  | Equity Mutual Fund |
| Tax Deferred Account |  |
| Taxable Account |  |



## Indexed Universal Life

## Various Financial Alternatives

Cumulative After Tax Cash Flow
After Tax Values
$\longrightarrow$ Equity Mutual Fund Tax Deferred Account Taxable Account


Death Benefit
Cash Value
Cum. A/T Cash Flow

*The Comparison of Plan Costs graphic above compares the management fees and/or taxes of each investment alternative to the mortality charges, policy expenses, and income taxes (if applicable) associated with the life insurance policy.

The tax deferred investment illustrated in the accompanying material reflects after tax values. Since withdrawals are taxable until any gain is exhausted, account values are illustrated on an after tax basis.

With equity accounts, dividends are taxed and the after tax balance is either reinvested or used for scheduled cash flow. Capital gains tax calculations are based upon a ratio of asset value to remaining cost basis in any given year.

A cash value life insurance policy (that is not designed as a modified endowment contract*) is taxed on a first-in-first-out basis which means that withdrawals (also known as partial surrenders) have different taxation. Withdrawals up to cost basis are income-tax free; subsequent withdrawals are taxable. However, the contractual loan provision in the policy allows you to access additional cash flow from the policy cash value which is income-tax free so long as the policy stays in force. This feature avoids the problem of taxable withdrawals in excess of cost basis. Interest on such loans can be added to the outstanding loan, and with most life insurance policies, the loan balance is credited with interest earnings at (or near) the level of the loan interest charged resulting in a wash (or near wash) of the loan interest.

Indexed universal life with participating loans has a different treatment. Interest on such loans adds to any outstanding loans, and all cash value earns interest established by the selected index. This feature causes compounding of the entire cash value (including that portion securing policy loans), so long as the index produces interest above the policy loan rate, which is usually $4.00 \%$ to $5.00 \%$.

With all cash value life insurance, if the policy remains in force until death, the policy death benefit is income-tax free, including any internal deferred gain. The foundation of this particular treatment is IRC Section 101. This statute provides that the proceeds of life insurance maturing as a death claim are exempt from federal income tax. This advantage applies to the full death benefit, including any cash value component, whether loans exist or not.

Policy loans reduce policy cash values and death benefits, and the lapse of a loaned policy could result in severe tax ramifications to the policy owner. Be sure to consult a professional tax adviser if you have any questions about this.
*With a life insurance policy that is characterized as a modified endowment contract ("MEC"), both withdrawals and loans are taxed on a gain first basis. In almost all circumstances, it is advisable to avoid purchasing a MEC, and the basic illustration that is provided to you from the issuing life insurance company should indicate if it is a MEC.

Legal and tax information is for general use only and may not be applicable to specific circumstances. Clients should consult their own legal, tax and accounting advisors to assist in the evaluation of any potential transaction or strategy.

Legal and tax information is for general use only and may not be applicable to specific circumstances. Clients should consult their own legal, tax and accounting advisors to assist in the evaluation of any potential transaction or strategy.

## Appendix

## Taxation of Tax Deferred Account Cash Flow

With tax deferred accounts, withdrawals (partial surrenders) are taxable until gain is exhausted. Due to this, cash flow illustrated from the tax deferred account in this presentation is the after tax result of withdrawals of a higher amount.

With cash value life insurance policies, withdrawals (also known as partial surrenders) are income-tax free up to cost basis and taxable thereafter. Policy loans are income-tax free so long as the policy stays in force until death. The source of the cash flow from the life insurance policy in this presentation is policy loans.

Note: Policy loans reduce policy cash values and death benefits, and the lapse of a loaned policy could result in severe tax ramifications to the policy owner. Be sure to consult a professional tax adviser if you have any questions about this issue.

## Cash Flow Analysis In Year 21

Below is an analysis of tax calculations on cash flow in the first year that cash flow from the Tax Deferred Account and Indexed Universal Life is illustrated.

Tax Deferred Account

|  | $\$ 158,730$ |
| ---: | ---: | ---: | ---: |
| + | gain in contract withdrawn @ $37.00 \%$ tax to net |
| additional non-taxed withdrawal to net |  |$+$| $\$ 100,000$ |
| ---: |
| + |

## Indexed Universal Life

There are no tax calculations required for the life insurance policy since policy loans are not taxable

[^1]
# Various Financial Alternatives vs. Indexed Universal Life 

Presented By: [Licensed user's name appears here]

## Taxation of Equity Mutual Fund Cash Flow

With equity accounts, dividends are taxed and the after tax balance is either reinvested or used for scheduled cash flow. Capital gains tax calculations are based upon a ratio of asset value to remaining cost basis in any given year.

With cash value life insurance policies, withdrawals (also known as partial surrenders) are income-tax free up to cost basis and taxable thereafter. Policy loans are income-tax free so long as the policy stays in force until death. The source of the cash flow from the life insurance policy in this presentation is policy loans.

Note: Policy loans reduce policy cash values and death benefits, and the lapse of a loaned policy could result in severe tax ramifications to the policy owner. Be sure to consult a professional tax adviser if you have any questions about this issue.

