

# Various Financial Alternatives

For: Jack and Amy Hudson



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

Abraham Lincoln

Presented By: \_\_\_\_\_

[Licensed user's name appears here]

**Table of Contents**

InsMark Compare	Page 1
Various Financial Alternatives 1	Page 9
Permanent vs. Term	Page 22
Appendix #1 for Blog #199	Page 34
Appendix #2 for Blog #200	Page 51

## **InsMark Compare**

# Comparison of Insurance Policies

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

Insured: Jack Hudson

## Preface

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

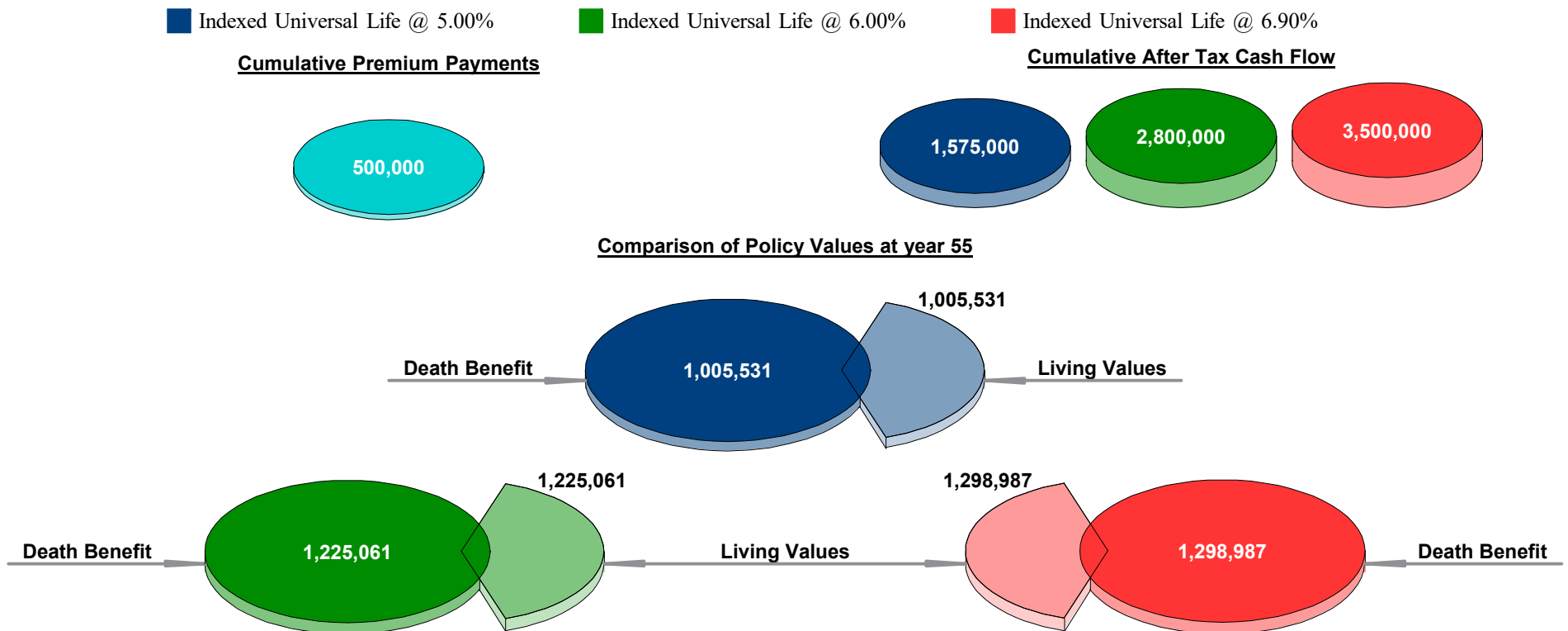
There are three policies included in this analysis, allowing you to easily review how the plans differ in terms of premiums, loan proceeds, cash accumulation, death benefits, and internal rates of return.

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.



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

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

Insured: Jack Hudson

## 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.

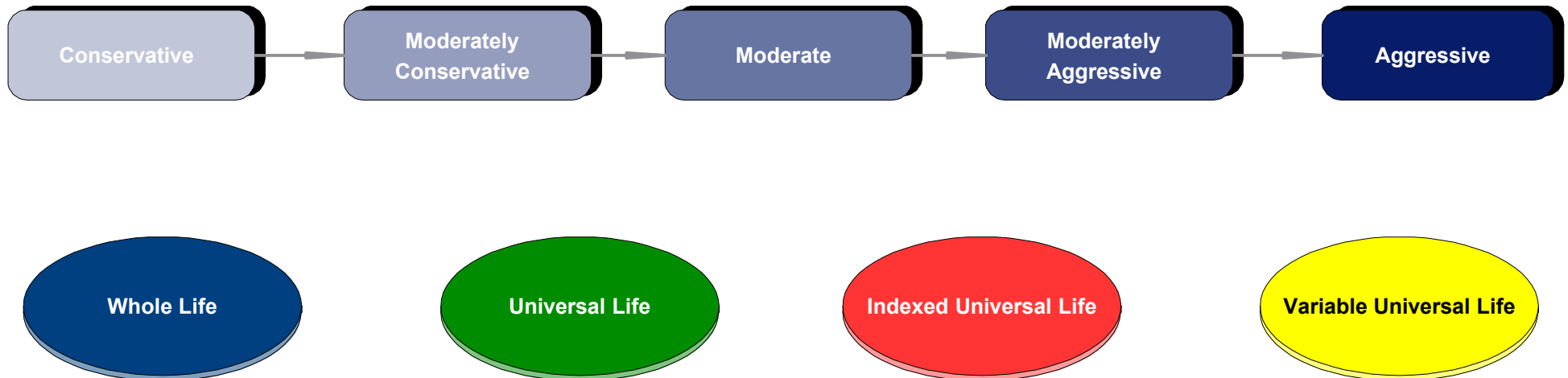
Each life insurance policy type has specific pros and cons. A determination of which policy is the most suitable for you depends on where you fall on the scale below (with Whole Life typically being the most conservative and Variable Universal Life the most aggressive).

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

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

Insured: Jack Hudson

## Comparison of Values

		Indexed Universal Life Interest Rate: 5.00% Carrier Z				Indexed Universal Life Interest Rate: 6.00% Carrier Z				Indexed Universal Life Interest Rate: 6.90% Carrier Z				
		<b>Conservative</b>				<b>Moderately Conservative</b>				<b>Moderate</b>				
Yr	Male Age	(1) Premium Payment	(2) After Tax Policy Loan Proceeds	(3) Year End Accum Value*	(4) Year End Cash Value*	(5) Death Benefit	(6) After Tax Policy Loan Proceeds	(7) Year End Accum Value*	(8) Year End Cash Value*	(9) Death Benefit	(10) After Tax Policy Loan Proceeds	(11) Year End Accum Value*	(12) Year End Cash Value*	(13) Death Benefit
1	45	25,000	0	21,684	4,626	608,474	0	21,933	4,875	608,723	0	22,156	5,098	608,946
2	46	25,000	0	44,602	27,785	631,392	0	45,366	28,548	632,156	0	46,058	29,240	632,848
3	47	25,000	0	68,838	52,273	655,628	0	70,416	53,851	657,206	0	71,856	55,291	658,646
4	48	25,000	0	94,467	78,166	681,257	0	97,194	80,893	683,984	0	99,701	83,400	686,491
5	49	25,000	0	121,570	105,539	708,360	0	125,820	109,789	712,610	0	129,755	113,724	716,545
6	50	25,000	0	150,232	134,477	737,022	0	156,421	140,666	743,211	0	162,195	146,440	748,985
7	51	25,000	0	180,541	165,068	767,331	0	189,134	173,660	775,924	0	197,208	181,735	783,998
8	52	25,000	0	212,594	199,702	799,384	0	224,104	211,212	810,894	0	235,000	222,108	821,790
9	53	25,000	0	246,489	236,173	833,279	0	261,487	251,171	848,277	0	275,791	265,475	862,581
10	54	25,000	0	283,391	275,657	870,181	0	302,518	294,784	889,308	0	320,897	313,163	907,687
11	55	25,000	0	322,407	317,250	909,197	0	346,373	341,215	933,163	0	369,576	364,418	956,366
12	56	25,000	0	363,657	361,081	950,447	0	393,244	390,668	980,034	0	422,107	419,531	1,008,897
13	57	25,000	0	407,261	407,261	994,051	0	443,331	443,331	1,030,121	0	478,788	478,788	1,065,578
14	58	25,000	0	453,369	453,369	1,040,159	0	496,872	496,872	1,083,662	0	539,964	539,964	1,126,754
15	59	25,000	0	502,129	502,129	1,088,919	0	554,107	554,107	1,140,897	0	605,996	605,996	1,192,786
16	60	25,000	0	554,654	554,654	1,141,444	0	616,259	616,259	1,203,049	0	678,238	678,238	1,265,028
17	61	25,000	0	609,945	609,945	1,196,735	0	682,443	682,443	1,269,233	0	755,956	755,956	1,342,746
18	62	25,000	0	668,133	668,133	1,254,923	0	752,910	752,910	1,339,700	0	839,556	839,556	1,426,346
19	63	25,000	0	729,360	729,360	1,316,150	0	827,931	827,931	1,414,721	0	929,480	929,480	1,516,270
20	64	25,000	0	793,773	793,773	1,380,563	0	907,791	907,791	1,494,581	0	1,026,199	1,026,199	1,612,989
21	65	0	45,000	838,461	791,211	958,903	80,000	969,344	885,344	1,079,213	100,000	1,105,321	1,000,321	1,221,385
22	66	0	45,000	885,607	788,744	957,009	80,000	1,035,004	862,804	1,059,454	100,000	1,189,410	974,160	1,200,147
23	67	0	45,000	935,345	786,390	954,752	80,000	1,105,043	840,233	1,039,141	100,000	1,278,787	947,775	1,177,957
24	68	0	45,000	987,814	784,161	952,089	80,000	1,179,747	817,696	1,018,253	100,000	1,373,793	921,230	1,154,775
25	69	0	45,000	1,043,168	782,082	948,989	80,000	1,259,430	795,277	996,786	100,000	1,474,802	894,610	1,130,579
26	70	0	45,000	1,101,582	780,192	945,429	80,000	1,344,446	773,085	974,752	100,000	1,582,232	868,031	1,105,366
27	71	0	45,000	1,163,343	778,633	929,868	80,000	1,435,293	751,364	937,953	100,000	1,696,679	841,768	1,062,336
28	72	0	45,000	1,228,668	777,473	912,626	80,000	1,532,406	730,280	898,845	100,000	1,818,665	816,008	1,016,061
29	73	0	45,000	1,297,813	776,808	893,611	80,000	1,636,278	710,047	857,312	100,000	1,948,787	790,998	966,388
30	74	0	45,000	1,371,062	776,757	872,731	80,000	1,747,461	690,918	813,241	100,000	2,087,712	767,034	913,173
		500,000	450,000				800,000				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

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

Insured: Jack Hudson

## Comparison of Values

		Indexed Universal Life Interest Rate: 5.00% Carrier Z				Indexed Universal Life Interest Rate: 6.00% Carrier Z				Indexed Universal Life Interest Rate: 6.90% Carrier Z				
		Conservative				Moderately Conservative				Moderate				
Yr	Male Age	(1) Premium Payment	(2) After Tax Policy Loan Proceeds	(3) Year End Accum Value*	(4) Year End Cash Value*	(5) Death Benefit	(6) After Tax Policy Loan Proceeds	(7) Year End Accum Value*	(8) Year End Cash Value*	(9) Death Benefit	(10) After Tax Policy Loan Proceeds	(11) Year End Accum Value*	(12) Year End Cash Value*	(13) Death Benefit
31	75	0	45,000	1,448,735	777,464	849,901	80,000	1,866,570	673,199	766,528	100,000	2,236,190	744,477	856,286
32	76	0	45,000	1,530,687	778,602	855,137	80,000	1,993,639	656,601	756,283	100,000	2,394,276	722,978	842,691
33	77	0	45,000	1,617,135	780,196	861,053	80,000	2,129,176	641,286	747,745	100,000	2,562,587	702,724	830,853
34	78	0	45,000	1,708,301	782,266	867,681	80,000	2,273,710	627,425	741,110	100,000	2,741,769	683,912	821,001
35	79	0	45,000	1,804,419	784,832	875,053	80,000	2,427,802	615,203	736,593	100,000	2,932,510	666,761	813,386
36	80	0	45,000	1,905,708	787,892	883,177	80,000	2,592,016	604,787	734,387	100,000	3,135,502	651,465	808,240
37	81	0	45,000	2,012,352	791,395	892,012	80,000	2,766,883	596,293	734,637	100,000	3,351,399	638,160	805,730
38	82	0	45,000	2,124,573	795,318	901,547	80,000	2,953,008	589,887	737,538	100,000	3,580,945	627,045	806,092
39	83	0	45,000	2,242,587	799,620	911,749	80,000	3,151,000	585,724	743,274	100,000	3,824,896	618,300	809,545
40	84	0	45,000	2,366,468	804,101	922,425	80,000	3,361,292	583,752	751,816	100,000	4,083,789	611,864	816,053
41	85	0	45,000	2,496,265	808,531	933,344	80,000	3,584,295	583,878	763,093	100,000	4,358,136	607,615	825,522
42	86	0	45,000	2,632,159	812,788	944,396	80,000	3,820,614	586,176	777,206	100,000	4,648,685	605,637	838,072
43	87	0	45,000	2,774,187	816,598	955,307	80,000	4,070,667	590,507	794,040	100,000	4,955,954	605,754	853,552
44	88	0	45,000	2,922,215	819,495	965,606	80,000	4,334,627	596,459	813,190	100,000	5,280,160	607,451	871,459
45	89	0	45,000	3,076,106	821,001	974,806	80,000	4,612,666	603,589	834,223	100,000	5,621,514	610,168	891,244
46	90	0	45,000	3,235,595	820,484	982,264	80,000	4,904,756	611,226	856,464	100,000	5,979,971	613,058	912,057
47	91	0	45,000	3,404,528	821,412	957,593	80,000	5,217,134	624,927	833,613	100,000	6,363,158	622,900	877,426
48	92	0	45,000	3,584,573	825,051	932,589	80,000	5,552,938	647,121	813,709	100,000	6,774,977	642,706	845,955
49	93	0	45,000	3,777,983	833,235	908,795	80,000	5,916,345	681,237	799,564	100,000	7,220,641	676,756	821,169
50	94	0	45,000	3,987,607	848,372	888,248	80,000	6,312,636	731,772	794,899	100,000	7,706,770	730,691	807,759
51	95	0	45,000	4,216,802	873,355	873,355	80,000	6,748,114	804,208	804,208	100,000	8,241,309	811,426	811,426
52	96	0	45,000	4,459,175	901,306	901,306	80,000	7,213,641	888,539	888,539	100,000	8,813,332	906,955	906,955
53	97	0	45,000	4,715,485	932,472	932,472	80,000	7,711,289	985,932	985,932	100,000	9,425,567	1,018,871	1,018,871
54	98	0	45,000	4,986,533	967,119	967,119	80,000	8,243,274	1,097,649	1,097,649	100,000	10,080,945	1,148,915	1,148,915
55	99	0	45,000	5,273,165	1,005,531	1,005,531	80,000	8,811,967	1,225,061	1,225,061	100,000	10,782,619	1,298,987	1,298,987

500,000

1,575,000

2,800,000

3,500,000

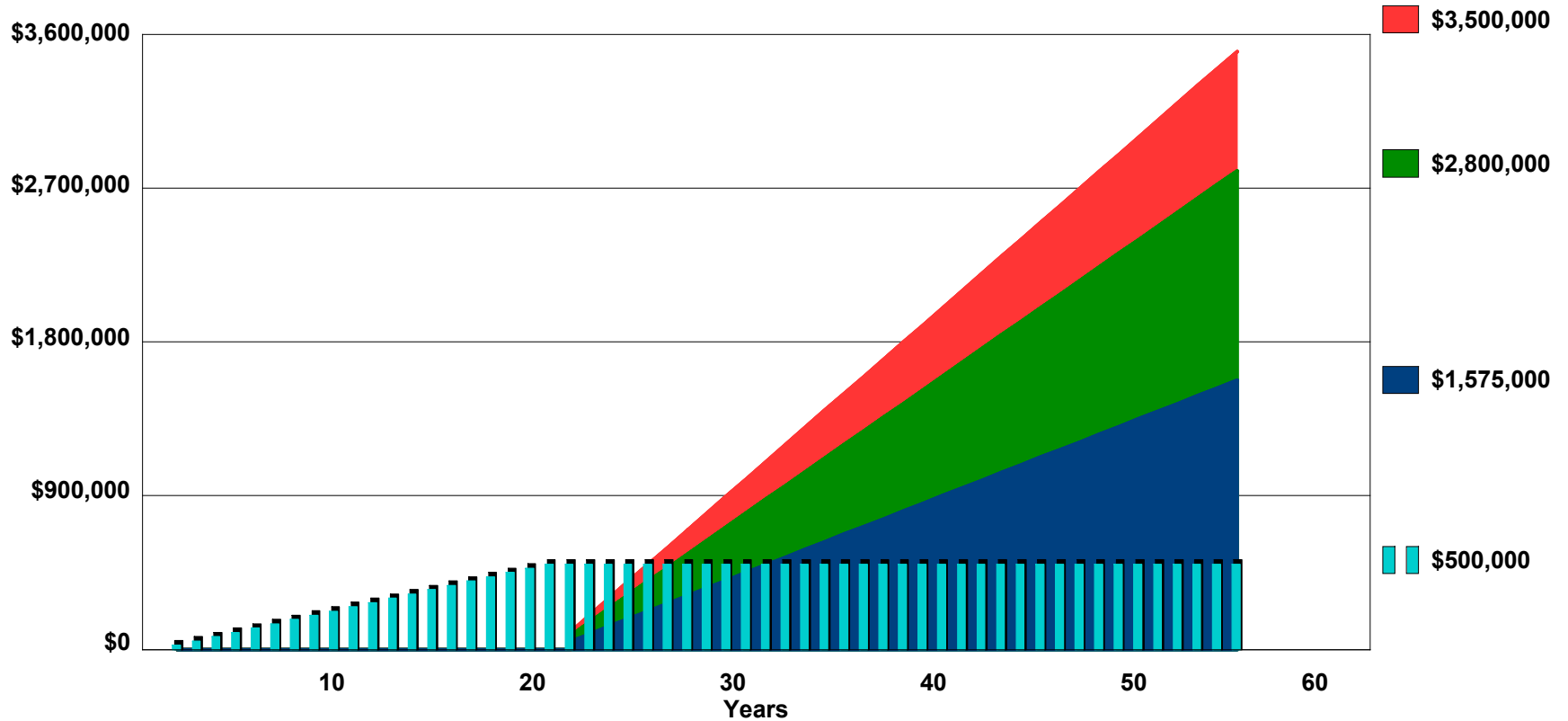
\*This illustration assumes the nonguaranteed values continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a basic illustration from the issuing life insurance company.

# Comparison of Insurance Policies

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

Insured: Jack Hudson

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



	<u>At Year 55</u>
Cumulative Premium Payment	\$500,000
Indexed Universal Life @ 5.00%	\$1,575,000
Indexed Universal Life @ 6.00%	\$2,800,000
Indexed Universal Life @ 6.90%	\$3,500,000

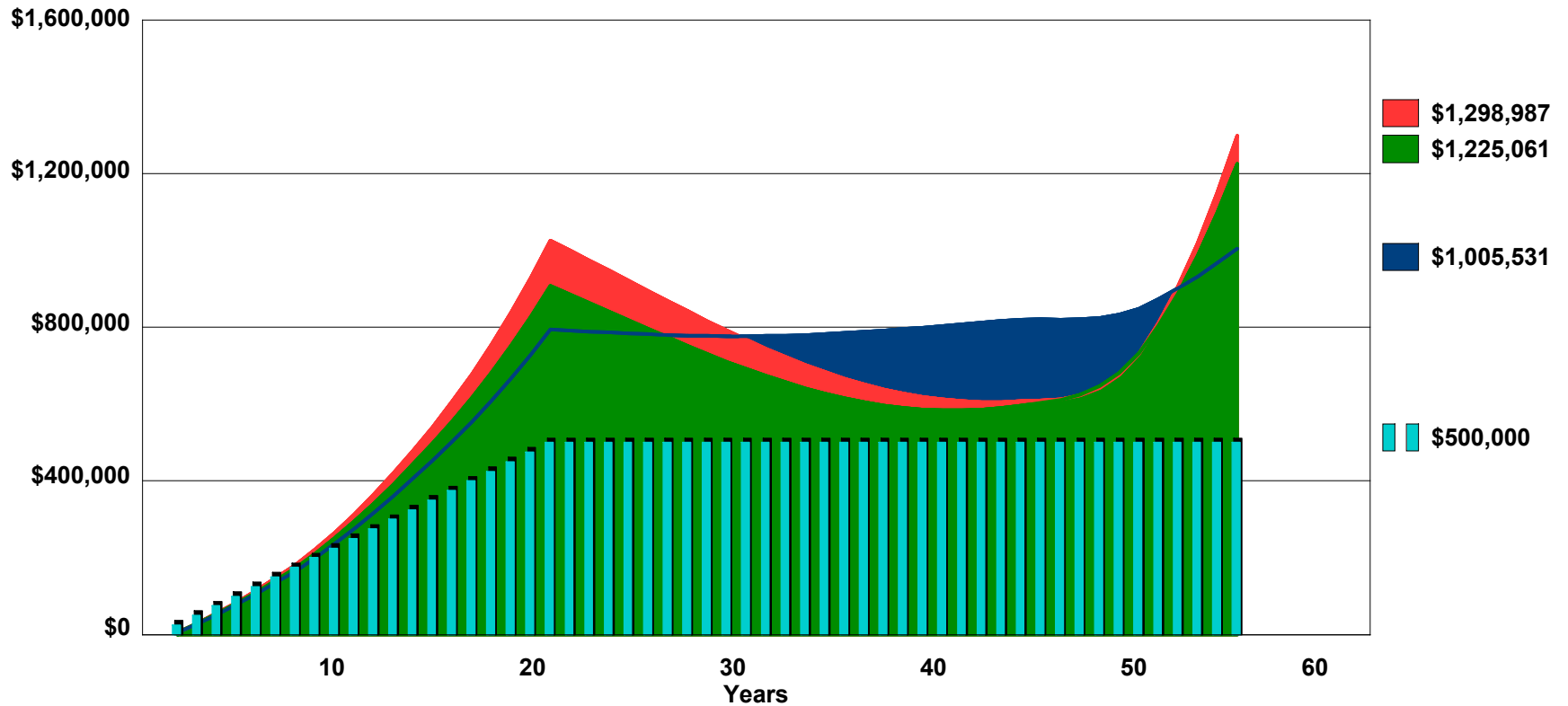


# Comparison of Insurance Policies

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

Insured: Jack Hudson

## 55 Year Summary Analysis of Cash Values



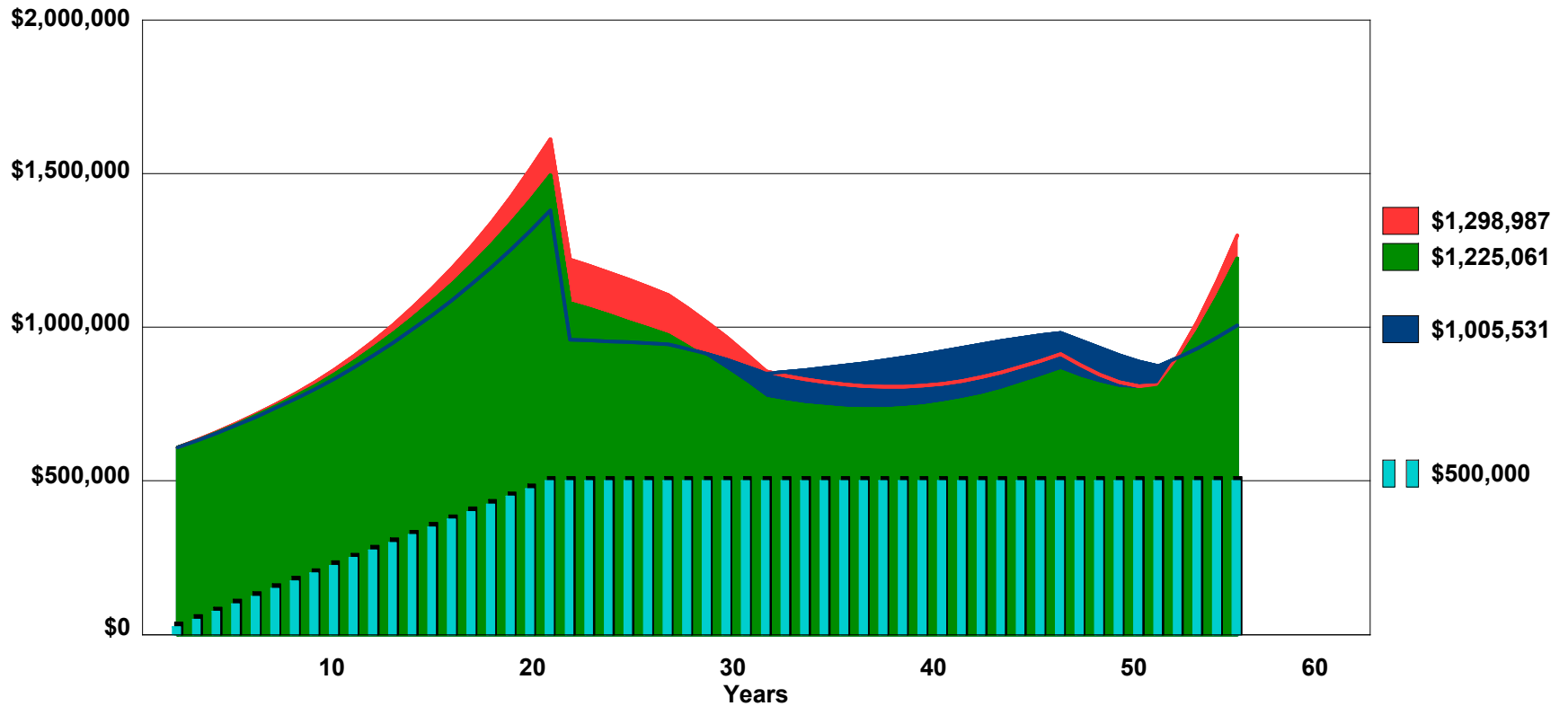
	<u>At Year 55</u>
Cumulative Premium Payment	\$500,000
Indexed Universal Life @ 5.00%	\$1,005,531
Indexed Universal Life @ 6.00%	\$1,225,061
Indexed Universal Life @ 6.90%	\$1,298,987