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Tax Deferred Account

| Tax Deferred |  |  |
| :---: | :---: | :---: |
| Account | Income | Initial |
| Yield | Tax Rate | Payment |
| $6.90 \%$ | $37.00 \%$ | 25,000 |


| Year |  | Tax Deferred Account |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Male Age | (1) <br> Annual Deposit | (2) <br> After Tax Cash Flow | (3) <br> Gross <br> Yield <br> 6.90\% | (4) <br> Tax <br> Deferred Ending Balance | (5) <br> After Tax Values |
| 1 | 45 | 25,000 | 0 | 1,725 | 26,725 | 26,087 |
| 2 | 46 | 25,000 | 0 | 3,569 | 55,294 | 53,335 |
| 3 | 47 | 25,000 | 0 | 5,540 | 85,834 | 81,825 |
| 4 | 48 | 25,000 | 0 | 7,648 | 118,482 | 111,644 |
| 5 | 49 | 25,000 | 0 | 9,900 | 153,382 | 142,881 |
| 6 | 50 | 25,000 | 0 | 12,308 | 190,690 | 175,635 |
| 7 | 51 | 25,000 | 0 | 14,883 | 230,573 | 210,011 |
| 8 | 52 | 25,000 | 0 | 17,635 | 273,208 | 246,121 |
| 9 | 53 | 25,000 | 0 | 20,576 | 318,784 | 284,084 |
| 10 | 54 | 25,000 | 0 | 23,721 | 367,505 | 324,028 |
| 11 | 55 | 25,000 | 0 | 27,083 | 419,588 | 366,090 |
| 12 | 56 | 25,000 | 0 | 30,677 | 475,265 | 410,417 |
| 13 | 57 | 25,000 | 0 | 34,518 | 534,783 | 457,163 |
| 14 | 58 | 25,000 | 0 | 38,625 | 598,408 | 506,497 |
| 15 | 59 | 25,000 | 0 | 43,015 | 666,423 | 558,596 |
| 16 | 60 | 25,000 | 0 | 47,708 | 739,131 | 613,653 |
| 17 | 61 | 25,000 | 0 | 52,725 | 816,856 | 671,869 |
| 18 | 62 | 25,000 | 0 | 58,088 | 899,944 | 733,465 |
| 19 | 63 | 25,000 | 0 | 63,821 | 988,765 | 798,672 |
| 20 | 64 | 25,000 | 0 | 69,950 | 1,083,715 | 867,740 |
| 21 | 65 | 0 | 100,000 | 63,824 | 988,809 | 807,950 |
| 22 | 66 | 0 | 100,000 | 57,275 | 887,354 | 744,033 |
| 23 | 67 | 0 | 100,000 | 50,275 | 778,899 | 675,706 |
| 24 | 68 | 0 | 100,000 | 42,792 | 662,961 | 602,665 |
| 25 | 69 | 0 | 100,000 | 34,792 | 539,023 | 524,584 |
| 26 | 70 | 0 | 100,000 | 29,296 | 453,880 | 443,041 |
| 27 | 71 | 0 | 100,000 | 23,670 | 366,711 | 357,953 |
| 28 | 72 | 0 | 100,000 | 17,799 | 275,752 | 269,166 |
| 29 | 73 | 0 | 100,000 | 11,672 | 180,838 | 176,519 |
| 30 | 74 | 0 | 100,000 | 5,280 | 81,799 | 79,846 |
|  |  | 500,000 | 1,000,000 |  |  |  |

Note: Tax Deferred Account values do not reflect surrender charges or market rate adjustments, if any.

Tax Deferred Account is assessed:
Income tax each year. Column (5) values are after tax.
Withdrawals are taxable until gain is exhausted. Due to this, any withdrawals reflected in Column (2) have been grossed up so the after tax net is equal to the amount shown.

Tax Deferred Account values are not guaranteed and may be higher or lower than illustrated.

30 Year Summary

|  | Tax Deferred Account |
| :--- | ---: |
| After Tax Payments | 500,000 |
| After Tax Cash Flow | $1,000,000$ |
| Living Values | 81,799 |
| Death Benefit | 79,846 |

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Tax Deferred Account

| Tax Deferred |  |  |
| :---: | :---: | :---: |
| Account | Income | Initial |
| Yield | Tax Rate | Payment |
| $6.90 \%$ | $37.00 \%$ | 25,000 |


| Year |  | Tax Deferred Account |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Male Age | (1) <br> Annual Deposit | (2) <br> After Tax Cash Flow | (3) <br> Gross Yield 6.90\% | (4) <br> Tax Deferred Ending Balance | (5) <br> After Tax Values |
| 31 | 75 | 0 | 79,846 | 0 | 0 | 0 |
| 32 | 76 | 0 | 0 | 0 | 0 | 0 |
| 33 | 77 | 0 | 0 | 0 | 0 | 0 |
| 34 | 78 | 0 | 0 | 0 | 0 | 0 |
| 35 | 79 | 0 | 0 | 0 | 0 | 0 |
| 36 | 80 | 0 | 0 | 0 | 0 | 0 |
| 37 | 81 | 0 | 0 | 0 | 0 | 0 |
| 38 | 82 | 0 | 0 | 0 | 0 | 0 |
| 39 | 83 | 0 | 0 | 0 | 0 | 0 |
| 40 | 84 | 0 | 0 | 0 | 0 | 0 |
| 41 | 85 | 0 | 0 | 0 | 0 | 0 |
| 42 | 86 | 0 | 0 | 0 | 0 | 0 |
| 43 | 87 | 0 | 0 | 0 | 0 | 0 |
| 44 | 88 | 0 | 0 | 0 | 0 | 0 |
| 45 | 89 | 0 | 0 | 0 | 0 | 0 |
| 46 | 90 | 0 | 0 | 0 | 0 | 0 |
| 47 | 91 | 0 | 0 | 0 | 0 | 0 |
| 48 | 92 | 0 | 0 | 0 | 0 | 0 |
| 49 | 93 | 0 | 0 | 0 | 0 | 0 |
| 50 | 94 | 0 | 0 | 0 | 0 | 0 |
| 51 | 95 | 0 | 0 | 0 | 0 | 0 |
| 52 | 96 | 0 | 0 | 0 | 0 | 0 |
| 53 | 97 | 0 | 0 | 0 | 0 | 0 |
| 54 | 98 | 0 | 0 | 0 | 0 | 0 |
| 55 | 99 | 0 | 0 | 0 | 0 | 0 |

Tax Deferred Account values are not guaranteed and may be higher or lower than illustrated.

55 Year Summary

|  | Tax Deferred Account |
| :--- | ---: |
| After Tax Payments | 500,000 |
| After Tax Cash Flow | $1,079,846$ |
| Living Values | 0 |
| Death Benefit | 0 |

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Details of the Tax Deferred Account

| Tax Deferred |  |  |
| :---: | :---: | :---: |
| Account | Income | Initial |
| Yield | Tax Rate | Payment |
| $6.90 \%$ | $37.00 \%$ | 25,000 |


| Year | $\begin{gathered} \text { Male } \\ \text { Age } \end{gathered}$ | Tax Deferred Account |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (1) <br> Beginning of Year Value of Account | (2) <br> Annual <br> Deposit to the Account | (3) Beginning of Year Cost Basis | (4) <br> Beginning of Year Before Tax Withdrawal | (5) Gain in Contract Withdrawn | (6) Taxable Portion of Withdrawal Column (5) | (7) <br> After Tax <br> Value of Column (6) | (8) Tax Free Portion of Withdrawal (4) - (5) | (9) <br> Ending Balance | (10) <br> After Tax Cash Flow $(7)+(8)$ |
| 1 | 45 | 0 | 25,000 | 25,000 | 0 | 0 | 0 | 0 | 0 | 26,725 | 0 |
| 2 | 46 | 26,725 | 25,000 | 50,000 | 0 | 0 | 0 | 0 | 0 | 55,294 | 0 |
| 3 | 47 | 55,294 | 25,000 | 75,000 | 0 | 0 | 0 | 0 | 0 | 85,834 | 0 |
| 4 | 48 | 85,834 | 25,000 | 100,000 | 0 | 0 | 0 | 0 | 0 | 118,482 | 0 |
| 5 | 49 | 118,482 | 25,000 | 125,000 | 0 | 0 | 0 | 0 | 0 | 153,382 | 0 |
| 6 | 50 | 153,382 | 25,000 | 150,000 | 0 | 0 | 0 | 0 | 0 | 190,690 | 0 |
| 7 | 51 | 190,690 | 25,000 | 175,000 | 0 | 0 | 0 | 0 | 0 | 230,573 | 0 |
| 8 | 52 | 230,573 | 25,000 | 200,000 | 0 | 0 | 0 | 0 | 0 | 273,208 | 0 |
| 9 | 53 | 273,208 | 25,000 | 225,000 | 0 | 0 | 0 | 0 | 0 | 318,784 | 0 |
| 10 | 54 | 318,784 | 25,000 | 250,000 | 0 | 0 | 0 | 0 | 0 | 367,505 | 0 |
| 11 | 55 | 367,505 | 25,000 | 275,000 | 0 | 0 | 0 | 0 | 0 | 419,588 | 0 |
| 12 | 56 | 419,588 | 25,000 | 300,000 | 0 | 0 | 0 | 0 | 0 | 475,265 | 0 |
| 13 | 57 | 475,265 | 25,000 | 325,000 | 0 | 0 | 0 | 0 | 0 | 534,783 | 0 |
| 14 | 58 | 534,783 | 25,000 | 350,000 | 0 | 0 | 0 | 0 | 0 | 598,408 | 0 |
| 15 | 59 | 598,408 | 25,000 | 375,000 | 0 | 0 | 0 | 0 | 0 | 666,423 | 0 |
| 16 | 60 | 666,423 | 25,000 | 400,000 | 0 | 0 | 0 | 0 | 0 | 739,131 | 0 |
| 17 | 61 | 739,131 | 25,000 | 425,000 | 0 | 0 | 0 | 0 | 0 | 816,856 | 0 |
| 18 | 62 | 816,856 | 25,000 | 450,000 | 0 | 0 | 0 | 0 | 0 | 899,944 | 0 |
| 19 | 63 | 899,944 | 25,000 | 475,000 | 0 | 0 | 0 | 0 | 0 | 988,765 | 0 |
| 20 | 64 | 988,765 | 25,000 | 500,000 | 0 | 0 | 0 | 0 | 0 | 1,083,715 | 0 |
| 21 | 65 | 1,083,715 | 0 | 500,000 | 158,730 | 158,730 | 158,730 | 100,000 | 0 | 988,809 | 100,000 |
| 22 | 66 | 988,809 | 0 | 500,000 | 158,730 | 158,730 | 158,730 | 100,000 | 0 | 887,354 | 100,000 |
| 23 | 67 | 887,354 | 0 | 500,000 | 158,730 | 158,730 | 158,730 | 100,000 | 0 | 778,899 | 100,000 |
| 24 | 68 | 778,899 | 0 | 500,000 | 158,730 | 158,730 | 158,730 | 100,000 | 0 | 662,961 | 100,000 |
| 25 | 69 | 662,961 | 0 | 500,000 | 158,730 | 158,730 | 158,730 | 100,000 | 0 | 539,023 | 100,000 |
| 26 | 70 | 539,023 | 0 | 500,000 | 114,439 | 39,023 | 39,023 | 24,584 | 75,416 | 453,880 | 100,000 |
| 27 | 71 | 453,880 | 0 | 424,584 | 110,839 | 29,296 | 29,296 | 18,456 | 81,544 | 366,711 | 100,000 |
| 28 | 72 | 366,711 | 0 | 343,041 | 108,758 | 23,670 | 23,670 | 14,912 | 85,088 | 275,752 | 100,000 |
| 29 | 73 | 275,752 | 0 | 257,953 | 106,586 | 17,799 | 17,799 | 11,213 | 88,787 | 180,838 | 100,000 |
| 30 | 74 | 180,838 | 0 | 169,166 | 104,319 | 11,672 | 11,672 | 7,353 | 92,647 | 81,799 | 100,000 |
|  |  |  | 500,000 |  | 1,338,591 |  | 915,110 | 576,518 | 423,482 |  | 1,000,000 |