# Comparison of Insurance Policies

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

Insured: Jack Hudson

## 55 Year Summary Analysis of Death Benefits



**At Year 55**

Cumulative Premium Payment	\$500,000
Indexed Universal Life @ 5.00%	\$1,005,531
Indexed Universal Life @ 6.00%	\$1,225,061
Indexed Universal Life @ 6.90%	\$1,298,987

## **Various Financial Alternatives 1**

# Various Financial Alternatives vs. Indexed Universal Life

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

Insured: Jack Hudson

## 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:

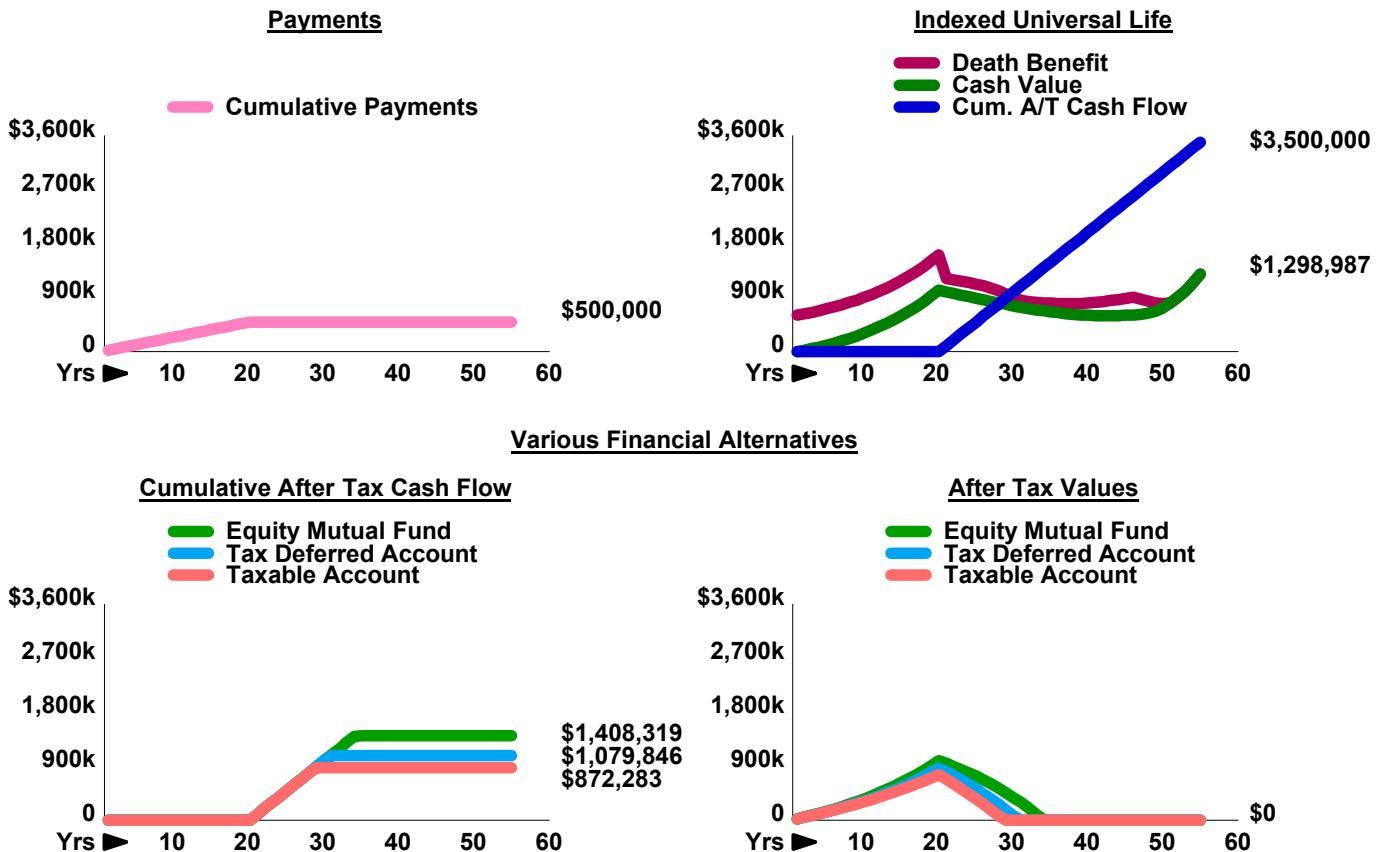
Taxable Account;  
Tax Deferred Account;  
Equity Mutual Fund.

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]

Insured: Jack Hudson

## Comparison of Values

Taxable Account Yield 6.90%    Tax Deferred Account Yield 6.90%    Equity Mutual Fund Growth 6.90%    Equity Mutual Fund Dividend 2.00%    Dividend Tax Rate 25.00%    Income Tax Rate 37.00%    Indexed UL Interest Rate 6.90%    Initial Death Benefit 586,790

		After Tax Values of Identical Allocation to Various Financial Alternatives						Indexed UL				
Yr	Male Age	(1) Life Insurance Premium	(2a) After Tax Cash Flow from Taxable Account	(2b) Taxable Account	(3a) After Tax Cash Flow from Tax Deferred Account	(3b) Tax Deferred Account	(4a) After Tax Cash Flow from Equity Mutual Fund	(4b) Equity Mutual Fund	(5a) After Tax Policy Loan Proceeds	(5b) Year End Accum Value*	(5c) Year End Cash Value*	(5d) 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	265,475	862,581
10	54	25,000	0	308,900	0	324,028	0	355,083	0	320,897	313,163	907,687
11	55	25,000	0	346,630	0	366,090	0	403,522	0	369,576	364,418	956,366
12	56	25,000	0	385,799	0	410,417	0	454,898	0	422,107	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			

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):  
TA = 0.50%, 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]

Insured: Jack Hudson

## Comparison of Values

Taxable Account Yield 6.90%	Tax Deferred Account Yield 6.90%	Equity Mutual Fund Growth 6.90%	Equity Mutual Fund Dividend 2.00%	Dividend Tax Rate 25.00%	Income Tax Rate 37.00%	Indexed UL Interest Rate 6.90%	Initial Death Benefit 586,790
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		After Tax Values of Identical Allocation to Various Financial Alternatives						Indexed UL				
Yr	Male Age	(1) Life Insurance Premium	(2a) After Tax Cash Flow from Taxable Account	(2b) Taxable Account	(3a) After Tax Cash Flow from Tax Deferred Account	(3b) Tax Deferred Account	(4a) After Tax Cash Flow from Equity Mutual Fund	(4b) Equity Mutual Fund	(5a) After Tax Policy Loan Proceeds	(5b) Year End Accum Value*	(5c) Year End Cash Value*	(5d) Death Benefit
31	75	0	0	0	79,846	0	100,000	294,572	100,000	2,236,190	744,477	856,286
32	76	0	0	0	0	0	100,000	204,846	100,000	2,394,276	722,978	842,691
33	77	0	0	0	0	0	100,000	109,587	100,000	2,562,587	702,724	830,853
34	78	0	0	0	0	0	100,000	8,454	100,000	2,741,769	683,912	821,001
35	79	0	0	0	0	0	8,319	0	100,000	2,932,510	666,761	813,386
36	80	0	0	0	0	0	0	0	100,000	3,135,502	651,465	808,240
37	81	0	0	0	0	0	0	0	100,000	3,351,399	638,160	805,730
38	82	0	0	0	0	0	0	0	100,000	3,580,945	627,045	806,092
39	83	0	0	0	0	0	0	0	100,000	3,824,896	618,300	809,545
40	84	0	0	0	0	0	0	0	100,000	4,083,789	611,864	816,053
41	85	0	0	0	0	0	0	0	100,000	4,358,136	607,615	825,522
42	86	0	0	0	0	0	0	0	100,000	4,648,685	605,637	838,072
43	87	0	0	0	0	0	0	0	100,000	4,955,954	605,754	853,552
44	88	0	0	0	0	0	0	0	100,000	5,280,160	607,451	871,459
45	89	0	0	0	0	0	0	0	100,000	5,621,514	610,168	891,244
46	90	0	0	0	0	0	0	0	100,000	5,979,971	613,058	912,057
47	91	0	0	0	0	0	0	0	100,000	6,363,158	622,900	877,426
48	92	0	0	0	0	0	0	0	100,000	6,774,977	642,706	845,955
49	93	0	0	0	0	0	0	0	100,000	7,220,641	676,756	821,169
50	94	0	0	0	0	0	0	0	100,000	7,706,770	730,691	807,759
51	95	0	0	0	0	0	0	0	100,000	8,241,309	811,426	811,426
52	96	0	0	0	0	0	0	0	100,000	8,813,332	906,955	906,955
53	97	0	0	0	0	0	0	0	100,000	9,425,567	1,018,871	1,018,871
54	98	0	0	0	0	0	0	0	100,000	10,080,945	1,148,915	1,148,915
55	99	0	0	0	0	0	0	0	100,000	10,782,619	1,298,987	1,298,987
		500,000	872,283		1,079,846		1,408,319		3,500,000			

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):  
TA = 0.50%, 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]

Insured: Jack Hudson

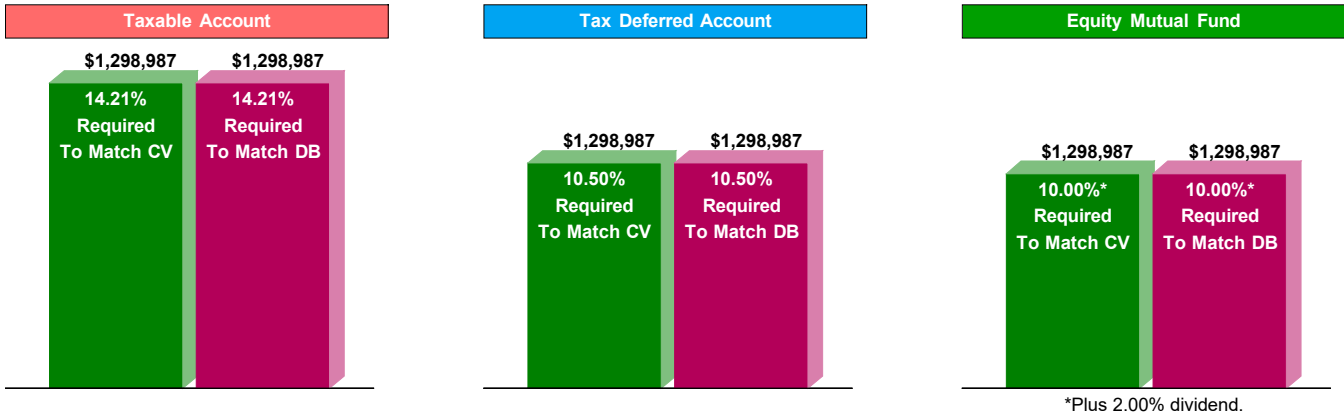
## Matching Values at Age 99 (Year 55)

Taxable Account Yield	Tax Deferred Account Yield	Equity Mutual Fund Growth	Equity Mutual Fund Dividend	Dividend Tax Rate	Income Tax Rate	Indexed UL Interest Rate	Initial Death Benefit
6.90%	6.90%	6.90%	2.00%	25.00%	37.00%	6.90%	586,790

### 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

Investment	Yield/Growth	Indexed UL
Taxable Account Taxable Account	14.21% 14.21%	Cash Value \$1,298,987 Death Benefit \$1,298,987
Tax Deferred Account Tax Deferred Account	10.50% 10.50%	Cash Value \$1,298,987 Death Benefit \$1,298,987
Equity Mutual Fund Equity Mutual Fund	10.00%* 10.00%*	Cash Value \$1,298,987 Death Benefit \$1,298,987

\*Plus 2.00% dividend.



### Income Tax Considerations

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.