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]
Details of the Tax Deferred Account

| Tax Deferred |  |  |
| :---: | :---: | :---: |
| Account | Income | Initial |
| Yield | Tax Rate | Payment |
| $6.90 \%$ | $37.00 \%$ | 25,000 |


| Year |  | Tax Deferred Account |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Male Age | (1) <br> Beginning of Year Value of Account | (2) <br> Annual <br> Deposit to the <br> Account | (3) Beginning of Year Cost Basis | (4) <br> Beginning of Year Before Tax Withdrawal | (5) <br> Gain <br> in <br> Contract <br> Withdrawn | (6) <br> Taxable Portion of Withdrawal Column (5) | (7) <br> After Tax <br> Value of Column (6) | (8) <br> Tax Free Portion of Withdrawal (4) - (5) | (9) <br> Ending <br> Balance | (10) <br> After Tax Cash Flow (7) + (8) |
| 31 | 75 | 81,799 | 0 | 76,519 | 81,799 | 5,280 | 5,280 | 3,326 | 76,519 | 0 | 79,846 |
| 32 | 76 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 33 | 77 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 34 | 78 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 35 | 79 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 36 | 80 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 37 | 81 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 38 | 82 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 39 | 83 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 40 | 84 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 41 | 85 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 42 | 86 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 43 | 87 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 44 | 88 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 45 | 89 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 46 | 90 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 47 | 91 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 48 | 92 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 49 | 93 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 50 | 94 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 51 | 95 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 52 | 96 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 53 | 97 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 54 | 98 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 55 | 99 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

## Various Financial Alternatives vs. Indexed Universal Life

## Equity Mutual Fund Details


*The composite capital gains tax rate includes $40.00 \%$ short-term gains subject to ordinary income tax and $60.00 \%$ long-term gains subject to capital gains tax. The individual tax rates used to create the composite tax rate are:
Capital Gains Tax: 25.00\%
Income Tax: 37.00\%
${ }^{* *}$ Column (7) is reduced by a $0.50 \%$ management fee.
(To review turnover calculations, see the Details of Portfolio Turnover report.)

Capital gains tax calculations are based upon a ratio of asset value to remaining cost basis in any given year.

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Equity Mutual Fund Details

| Equity | Equity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mutual Fund | Mutual Fund | Dividend | Income | Composite Capital | Turnover |
| Growth | Dividend | Tax Rate | Tax Rate | Gains Tax Rate* | Assumption |
| 6.90\% | 2.00\% | 25.00\% | 37.00\% | 29.80\% | 50.00\% |



$$
500,000 \quad 1,321,870 \quad 1,049,472 \quad 120,724
$$

$107,419 \quad 1,300,900 \quad 1,408,319$
*The composite capital gains tax rate includes $40.00 \%$ short-term gains subject to ordinary income tax and $60.00 \%$ long-term gains subject to capital gains tax. The individual tax rates used to create the composite tax rate are:

$$
\begin{array}{ll}
\text { Capital Gains Tax: } 25.00 \% & \text { (To review turnover calculations, see the Details of } \\
\text { Income Tax: } 37.00 \% & \text { Portfolio Turnover report.) }
\end{array}
$$

${ }^{* *}$ Column (7) is reduced by a $0.50 \%$ management fee.

Capital gains tax calculations are based upon a ratio of asset value to remaining cost basis in any given year.

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]
Equity Mutual Fund Portfolio Turnover Details
Equity
Mutual Fund
Growth
$6.90 \%$
Equity
Mutual Fund
Dividend
$2.00 \%$

| Dividend | Income |
| :---: | :---: |
| Tax Rate | Tax Rate |
| $25.00 \%$ | $37.00 \%$ |


| Composite Capital | Turnover |
| :---: | :---: |
| Gains Tax Rate* | Assumption |
| $29.80 \%$ | $50.00 \%$ |


*The composite capital gains tax rate includes $40.00 \%$ short-term gains subject to ordinary income tax and $60.00 \%$ long-term gains subject to capital gains tax. The individual tax rates used to create the composite tax rate are:

Capital Gains Tax: 25.00\%
Income Tax: 37.00\%
**Fees:
Column (11) is reduced by a $0.50 \%$ management fee.

Capital gains tax calculations are based upon a ratio of asset value to remaining cost basis in any given year.

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Equity Mutual Fund Portfolio Turnover Details

| Equity | Equity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mutual Fund | Mutual Fund | Dividend | Income | Composite Capital | Turnover |
| Growth | Dividend | Tax Rate | Tax Rate | Gains Tax Rate* | Assumption |
| $6.90 \%$ | $2.00 \%$ | $25.00 \%$ | $37.00 \%$ | $29.80 \%$ | $50.00 \%$ |


| Yr | $\begin{gathered} \text { Male } \\ \text { Age } \end{gathered}$ | (1) <br> Beginning of Year Cost Basis | (2) <br> Annual <br> Deposit to the Account | (3) <br> Sale of Equities to Fund Cash Flow | (4) <br> Capital Growth | (5) <br> After Tax Reinvested Dividends | (6) <br> Account Value Before Turnover | (7) <br> Adjusted Cost Basis | (8) <br> Sale of Equities Caused by Turnover | (9) <br> Cost Basis Used by Turnover | (10) <br> After Tax <br> Reinvested <br> Turnover | (11)** <br> Year End <br> Value of Account After Turnover |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 31 | 75 | 358,763 | 0 | 97,329 | 19,441 | 0 | 301,200 | 266,653 | 150,600 | 133,326 | 145,452 | 294,572 |
| 32 | 76 | 278,779 | 0 | 98,637 | 13,520 | 0 | 209,455 | 185,430 | 104,728 | 92,715 | 101,148 | $\square 204,846$ |
| 33 | 77 | 193,863 | 0 | 100,026 | 7,233 | 0 | 112,053 | 99,200 | 56,027 | 49,600 | 54,111 | 1 109,587 |
| 34 | 78 | 103,711 | 0 | 101,501 | 558 | 0 | 8,644 | 7,653 | 4,322 | 3,826 | 4,174 | 8,454 |
| 35 | 79 | 8,000 | 0 | 8,454 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 36 | 80 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 37 | 81 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 38 | 82 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 39 | 83 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 40 | 84 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 41 | 85 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 42 | 86 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 43 | 87 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 44 | 88 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 45 | 89 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 46 | 90 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 47 | 91 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 48 | 92 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 49 | 93 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 50 | 94 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 51 | 95 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 52 | 96 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 53 | 97 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 54 | 98 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 55 | 99 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

$$
500,000
$$

*The composite capital gains tax rate includes $40.00 \%$ short-term gains subject to ordinary income tax and $60.00 \%$ long-term gains subject to capital gains tax. The individual tax rates used to create the composite tax rate are:

$$
\begin{aligned}
& \text { Capital Gains Tax: } 25.00 \% \\
& \text { Income Tax: } 37.00 \%
\end{aligned}
$$

**Fees:
Column (11) is reduced by a $0.50 \%$ management fee.

Capital gains tax calculations are based upon a ratio of asset value to remaining cost basis in any given year.

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Comparison of Plan Costs - Taxable Account vs. Indexed UL

|  |  |  | Taxable Account Yield 6.90\% | Rate In | xed UL est Rate .90\% | Initial <br> Death Benefit 586,790 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Taxable Account |  |  |  | Indexed UL* |  |
| $\begin{array}{cc}  & \text { Male } \\ \text { Year } & \text { Age } \end{array}$ |  | Premium | (2) <br> Mgmt <br> Fee | (3) <br> Taxes | (4) <br> Taxable Account Total Annual Costs | (5) <br> Taxable Account Cum. Total Costs | (6) <br> Policy <br> Total <br> Annual <br> Costs | (7) <br> Policy <br> Cum. <br> Total <br> Costs |
| 1 | 45 | 25,000 | 134 | 638 | 772 | 772 | 4,559 | 4,559 |
| 2 | 46 | 25,000 | 272 | 1,301 | 1,573 | 2,345 | 4,571 | 9,130 |
| 3 | 47 | 25,000 | 416 | 1,989 | 2,405 | 4,750 | 4,571 | 13,701 |
| 4 | 48 | 25,000 | 566 | 2,703 | 3,269 | 8,019 | 4,571 | 18,272 |
| 5 | 49 | 25,000 | 721 | 3,444 | 4,165 | 12,184 | 4,571 | 22,843 |
| 6 | 50 | 25,000 | 882 | 4,214 | 5,096 | 17,280 | 4,571 | 27,414 |
| 7 | 51 | 25,000 | 1,049 | 5,012 | 6,061 | 23,341 | 4,571 | 31,985 |
| 8 | 52 | 25,000 | 1,223 | 5,842 | 7,065 | 30,406 | 4,571 | 36,556 |
| 9 | 53 | 25,000 | 1,403 | 6,703 | 8,106 | 38,512 | 4,571 | 41,127 |
| 10 | 54 | 25,000 | 1,590 | 7,597 | 9,187 | 47,699 | 3,572 | 44,699 |
| 11 | 55 | 25,000 | 1,785 | 8,524 | 10,309 | - 58,008 | 3,578 | 48,277 |
| 12 | 56 | 25,000 | 1,986 | 9,488 | 11,474 | 69,482 | 3,588 | 51,865 |
| 13 | 57 | 25,000 | 2,196 | 10,488 | 12,684 | 82,166 | 3,605 | 55,470 |
| 14 | 58 | 25,000 | 2,413 | 11,526 | 13,939 | 96,105 | 3,607 | 59,077 |
| 15 | 59 | 25,000 | 2,639 | 12,603 | 15,242 | 111,347 | 3,607 | 62,684 |
| 16 | 60 | 25,000 | 2,873 | 13,722 | 16,595 | 127,942 | 2,675 | 65,359 |
| 17 | 61 | 25,000 | 3,116 | 14,884 | 18,000 | 145,942 | 2,922 | 68,281 |
| 18 | 62 | 25,000 | 3,368 | 16,089 | 19,457 | 165,399 | 3,196 | 71,477 |
| 19 | 63 | 25,000 | 3,631 | 17,341 | 20,972 | 186,371 | 3,493 | 74,970 |
| 20 | 64 | 25,000 | 3,903 | 18,640 | 22,543 | 208,914 | 3,818 | 78,788 |
| 21 | 65 | 0 | 3,517 | 16,798 | 20,315 | 229,229 | 1,170 | 79,958 |
| 22 | 66 | 0 | 3,116 | 14,885 | 18,001 | 247,230 | 1,334 | 81,292 |
| 23 | 67 | 0 | 2,701 | 12,900 | 15,601 | 262,831 | 1,511 | 82,803 |
| 24 | 68 | 0 | 2,269 | 10,839 | 13,108 | 275,939 | 1,709 | 84,512 |
| 25 | 69 | 0 | 1,821 | 8,699 | 10,520 | 286,459 | 1,915 | 86,427 |
| 26 | 70 | 0 | 1,356 | 6,478 | 7,834 | 294,293 | 2,113 | 88,540 |
| 27 | 71 | 0 | 873 | 4,172 | 5,045 | 299,338 | 2,162 | 90,702 |
| 28 | 72 | 0 | 372 | 1,778 | 2,150 | 301,488 | 2,175 | 92,877 |
| 29 | 73 | 0 | 0 | 0 | 0 | 301,488 | 2,115 | 94,992 |
| 30 | 74 | 0 | 0 | 0 | 0 | 301,488 | 1,958 | 96,950 |
|  |  | 500,000 | 52,191 | 249,297 | 301,488 |  | 96,950 |  |

30 Year Summary

|  | Cumulative Plan Costs | After Tax Cash Flow | Living Value | Death Benefit |
| :---: | :---: | :---: | :---: | :---: |
| Taxable Account | 301,488 | 872,283 | 0 | 0 |
| Indexed UL | 96,950 | 1,000,000 | 767,034 | 913,173 |

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Comparison of Plan Costs - Taxable Account vs. Indexed UL



## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Comparison of Plan Costs - Tax Deferred Account vs. Indexed UL

| Year | Male Age | Tax Deferred Account Yield 6.90\% | Income <br> Tax Rate 37.00\% | Indexed UL <br> Interest Rate 6.90\% |  | Initial Death Benefit 586,790 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Tax Deferred Account |  |  | Indexed UL* |  |
|  |  | (1) <br>  <br> Premium | (2) <br> Taxes | (3) <br> Tax Deferred Account Total Annual Costs | (4) <br> Tax Deferred Account Cum. <br> Total Costs | (5) <br> Policy <br> Total <br> Annual <br> Costs | (6) <br> Policy Cum. <br> Total Costs |
| 1 | 45 | 25,000 | 0 | 0 | 0 | 4,559 | 4,559 |
| 2 | 46 | 25,000 | 0 | 0 | 0 | 4,571 | 9,130 |
| 3 | 47 | 25,000 | 0 | 0 | 0 | 4,571 | 13,701 |
| 4 | 48 | 25,000 | 0 | 0 | 0 | 4,571 | 18,272 |
| 5 | 49 | 25,000 | 0 | 0 | 0 | 4,571 | 22,843 |
| 6 | 50 | 25,000 | 0 | 0 | 0 | 4,571 | 27,414 |
| 7 | 51 | 25,000 | 0 | 0 | 0 | 4,571 | 31,985 |
| 8 | 52 | 25,000 | 0 | 0 | 0 | 4,571 | 36,556 |
| 9 | 53 | 25,000 | 0 | 0 | 0 | 4,571 | 41,127 |
| 10 | 54 | 25,000 | 0 | 0 | 0 | 3,572 | 44,699 |
| 11 | 55 | 25,000 | 0 | 0 | 0 | 3,578 | 48,277 |
| 12 | 56 | 25,000 | 0 | 0 | 0 | 3,588 | [1. 51,865 |
| 13 | 57 | 25,000 | 0 | 0 | 0 | 3,605 | [ 55,470 |
| 14 | 58 | 25,000 | 0 | 0 | 0 | 3,607 | [ 59,077 |
| 15 | 59 | 25,000 | 0 | 0 | 0 | 3,607 | - 62,684 |
| 16 | 60 | 25,000 | 0 | 0 | 0 | 2,675 | - 65,359 |
| 17 | 61 | 25,000 | 0 | 0 | 0 | 2,922 | [ 68,281 |
| 18 | 62 | 25,000 | 0 | 0 | 0 | 3,196 | - 71,477 |
| 19 | 63 | 25,000 | 0 | 0 | 0 | 3,493 | $\square \quad \mathbf{7 4 , 9 7 0}$ |
| 20 | 64 | 25,000 | 0 | 0 | 0 | 3,818 | 78,788 |
| 21 | 65 | 0 | 58,730 | 58,730 | $\square 58,730$ | 1,170 | - 79,958 |
| 22 | 66 | 0 | 58,730 | 58,730 | - 117,460 | 1,334 | - 81,292 |
| 23 | 67 | 0 | 58,730 | 58,730 | 176,190 | 1,511 | - 82,803 |
| 24 | 68 | 0 | 58,730 | 58,730 | 234,920 | 1,709 | $\square \mathbf{8 4 , 5 1 2}$ |
| 25 | 69 | 0 | 58,730 | 58,730 | 293,650 | 1,915 | $\square 86,427$ |
| 26 | 70 | 0 | 14,439 | 14,439 | 308,089 | 2,113 | $\square \mathbf{8 8 , 5 4 0}$ |
| 27 | 71 | 0 | 10,839 | 10,839 | 318,928 | 2,162 | $\square 90,702$ |
| 28 | 72 | 0 | 8,758 | 8,758 | 327,686 | 2,175 | $\square \mathbf{9 2 , 8 7 7}$ |
| 29 | 73 | 0 | 6,586 | 6,586 | 334,272 | 2,115 | $\square 94,992$ |
| 30 | 74 | 0 | 4,319 | 4,319 | 338,591 | 1,958 | $\square 96,950$ |
|  |  | 500,000 | 338,591 | 338,591 |  | 96,950 |  |

30 Year Summary
*This illustration assumes the nonguaranteed values 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 basic illustration from the issuing life insurance company.

|  | Cumulative Plan Costs | After Tax Cash Flow | Living Value | Death Benefit |
| :---: | :---: | :---: | :---: | :---: |
| Tax Deferred Account | 338,591 | 1,000,000 | 79,846 | 79,846 |
| Indexed UL | 96,950 | 1,000,000 | 767,034 | 913,173 |

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Comparison of Plan Costs - Tax Deferred Account vs. Indexed UL

|  |  | Tax Deferred Account Yield 6.90\% | Income <br> Tax Rate 37.00\% | Indexed UL Interest Rate 6.90\% |  | Initial Death Benefit 586,790 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | x Deferred Acco | ount | Index | UL* |
| Year | Male Age | (1) | (2) <br> Taxes | (3) <br> Tax Deferred Account Total Annual Costs | (4) <br> Tax Deferred Account Cum. <br> Total <br> Costs | (5) <br> Policy <br> Total <br> Annual <br> Costs | (6) <br> Policy Cum. <br> Total Costs |
| 31 | 75 | 0 | 1,953 | 1,953 | 340,544 | 1,672 | - 98,622 |
| 32 | 76 | 0 | 0 | 0 | 340,544 | 1,973 | 100,595 |
| 33 | 77 | 0 | 0 | 0 | 340,544 | 2,325 | 102,920 |
| 34 | 78 | 0 | 0 | 0 | 340,544 | 2,743 | 105,663 |
| 35 | 79 | 0 | 0 | 0 | 340,544 | 3,229 | 108,892 |
| 36 | 80 | 0 | 0 | 0 | 340,544 | 3,829 | 112,721 |
| 37 | 81 | 0 | 0 | 0 | 340,544 | 4,624 | -117,345 |
| 38 | 82 | 0 | 0 | 0 | 340,544 | 5,575 | 122,920 |
| 39 | 83 | 0 | 0 | 0 | 340,544 | 6,720 | 129,640 |
| 40 | 84 | 0 | 0 | 0 | 340,544 | 8,320 | 137,960 |
| 41 | 85 | 0 | 0 | 0 | 340,544 | 10,435 | 148,395 |
| 42 | 86 | 0 | 0 | 0 | 340,544 | 12,870 | 161,265 |
| 43 | 87 | 0 | 0 | 0 | 340,544 | 15,896 | 177,161 |
| 44 | 88 | 0 | 0 | 0 | 340,544 | 19,833 | 196,994 |
| 45 | 89 | 0 | 0 | 0 | 340,544 | 24,698 | 221,692 |
| 46 | 90 | 0 | 0 | 0 | 340,544 | 30,740 | 252,432 |
| 47 | 91 | 0 | 0 | 0 | 340,544 | 30,596 | 283,028 |
| 48 | 92 | 0 | 0 | 0 | 340,544 | 28,406 | 311,434 |
| 49 | 93 | 0 | 0 | 0 | 340,544 | 23,204 | 334,638 |
| 50 | 94 | 0 | 0 | 0 | 340,544 | 14,023 | 348,661 |
| 51 | 95 | 0 | 0 | 0 | 340,544 | 90 | 348,751 |
| 52 | 96 | 0 | 0 | 0 | 340,544 | 90 | 348,841 |
| 53 | 97 | 0 | 0 | 0 | 340,544 | 90 | 348,931 |
| 54 | 98 | 0 | 0 | 0 | 340,544 | 90 | 349,021 |
| 55 | 99 | 0 | 0 | 0 | 340,544 | 90 | 349,111 |