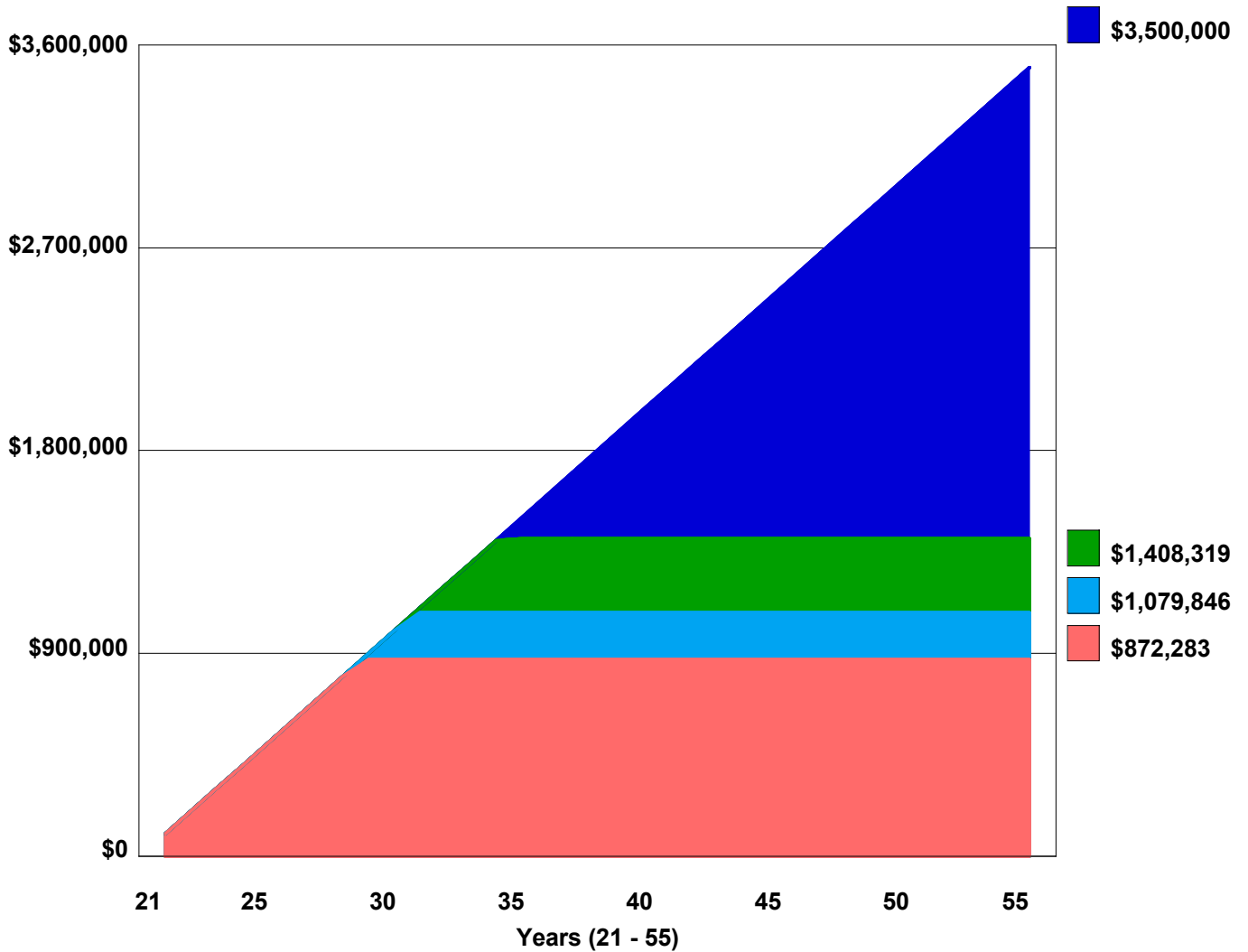


# Various Financial Alternatives vs. Indexed Universal Life

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

Insured: Jack Hudson

## Cash Flow Comparison of Years 21 - 55



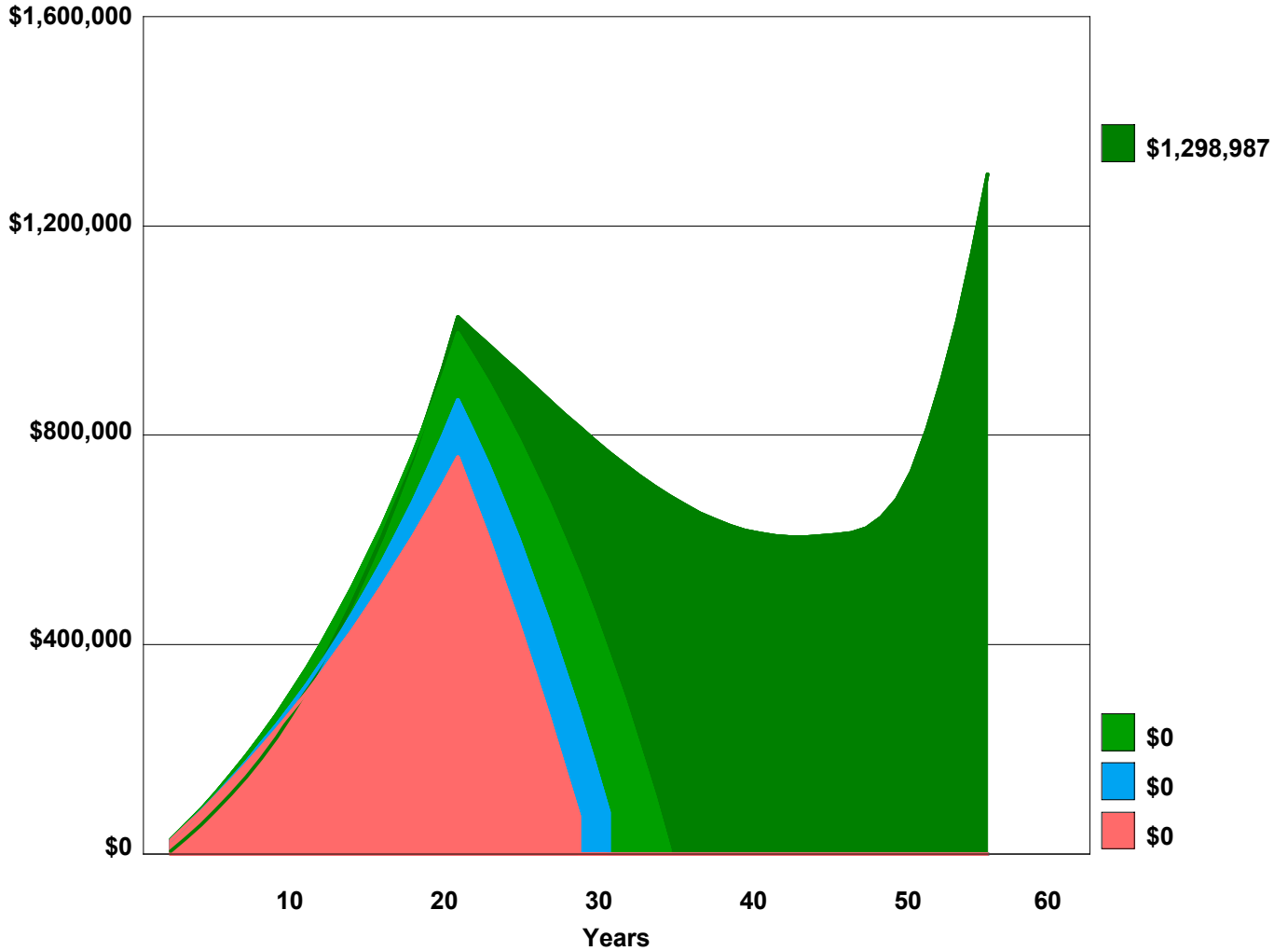
	<u>At Year 55</u>
Cum. After Tax Cash Flow from Taxable Account	\$872,283
Cum. After Tax Cash Flow from Tax Deferred Account	\$1,079,846
Cum. After Tax Cash Flow from Equity Mutual Fund	\$1,408,319
Cumulative After Tax Policy Loan Proceeds from Indexed UL	\$3,500,000

# Various Financial Alternatives vs. Indexed Universal Life

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

Insured: Jack Hudson

## 55 Year Comparison of Values



### At Year 55

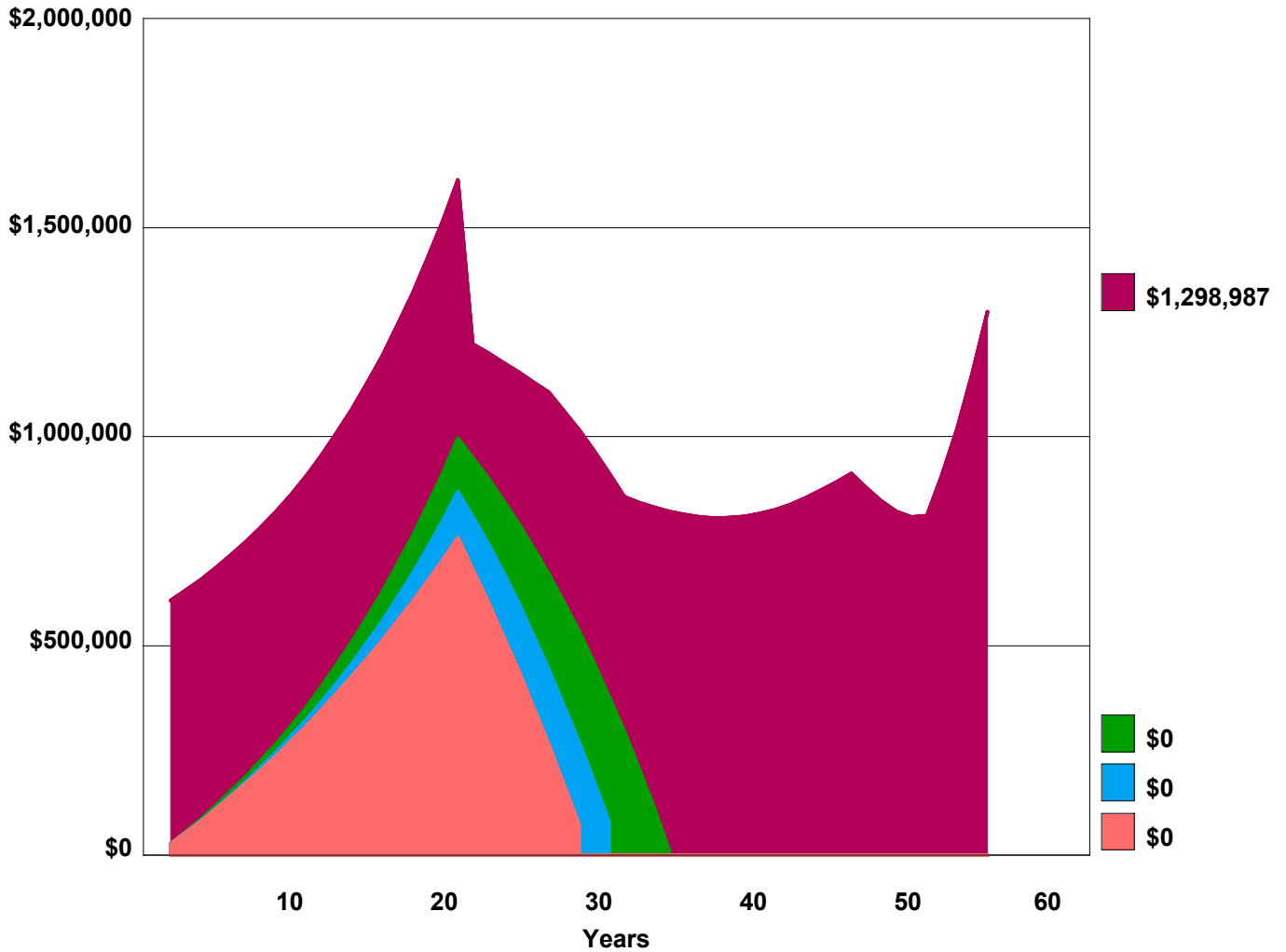
After Tax Values of Taxable Account	\$0
After Tax Values of Tax Deferred Account	\$0
After Tax Values of Equity Mutual Fund	\$0
Cash Value of Indexed UL	\$1,298,987

# Various Financial Alternatives vs. Indexed Universal Life

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

Insured: Jack Hudson

## 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]

Insured: Jack Hudson

## 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 Tax Rate 25.00%	Income Tax Rate 37.00%	Indexed UL Interest Rate 6.90%		
		Various Financial Alternatives						Indexed UL*		
Year	Male Age	(1) Premium	(2) Taxable Account Total Annual Costs	(3) Taxable Account Cum. Total Costs	(4) Tax Deferred Account Total Annual Costs	(5) Tax Deferred Account Cum. Total Costs	(6) Equity Mutual Fund Total Annual Costs	(7) Equity Mutual Fund Cum. Total Costs	(8) Policy Total Annual Costs	(9) 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	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	94,034	3,607	59,077
15	59	25,000	15,242	111,347	0	0	16,388	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	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	0	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	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	

### 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

\*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]