$\overline{500,000}$
$\overline{340,544} \quad 340,544$

349,111
*This illustration assumes the nonguaranteed values 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 basic illustration from the issuing life insurance company.

|  | Cumulative Plan Costs | After Tax Cash Flow | Living Value | Death Benefit |
| :---: | :---: | :---: | :---: | :---: |
| Tax Deferred Account | 340,544 | 1,079,846 | 0 | 0 |
| Indexed UL | 349,111 | 3,500,000 | 1,298,987 | 1,298,987 |

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Comparison of Plan Costs - Equity Mutual Fund vs. Indexed UL

| Equity | Equity |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mutual Fund | Mutual Fund | Dividend | Income | Composite Capital | Turnover | Indexed UL | Initial |
| Growth | Dividend | Tax Rate | Tax Rate | Gains Tax Rate | Assumption | Interest Rate | Death Benefit |
| $6.90 \%$ | $2.00 \%$ | $25.00 \%$ | $37.00 \%$ | $29.80 \%$ | $50.00 \%$ | $6.90 \%$ | 586,790 |


| Year | Male <br> Age |  | Equity Mutual Fund |  |  |  | Indexed UL* |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (1) | (2) <br> Mgmt Fee | (3) <br> Taxes | (4) <br> Equity Mutual Fund Total Annual Costs | (5) <br> Equity Mutual Fund Cum. Total Costs | (6) <br> Policy <br> Total <br> Annual <br> Costs | (7) <br> Policy <br> Cum. <br> Total <br> Costs |
| 1 | 45 | 25,000 | 134 | 382 | 516 | 516 | 4,559 | 4,559 |
| 2 | 46 | 25,000 | 276 | 899 | 1,175 | 1,691 | 4,571 | 9,130 |
| 3 | 47 | 25,000 | 427 | 1,504 | 1,931 | 3,622 | 4,571 | 13,701 |
| 4 | 48 | 25,000 | 587 | 2,174 | 2,761 | 6,383 | 4,571 | 18,272 |
| 5 | 49 | 25,000 | 757 | 2,899 | 3,656 | 10,039 | 4,571 | 22,843 |
| 6 | 50 | 25,000 | 937 | 3,676 | 4,613 | 14,652 | 4,571 | 27,414 |
| 7 | 51 | 25,000 | 1,129 | 4,503 | 5,632 | 20,284 | 4,571 | 31,985 |
| 8 | 52 | 25,000 | 1,332 | 5,383 | 6,715 | 26,999 | 4,571 | 36,556 |
| 9 | 53 | 25,000 | 1,547 | 6,318 | 7,865 | - 34,864 | 4,571 | 41,127 |
| 10 | 54 | 25,000 | 1,775 | 7,309 | 9,084 | - 43,948 | 3,572 | 44,699 |
| 11 | 55 | 25,000 | 2,018 | 8,360 | 10,378 | - 54,326 | 3,578 | 48,277 |
| 12 | 56 | 25,000 | 2,274 | 9,477 | 11,751 | - 66,077 | 3,588 | - 51,865 |
| 13 | 57 | 25,000 | 2,547 | 10,659 | 13,206 | $\square \mathbf{7 9 , 2 8 3}$ | 3,605 | 55,470 |
| 14 | 58 | 25,000 | 2,836 | 11,915 | 14,751 | $\square 94,034$ | 3,607 | - 59,077 |
| 15 | 59 | 25,000 | 3,142 | 13,246 | 16,388 | $\square 110,422$ | 3,607 | - 62,684 |
| 16 | 60 | 25,000 | 3,468 | 14,658 | 18,126 | 128,548 | 2,675 | - 65,359 |
| 17 | 61 | 25,000 | 3,812 | 16,156 | 19,968 | 148,516 | 2,922 | 68,281 |
| 18 | 62 | 25,000 | 4,178 | 17,744 | 21,922 | 170,438 | 3,196 | - 71,477 |
| 19 | 63 | 25,000 | 4,566 | 19,428 | 23,994 | 194,432 | 3,493 | - $\mathbf{7 4 , 9 7 0}$ |
| 20 | 64 | 25,000 | 4,977 | 21,216 | 26,193 | 220,625 | 3,818 | - 78,788 |
| 21 | 65 | 0 | 4,747 | 22,051 | 26,798 | 247,423 | 1,170 | - 79,958 |
| 22 | 66 | 0 | 4,502 | 21,228 | 25,730 | 273,153 | 1,334 | - 81,292 |
| 23 | 67 | 0 | 4,240 | 20,196 | 24,436 | 297,589 | 1,511 | - 82,803 |
| 24 | 68 | 0 | 3,962 | 19,030 | 22,992 | 320,581 | 1,709 | - 84,512 |
| 25 | 69 | 0 | 3,667 | 17,756 | 21,423 | 342,004 | 1,915 | - 86,427 |
| 26 | 70 | 0 | 3,354 | 16,388 | 19,742 | 361,746 | 2,113 | - 88,540 |
| 27 | 71 | 0 | 3,022 | 14,929 | 17,951 | 379,697 | 2,162 | - 90,702 |
| 28 | 72 | 0 | 2,668 | 13,376 | 16,044 | 395,741 | 2,175 | -92,877 |
| 29 | 73 | 0 | 2,293 | 11,726 | 14,019 | 409,760 | 2,115 | - 94,992 |
| 30 | 74 | 0 | 1,895 | 9,972 | 11,867 | 421,627 | 1,958 | - 96,950 |
|  |  | 500,000 | 77,069 | 344,558 | 421,627 |  | 96,950 |  |

30 Year Summary
*This illustration assumes the nonguaranteed values 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 basic illustration from the issuing life insurance company.

## Various Financial Alternatives vs. Indexed Universal Life

Presented By: [Licensed user's name appears here]

## Comparison of Plan Costs - Equity Mutual Fund vs. Indexed UL

| Equity Mutual Fund Growth 6.90\% | Equity <br> Mutual Fund Dividend 2.00\% |  | Dividend Tax Rate 25.00\% | Income Tax Rate 37.00\% | Composite Capital Gains Tax Rate 29.80\% |  | Turnover Assumption 50.00\% | Indexed UL Interest Rate 6.90\% | Initial <br> Death Benefit 586,790 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Equity M | utual Fund |  | Indexed |  |
| Year | Male Age | 1 (1) <br>  <br> Premium |  | (2) <br> Mgmt <br> Fee | (3) <br> Taxes | (4) <br> Equity Mutual Fund Total Annual Costs | (5) <br> Equity Mutual Fund Cum. <br> Total Costs | (6) <br> Policy <br> Total <br> Annual <br> Costs | (7) <br> Policy <br> Cum. <br> Total <br> Costs |
| 31 | 75 | 0 | 0 | 1,473 | 8,112 | 9,585 | 431,212 | 1,672 | 98,622 |
| 32 | 76 | 0 | 0 | 1,024 | 6,136 | 7,160 | 438,372 | 1,973 | 100,595 |
| 33 | 77 | 0 | 0 | 548 | 4,037 | 4,585 | 442,957 | 2,325 | 102,920 |
| 34 | 78 | 0 | 0 | 42 | 1,810 | 1,852 | 444,809 | 2,743 | 105,663 |
| 35 | 79 | 0 | 0 | 0 | 135 | 135 | 444,944 | 3,229 | 108,892 |
| 36 | 80 | 0 | 0 | 0 | 0 | 0 | 444,944 | 3,829 | 112,721 |
| 37 | 81 | 0 | 0 | 0 | 0 | 0 | 444,944 | 4,624 | 117,345 |
| 38 | 82 | 0 | 0 | 0 | 0 | 0 | 444,944 | 5,575 | 122,920 |
| 39 | 83 | 0 | 0 | 0 | 0 | 0 | 444,944 | 6,720 | 129,640 |
| 40 | 84 | 0 | 0 | 0 | 0 | 0 | 444,944 | 8,320 | 137,960 |
| 41 | 85 | 0 | 0 | 0 | 0 | 0 | 444,944 | 10,435 | 148,395 |
| 42 | 86 | 0 | 0 | 0 | 0 | 0 | 444,944 | 12,870 | 161,265 |
| 43 | 87 | 0 | 0 | 0 | 0 | 0 | 444,944 | 15,896 | 177,161 |
| 44 | 88 | 0 | 0 | 0 | 0 | 0 | 444,944 | 19,833 | 196,994 |
| 45 | 89 | 0 | 0 | 0 | 0 | 0 | 444,944 | 24,698 | 221,692 |
| 46 | 90 | 0 | 0 | 0 | 0 | 0 | 444,944 | 30,740 | 252,432 |
| 47 | 91 |  | 0 | 0 | 0 | 0 | 444,944 | 30,596 | 283,028 |
| 48 | 92 |  | 0 | 0 | 0 | 0 | 444,944 | 28,406 | 311,434 |
| 49 | 93 |  | 0 | 0 | 0 | 0 | 444,944 | 23,204 | 334,638 |
| 50 | 94 |  | 0 | 0 | 0 | 0 | 444,944 | 14,023 | 348,661 |
| 51 | 95 |  | 0 | 0 | 0 | 0 | 444,944 | 90 | 348,751 |
| 52 | 96 |  | 0 | 0 | 0 | 0 | 444,944 | 90 | 348,841 |
| 53 | 97 |  | 0 | 0 | 0 | 0 | 444,944 | 90 | 348,931 |
| 54 | 98 |  | 0 | 0 | 0 | 0 | 444,944 | 90 | 349,021 |
| 55 | 99 |  | 0 | 0 | 0 | 0 | 444,944 | 90 | 349,111 |

*This illustration assumes the nonguaranteed values 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 basic illustration from the issuing life insurance company.

|  | Cumulative Plan Costs | After Tax Cash Flow | Living Value | Death Benefit |
| :---: | :---: | :---: | :---: | :---: |
| Equity Mutual Fund | 444,944 | 1,408,319 | 0 | 0 |
| Indexed UL | 349,111 | 3,500,000 | 1,298,987 | 1,298,987 |

# Various Financial Alternatives vs. Indexed Universal Life 

Presented By: [Licensed user's name appears here]

## Supplemental Report

## Important Note

This material 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.


[^0]:    Indexed UL
    Interest Rate

[^1]:    Tax deferred account surrender charges, if any, will further reduce tax deferred account values.