Insured: Jack Hudson

## 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 Tax Rate 25.00%	Income Tax Rate 37.00%	Indexed UL Interest Rate 6.90%		
		Various Financial Alternatives						Indexed UL*		
Year	Male Age	(1) Premium	(2) Taxable Account Total Annual Costs	(3) Taxable Account Cum. Total Costs	(4) Tax Deferred Account Total Annual Costs	(5) Tax Deferred Account Cum. Total Costs	(6) Equity Mutual Fund Total Annual Costs	(7) Equity Mutual Fund Cum. Total Costs	(8) Policy Total Annual Costs	(9) Policy Cum. Total Costs
31	75	0	0	301,488	1,953	340,544	9,585	431,212	1,672	98,622
32	76	0	0	301,488	0	340,544	7,160	438,372	1,973	100,595
33	77	0	0	301,488	0	340,544	4,585	442,957	2,325	102,920
34	78	0	0	301,488	0	340,544	1,852	444,809	2,743	105,663
35	79	0	0	301,488	0	340,544	135	444,944	3,229	108,892
36	80	0	0	301,488	0	340,544	0	444,944	3,829	112,721
37	81	0	0	301,488	0	340,544	0	444,944	4,624	117,345
38	82	0	0	301,488	0	340,544	0	444,944	5,575	122,920
39	83	0	0	301,488	0	340,544	0	444,944	6,720	129,640
40	84	0	0	301,488	0	340,544	0	444,944	8,320	137,960
41	85	0	0	301,488	0	340,544	0	444,944	10,435	148,395
42	86	0	0	301,488	0	340,544	0	444,944	12,870	161,265
43	87	0	0	301,488	0	340,544	0	444,944	15,896	177,161
44	88	0	0	301,488	0	340,544	0	444,944	19,833	196,994
45	89	0	0	301,488	0	340,544	0	444,944	24,698	221,692
46	90	0	0	301,488	0	340,544	0	444,944	30,740	252,432
47	91	0	0	301,488	0	340,544	0	444,944	38,596	283,028
48	92	0	0	301,488	0	340,544	0	444,944	48,406	311,434
49	93	0	0	301,488	0	340,544	0	444,944	60,204	334,638
50	94	0	0	301,488	0	340,544	0	444,944	74,023	348,661
51	95	0	0	301,488	0	340,544	0	444,944	90	348,751
52	96	0	0	301,488	0	340,544	0	444,944	90	348,841
53	97	0	0	301,488	0	340,544	0	444,944	90	348,931
54	98	0	0	301,488	0	340,544	0	444,944	90	349,021
55	99	0	0	301,488	0	340,544	0	444,944	90	349,111
		500,000	301,488		340,544		444,944		349,111	

### 55 Year Summary

	Cumulative Plan Costs	After Tax Cash Flow	Living Value	Death Benefit
Taxable Account	301,488	872,283	0	0
Tax Deferred Account	340,544	1,079,846	0	0
Equity Mutual Fund	444,944	1,408,319	0	0
Indexed UL	349,111	3,500,000	1,298,987	1,298,987

\*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.

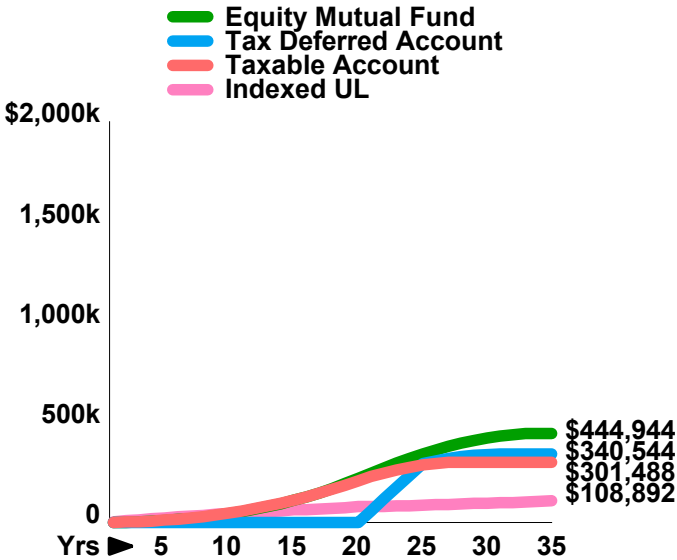
# Various Financial Alternatives vs. Indexed Universal Life

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

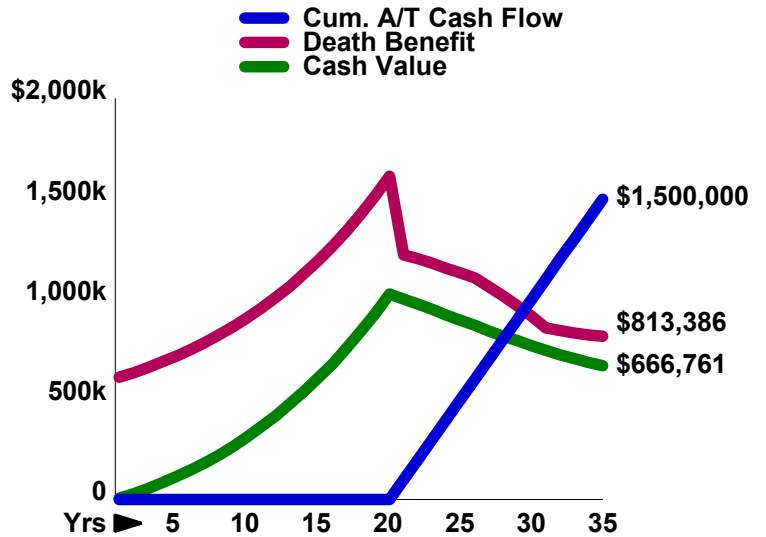
Insured: Jack Hudson

## 35 Year Analysis of Cumulative Plan Costs

### Plan Costs\*

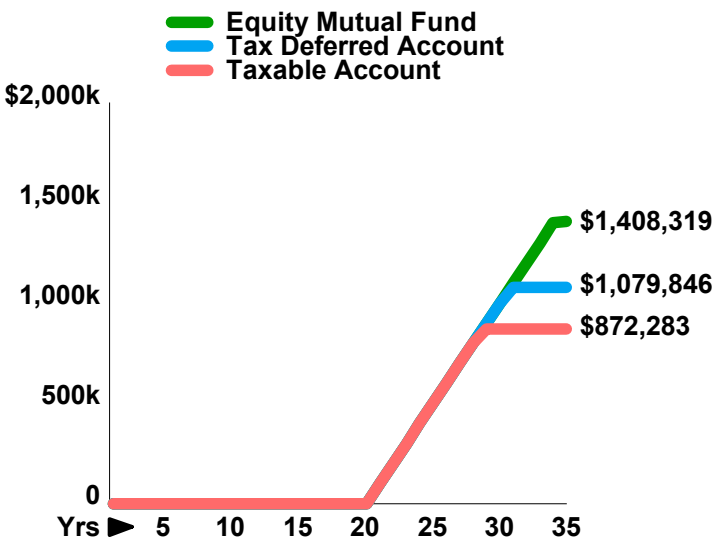


### Indexed Universal Life

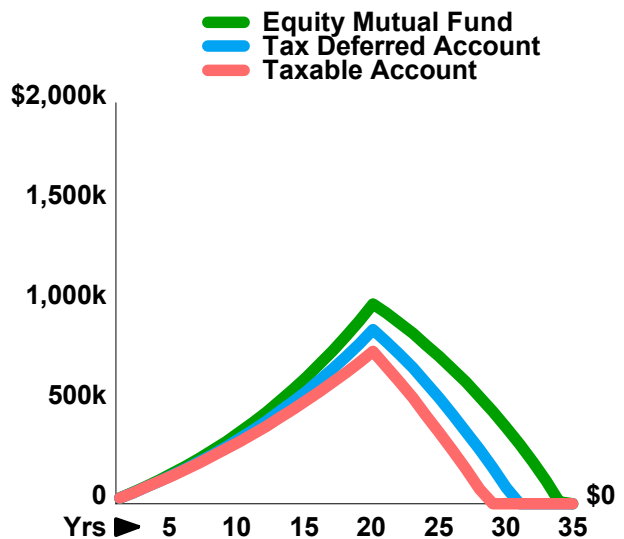


## Various Financial Alternatives

### Cumulative After Tax Cash Flow



### After Tax Values



\*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.

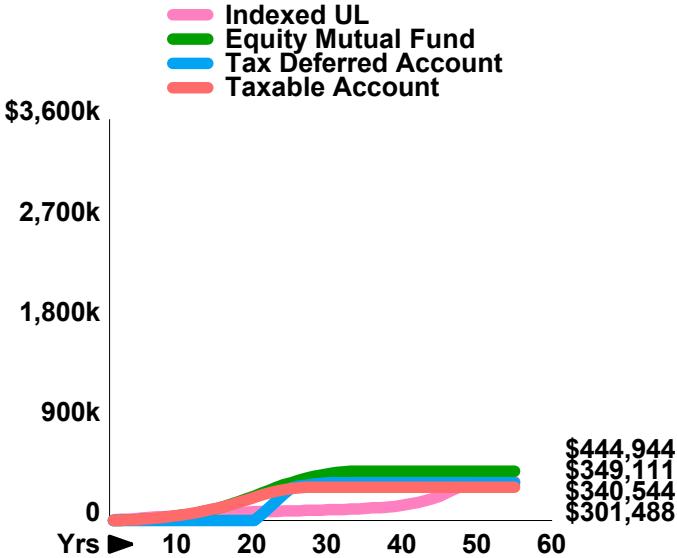
# Various Financial Alternatives vs. Indexed Universal Life

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

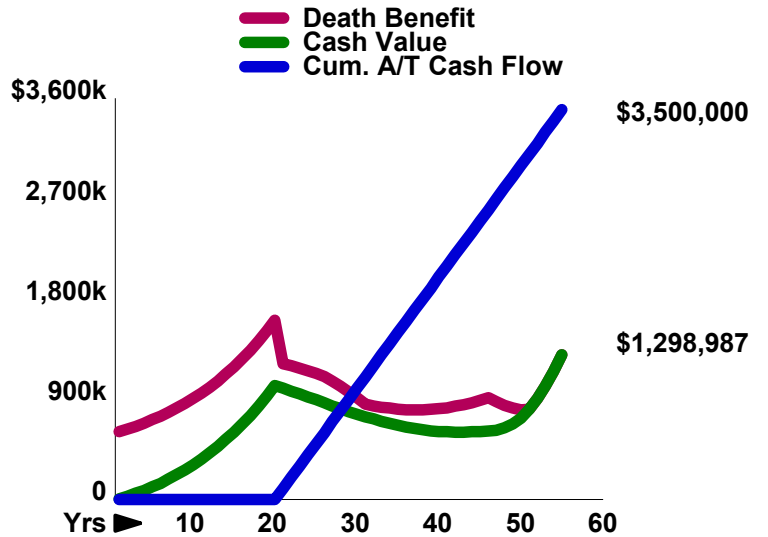
Insured: Jack Hudson

## 55 Year Analysis of Cumulative Plan Costs

### Plan Costs\*

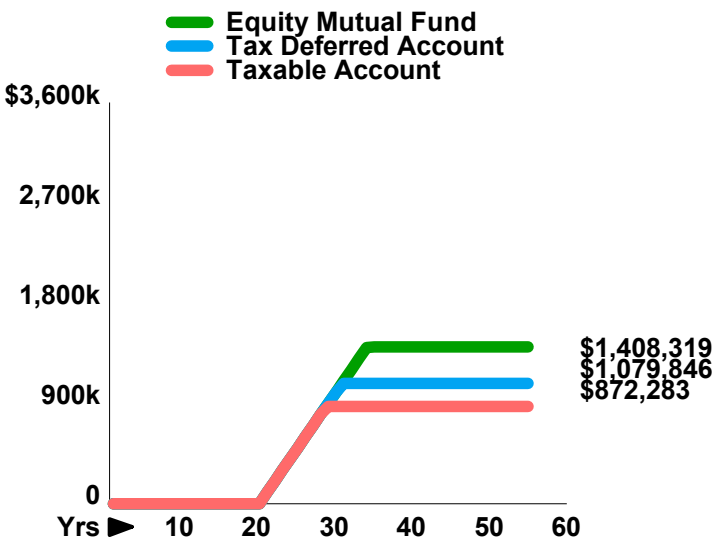


### Indexed Universal Life

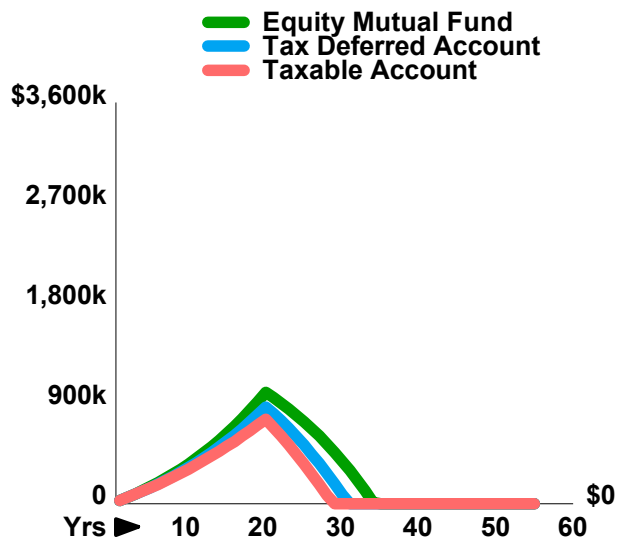


## Various Financial Alternatives

### Cumulative After Tax Cash Flow



### After Tax Values



\*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.



## Tax Calculations

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.

## **Permanent vs. Term**

# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

Insured: Jack Hudson

## 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 will involve your selection of the appropriate life insurance policy.

There are several important factors to consider which include:

1. The time frame for the insurance need;
2. Your available cash flow;
3. Your alternative uses for the cash flow;
4. The income tax considerations.

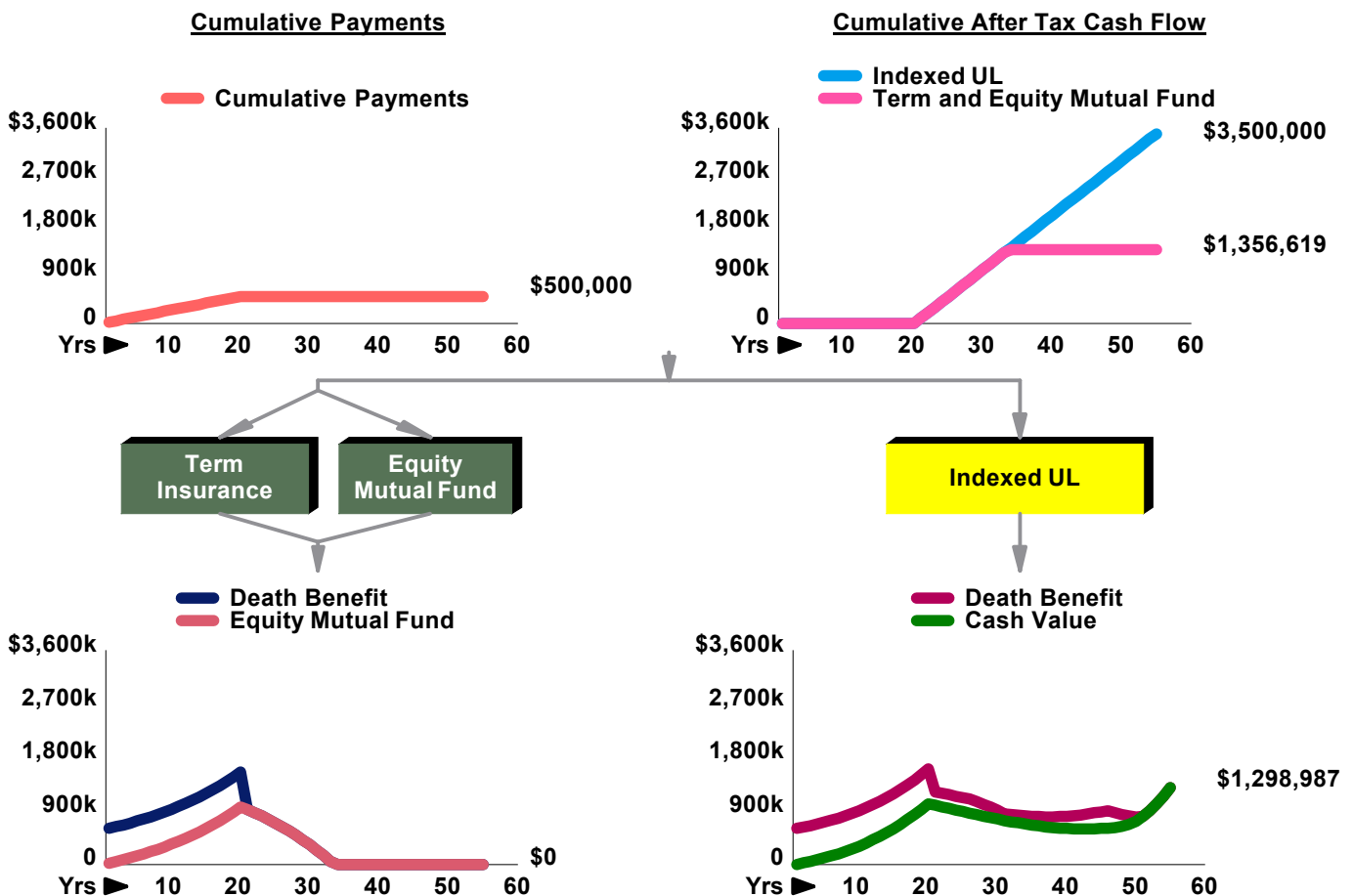
An integrated analysis of these points creates useful information that helps guide your purchasing evaluation. The precision of the conclusions, however, is contingent upon the accuracy of the data utilized. You should be positive that all premises and

conditions accurately reflect your goals and expectations.

The accompanying analysis contrasts a cash value policy to a term insurance alternative. Any difference in premiums between the two choices has been evaluated regarding time/use of money.

The study produces information which should form a basis from which you and your advisors can draw informed conclusions.

Based upon the results of the analysis, we recommend funding your life insurance requirement with the cash value policy illustrated rather than a term life insurance policy.



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.

# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

Insured: Jack Hudson

## Comparison of Values

		Equity Mutual Fund Growth 6.90%	Equity Mutual Fund Dividend 2.00%	Dividend Tax Rate 25.00%	Income Tax Rate 37.00%	Indexed UL Interest Rate 6.90%	Initial Death Benefit 586,790					
		Payment Allocation			586,790 Scheduled Term Insurance Along with Equity Mutual Fund*				Indexed UL			
Yr	Male Age	(1) Cost of the Proposed Premium	(2) Alternative Term Policy Premium	(3) Net to Equity Mutual Fund (1) - (2)	(4) After Tax Cash Flow from the Account	(5) Year End Equity Account Value	(6) Scheduled Term Death Benefit	(7) Combined Death Benefit (5) + (6)	(8) After Tax Policy Loan Proceeds	(9) Year End Accum Value**	(10) Year End Cash Value**	(11) Death Benefit
1	45	25,000	600	24,400	0	26,068	586,790	612,858	0	22,156	5,098	608,946
2	46	25,000	600	24,400	0	53,812	586,790	640,602	0	46,058	29,240	632,848
3	47	25,000	600	24,400	0	83,287	586,790	670,077	0	71,856	55,291	658,646
4	48	25,000	600	24,400	0	114,573	586,790	701,363	0	99,701	83,400	686,491
5	49	25,000	600	24,400	0	147,770	586,790	734,560	0	129,755	113,724	716,545
6	50	25,000	600	24,400	0	182,987	586,790	769,777	0	162,195	146,440	748,985
7	51	25,000	600	24,400	0	220,342	586,790	807,132	0	197,208	181,735	783,998
8	52	25,000	600	24,400	0	259,964	586,790	846,754	0	235,000	222,108	821,790
9	53	25,000	600	24,400	0	301,988	586,790	888,778	0	275,791	265,475	862,581
10	54	25,000	600	24,400	0	346,562	586,790	933,352	0	320,897	313,163	907,687
11	55	25,000	600	24,400	0	393,838	586,790	980,628	0	369,576	364,418	956,366
12	56	25,000	600	24,400	0	443,981	586,790	1,030,771	0	422,107	419,531	1,008,897
13	57	25,000	600	24,400	0	497,165	586,790	1,083,955	0	478,788	478,788	1,065,578
14	58	25,000	600	24,400	0	553,573	586,790	1,140,363	0	539,964	539,964	1,126,754
15	59	25,000	600	24,400	0	613,403	586,790	1,200,193	0	605,996	605,996	1,192,786
16	60	25,000	600	24,400	0	676,860	586,790	1,263,650	0	678,238	678,238	1,265,028
17	61	25,000	600	24,400	0	744,165	586,790	1,330,955	0	755,956	755,956	1,342,746
18	62	25,000	600	24,400	0	815,551	586,790	1,402,341	0	839,556	839,556	1,426,346
19	63	25,000	600	24,400	0	891,266	586,790	1,478,056	0	929,480	929,480	1,516,270
20	64	25,000	600	24,400	0	971,572	586,790	1,558,362	0	1,026,199	1,026,199	1,612,989
21	65	0	0	0	100,000	924,057	0	924,057	100,000	1,105,321	1,000,321	1,221,385
22	66	0	0	0	100,000	873,362	0	873,362	100,000	1,189,410	974,160	1,200,147
23	67	0	0	0	100,000	819,425	0	819,425	100,000	1,278,787	947,775	1,177,957
24	68	0	0	0	100,000	762,107	0	762,107	100,000	1,373,793	921,230	1,154,775
25	69	0	0	0	100,000	701,230	0	701,230	100,000	1,474,802	894,610	1,130,579
26	70	0	0	0	100,000	636,588	0	636,588	100,000	1,582,232	868,031	1,105,366
27	71	0	0	0	100,000	567,954	0	567,954	100,000	1,696,679	841,768	1,062,336
28	72	0	0	0	100,000	495,086	0	495,086	100,000	1,818,665	816,008	1,016,061
29	73	0	0	0	100,000	417,724	0	417,724	100,000	1,948,787	790,998	966,388
30	74	0	0	0	100,000	335,592	0	335,592	100,000	2,087,712	767,034	913,173
		500,000	12,000	488,000	1,000,000				1,000,000			

Management fees reflected in column (5): 0.50%

### 30 Year Summary

\*See the accompanying reports entitled "Equity Account Details" and "Portfolio Turnover Details" for year-by-year equity calculation and turnover details.

\*\*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.

	Term/Equity Mutual Fund	Indexed UL
After Tax Payments	500,000	500,000
After Tax Cash Flow	1,000,000	1,000,000
Living Values	335,592	767,034
Death Benefit	335,592	913,173

# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

Insured: Jack Hudson

## Comparison of Values

		Equity Mutual Fund Growth 6.90%	Equity Mutual Fund Dividend 2.00%	Dividend Tax Rate 25.00%	Income Tax Rate 37.00%	Indexed UL Interest Rate 6.90%	Initial Death Benefit 586,790					
		586,790 Scheduled Term Insurance Along with Equity Mutual Fund*				Indexed UL						
		Payment Allocation										
Yr	Male Age	(1) Cost of the Proposed Premium	(2) Alternative Term Policy Premium	(3) Net to Equity Mutual Fund (1) - (2)	(4) After Tax Cash Flow from the Account	(5) Year End Equity Account Value	(6) Scheduled Term Death Benefit	(7) Combined Death Benefit (5) + (6)	(8) After Tax Policy Loan Proceeds	(9) Year End Accum Value**	(10) Year End Cash Value**	(11) Death Benefit
31	75	0	0	0	100,000	248,395	0	248,395	100,000	2,236,190	744,477	856,286
32	76	0	0	0	100,000	155,820	0	155,820	100,000	2,394,276	722,978	842,691
33	77	0	0	0	100,000	57,538	0	57,538	100,000	2,562,587	702,724	830,853
34	78	0	0	0	56,619	0	0	0	100,000	2,741,769	683,912	821,001
35	79	0	0	0	0	0	0	0	100,000	2,932,510	666,761	813,386
36	80	0	0	0	0	0	0	0	100,000	3,135,502	651,465	808,240
37	81	0	0	0	0	0	0	0	100,000	3,351,399	638,160	805,730
38	82	0	0	0	0	0	0	0	100,000	3,580,945	627,045	806,092
39	83	0	0	0	0	0	0	0	100,000	3,824,896	618,300	809,545
40	84	0	0	0	0	0	0	0	100,000	4,083,789	611,864	816,053
41	85	0	0	0	0	0	0	0	100,000	4,358,136	607,615	825,522
42	86	0	0	0	0	0	0	0	100,000	4,648,685	605,637	838,072
43	87	0	0	0	0	0	0	0	100,000	4,955,954	605,754	853,552
44	88	0	0	0	0	0	0	0	100,000	5,280,160	607,451	871,459
45	89	0	0	0	0	0	0	0	100,000	5,621,514	610,168	891,244
46	90	0	0	0	0	0	0	0	100,000	5,979,971	613,058	912,057
47	91	0	0	0	0	0	0	0	100,000	6,363,158	622,900	877,426
48	92	0	0	0	0	0	0	0	100,000	6,774,977	642,706	845,955
49	93	0	0	0	0	0	0	0	100,000	7,220,641	676,756	821,169
50	94	0	0	0	0	0	0	0	100,000	7,706,770	730,691	807,759
51	95	0	0	0	0	0	0	0	100,000	8,241,309	811,426	811,426
52	96	0	0	0	0	0	0	0	100,000	8,813,332	906,955	906,955
53	97	0	0	0	0	0	0	0	100,000	9,425,567	1,018,871	1,018,871
54	98	0	0	0	0	0	0	0	100,000	10,080,945	1,148,915	1,148,915
55	99	0	0	0	0	0	0	0	100,000	10,782,619	1,298,987	1,298,987

500,000      12,000      488,000      1,356,619

3,500,000

Management fees reflected in column (5): 0.50%

\*See the accompanying reports entitled "Equity Account Details" and "Portfolio Turnover Details" for year-by-year equity calculation and turnover details.

\*\*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.

### 55 Year Summary

	Term/Equity Mutual Fund	Indexed UL
After Tax Payments	500,000	500,000
After Tax Cash Flow	1,356,619	3,500,000
Living Values	0	1,298,987
Death Benefit	0	1,298,987

# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

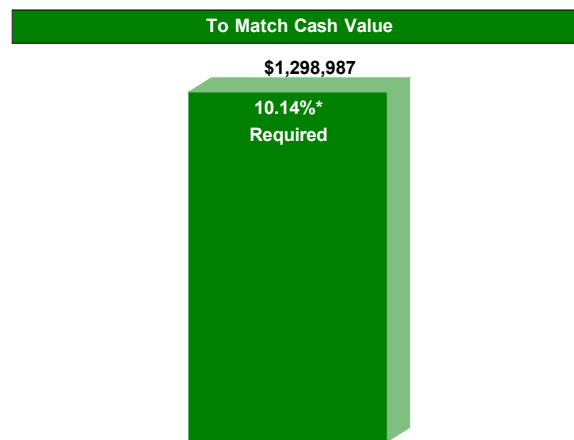
Insured: Jack Hudson

## Matching Values at Age 99 (Year 55)

Equity Mutual Fund Growth	Equity Mutual Fund Dividend	Dividend Tax Rate	Income Tax Rate	Indexed UL Interest Rate	Initial Death Benefit
6.90%	2.00%	25.00%	37.00%	6.90%	586,790

### Growth Required on Equity Mutual Fund in Addition to the Dividend Illustrated to Match Indexed Universal Life Policy Values over 55 Years After Applying the Term Payment Illustrated

To match Cash Value of: \$1,298,987	Growth Required (Plus 2.00% Dividend) 10.14%
-------------------------------------	---



\*Plus 2.00% dividend.

### Income Tax Considerations

1. Equity Mutual Fund: Capital gains tax calculations are taxed based on a ratio of asset value to remaining cost basis in any given year.
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.

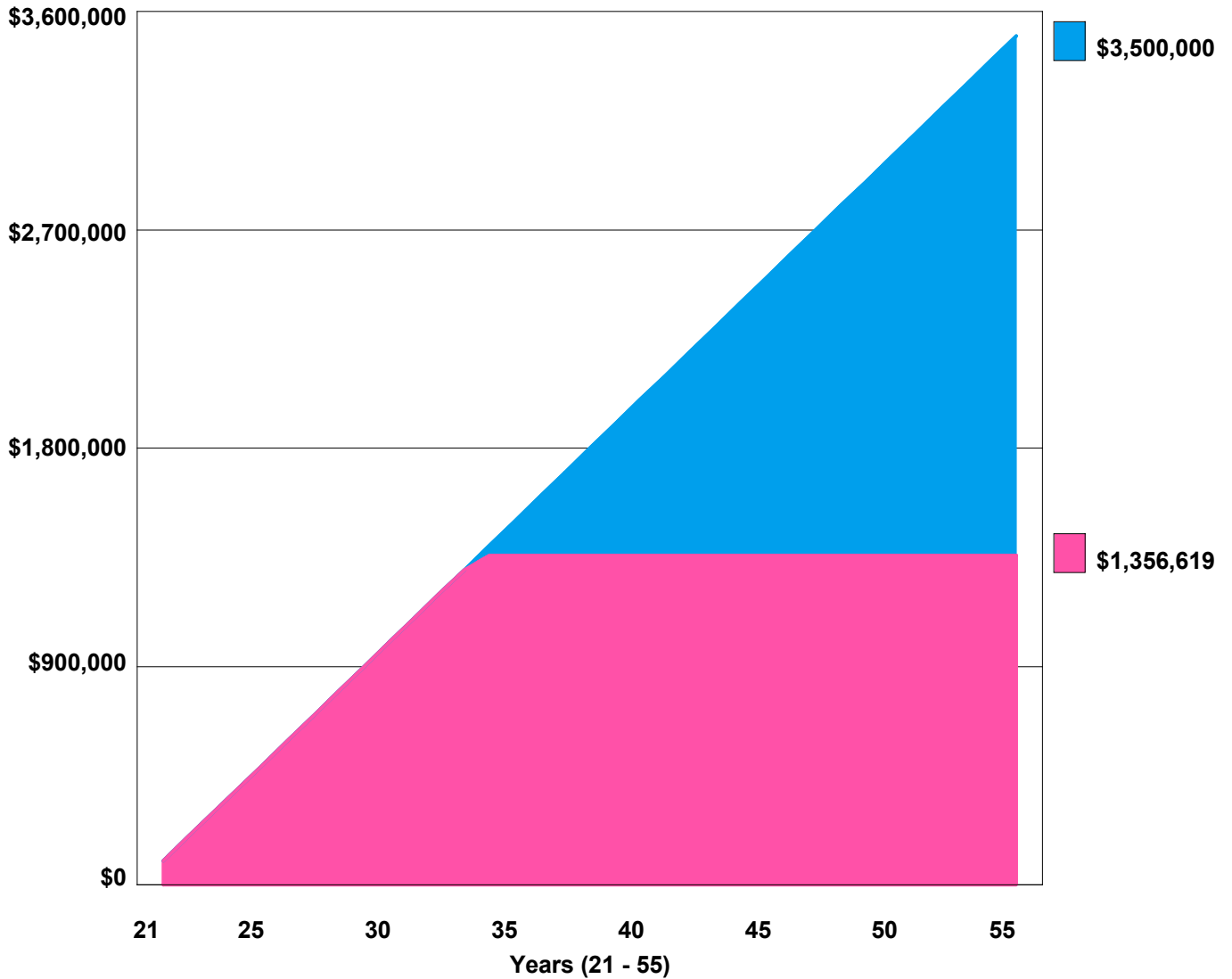
This illustration assumes the nonguaranteed values continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a basic illustration from the issuing life insurance company.

# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

Insured: Jack Hudson

## Cash Flow Comparison of Years 21 - 55



**At Year 55**  
Cumulative After Tax Cash Flow - Equity Mutual Fund ■ \$1,356,619  
Cumulative After Tax Policy Cash Flow - Indexed UL ■ \$3,500,000

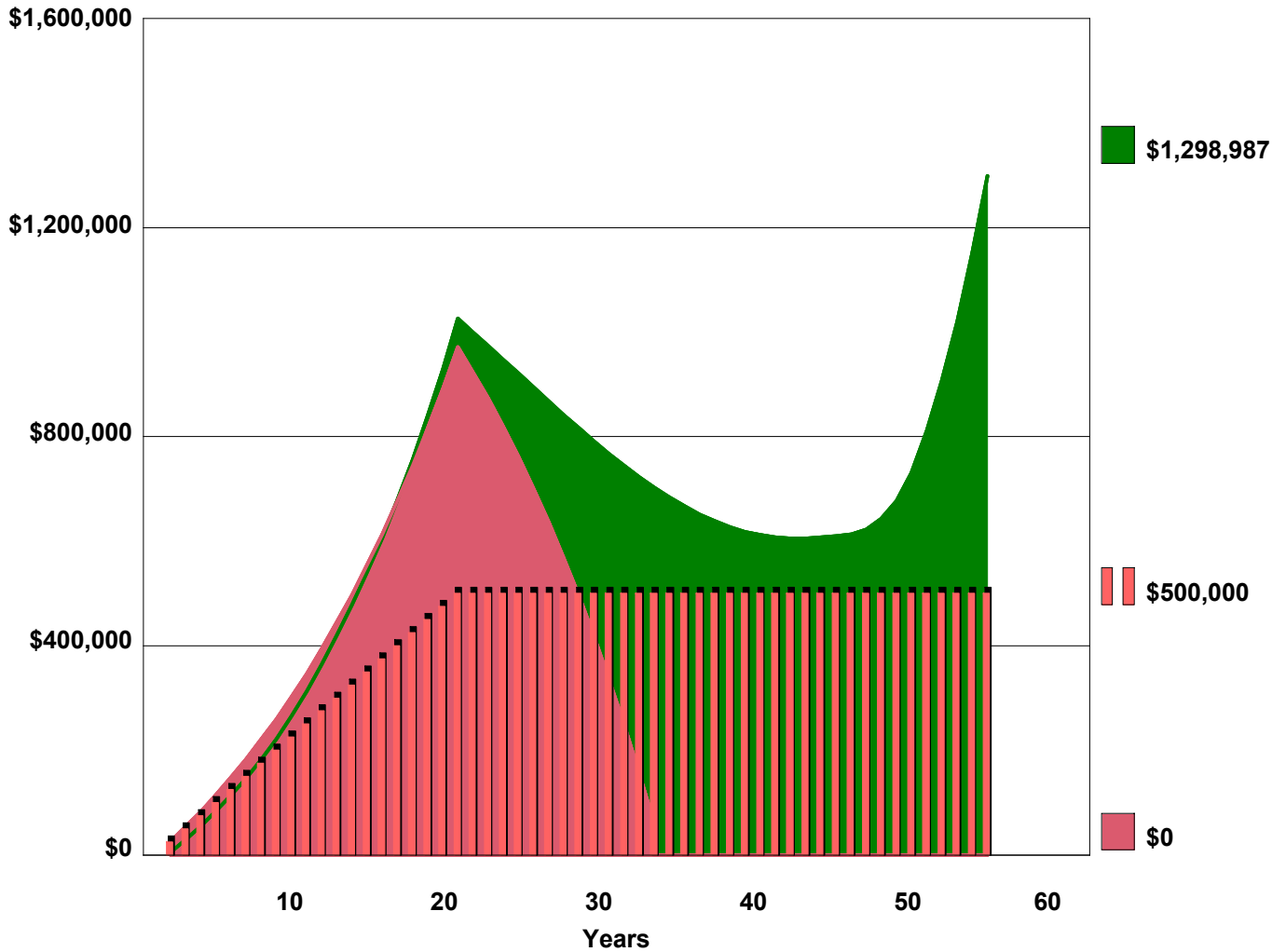


# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

Insured: Jack Hudson

## 55 Year Analysis



**At Year 55**

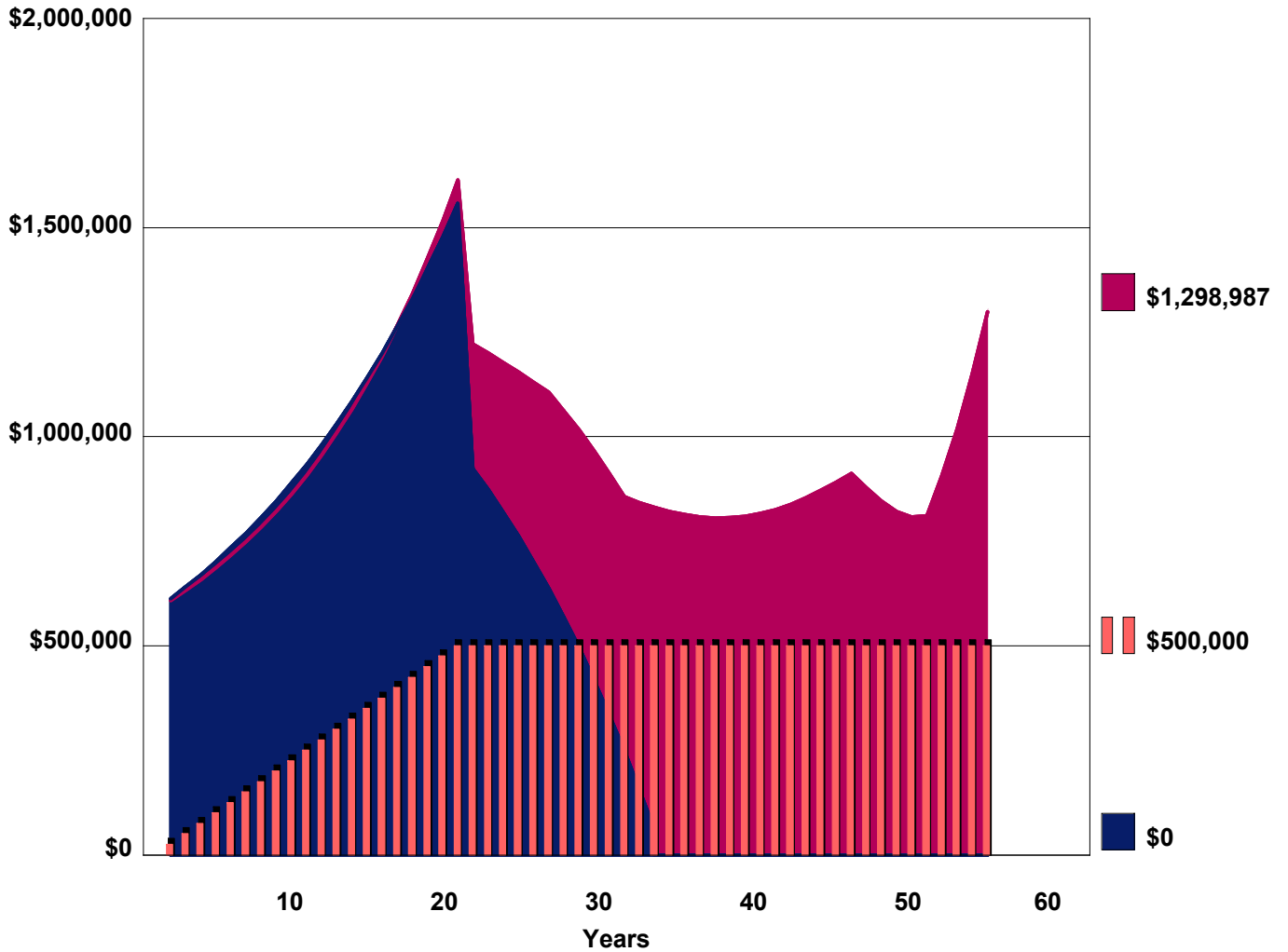
Payments (Cumulative)	\$500,000
Equity Mutual Fund Values	\$0
Indexed UL Cash Values	\$1,298,987

# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

Insured: Jack Hudson

## 55 Year Analysis



**At Year 55**

Payments (Cumulative)	\$500,000
Term Plus Equity Mutual Fund Death Benefit	\$0
Indexed UL Policy Death Benefit	\$1,298,987

# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

Insured: Jack Hudson

## Comparison of Plan Costs

		Equity Mutual Fund Growth 6.90%	Equity Mutual Fund Dividend 2.00%	Dividend Tax Rate 25.00%	Income Tax Rate 37.00%	Composite Capital Gains Tax Rate 29.80%	Portfolio Turnover 50.00%	Indexed UL Interest Rate 6.90%	
		Term and Equity Mutual Fund						Indexed UL*	
Year	Male Age	(1) Policy Premium	(2) Term Insurance Cost	(3) Mgmt Fee	(4) Taxes	(5) Term & Equity Mutual Fund Annual Costs	(6) Term & Equity Mutual Fund Cumulative Total Costs	(7) Policy Total Annual Costs	(8) Policy Cumulative Total Costs
1	45	25,000	600	130	373	1,103	1,103	4,559	4,559
2	46	25,000	600	269	877	1,746	2,849	4,571	9,130
3	47	25,000	600	416	1,467	2,483	5,333	4,571	13,701
4	48	25,000	600	573	2,121	3,294	8,627	4,571	18,272
5	49	25,000	600	739	2,829	4,168	12,795	4,571	22,843
6	50	25,000	600	915	3,588	5,103	17,897	4,571	27,414
7	51	25,000	600	1,102	4,396	6,098	23,995	4,571	31,985
8	52	25,000	600	1,300	5,254	7,154	31,149	4,571	36,556
9	53	25,000	600	1,510	6,166	8,276	39,425	4,571	41,127
10	54	25,000	600	1,733	7,134	9,467	48,892	3,572	44,699
11	55	25,000	600	1,969	8,160	10,729	59,621	3,578	48,277
12	56	25,000	600	2,220	9,249	12,069	71,690	3,588	51,865
13	57	25,000	600	2,486	10,404	13,490	85,180	3,605	55,470
14	58	25,000	600	2,768	11,629	14,997	100,177	3,607	59,077
15	59	25,000	600	3,067	12,928	16,595	116,772	3,607	62,684
16	60	25,000	600	3,384	14,306	18,290	135,062	2,675	65,359
17	61	25,000	600	3,721	15,767	20,088	155,150	2,922	68,281
18	62	25,000	600	4,078	17,318	21,996	177,145	3,196	71,477
19	63	25,000	600	4,456	18,963	24,019	201,165	3,493	74,970
20	64	25,000	600	4,858	20,706	26,164	227,329	3,818	78,788
21	65	0	0	4,620	21,502	26,122	253,451	1,170	79,958
22	66	0	0	4,367	20,639	25,006	278,457	1,334	81,292
23	67	0	0	4,097	19,570	23,667	302,124	1,511	82,803
24	68	0	0	3,811	18,363	22,174	324,297	1,709	84,512
25	69	0	0	3,506	17,047	20,553	344,851	1,915	86,427
26	70	0	0	3,183	15,634	18,817	363,667	2,113	88,540
27	71	0	0	2,840	14,128	16,968	380,635	2,162	90,702
28	72	0	0	2,475	12,526	15,001	395,637	2,175	92,877
29	73	0	0	2,089	10,823	12,912	408,548	2,115	94,992
30	74	0	0	1,678	9,014	10,692	419,240	1,958	96,950
		500,000	12,000	74,360	332,881	419,241		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
Term & Equity Mutual Fund	419,240	1,000,000	335,592	335,592
Indexed UL	96,950	1,000,000	767,034	913,173

# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

Insured: Jack Hudson

## Comparison of Plan Costs

		Equity Mutual Fund Growth 6.90%	Equity Mutual Fund Dividend 2.00%	Dividend Tax Rate 25.00%	Income Tax Rate 37.00%	Composite Capital Gains Tax Rate 29.80%	Portfolio Turnover 50.00%	Indexed UL Interest Rate 6.90%	
		Term and Equity Mutual Fund						Indexed UL*	
Year	Male Age	(1) Policy Premium	(2) Term Insurance Cost	(3) Mgmt Fee	(4) Taxes	(5) Term & Equity Mutual Fund Total Annual Costs	(6) Term & Equity Mutual Fund Cumulative Total Costs	(7) Policy Total Annual Costs	(8) Policy Cumulative Total Costs
31	75	0	0	1,242	7,095	8,337	427,577	1,672	98,622
32	76	0	0	779	5,055	5,834	433,411	1,973	100,595
33	77	0	0	288	2,890	3,178	436,589	2,325	102,920
34	78	0	0	0	919	919	437,508	2,743	105,663
35	79	0	0	0	0	0	437,508	3,229	108,892
36	80	0	0	0	0	0	437,508	3,829	112,721
37	81	0	0	0	0	0	437,508	4,624	117,345
38	82	0	0	0	0	0	437,508	5,575	122,920
39	83	0	0	0	0	0	437,508	6,720	129,640
40	84	0	0	0	0	0	437,508	8,320	137,960
41	85	0	0	0	0	0	437,508	10,435	148,395
42	86	0	0	0	0	0	437,508	12,870	161,265
43	87	0	0	0	0	0	437,508	15,896	177,161
44	88	0	0	0	0	0	437,508	19,833	196,994
45	89	0	0	0	0	0	437,508	24,698	221,692
46	90	0	0	0	0	0	437,508	30,740	252,432
47	91	0	0	0	0	0	437,508	30,596	283,028
48	92	0	0	0	0	0	437,508	28,406	311,434
49	93	0	0	0	0	0	437,508	23,204	334,638
50	94	0	0	0	0	0	437,508	14,023	348,661
51	95	0	0	0	0	0	437,508	90	348,751
52	96	0	0	0	0	0	437,508	90	348,841
53	97	0	0	0	0	0	437,508	90	348,931
54	98	0	0	0	0	0	437,508	90	349,021
55	99	0	0	0	0	0	437,508	90	349,111
		500,000	12,000	76,669	348,840	437,509		349,111	

### 55 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
Term & Equity Mutual Fund	437,508	1,356,619	0	0
Indexed UL	349,111	3,500,000	1,298,987	1,298,987

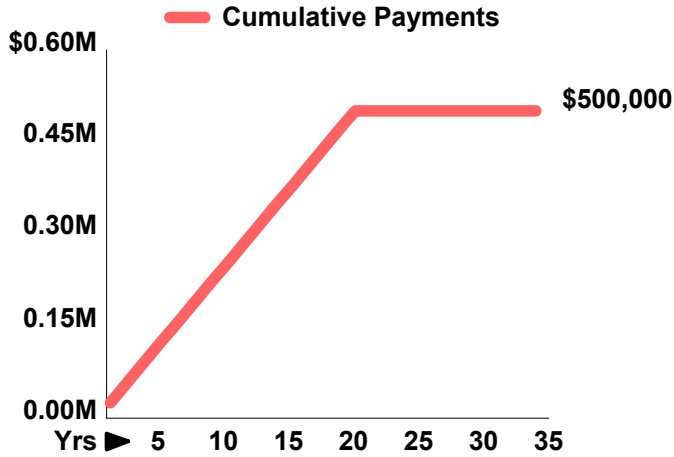
# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

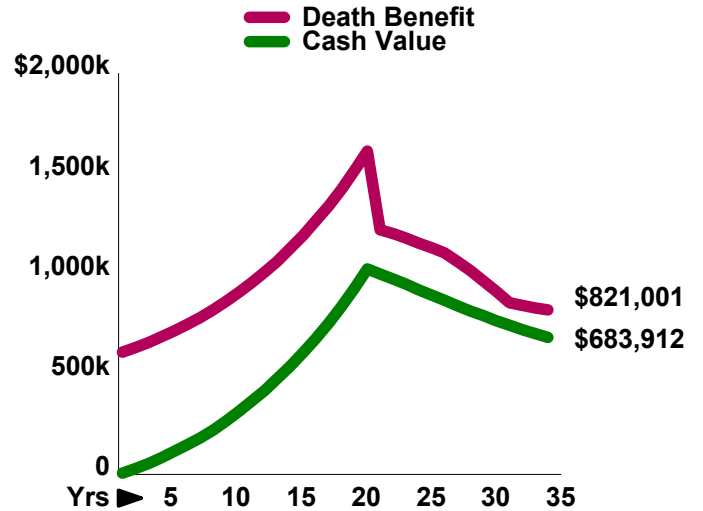
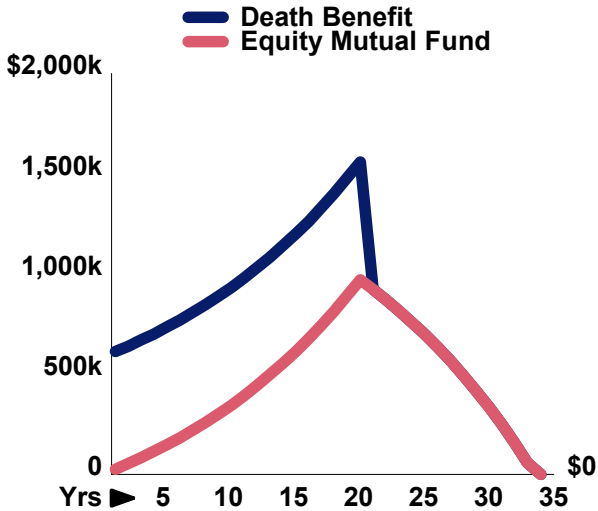
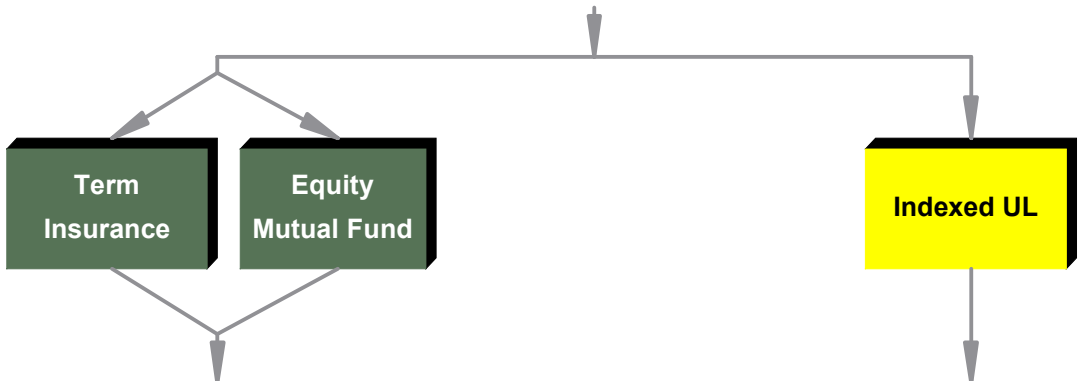
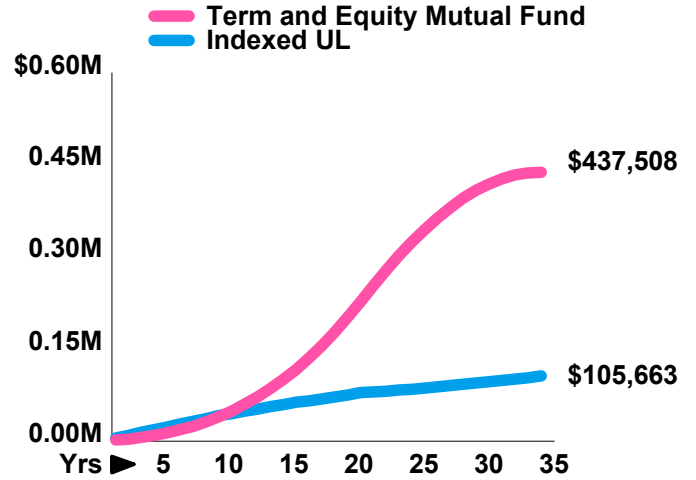
Insured: Jack Hudson

## 34 Year Analysis of Cumulative Plan Costs

**Cumulative Payments**



**Plan Costs\***



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

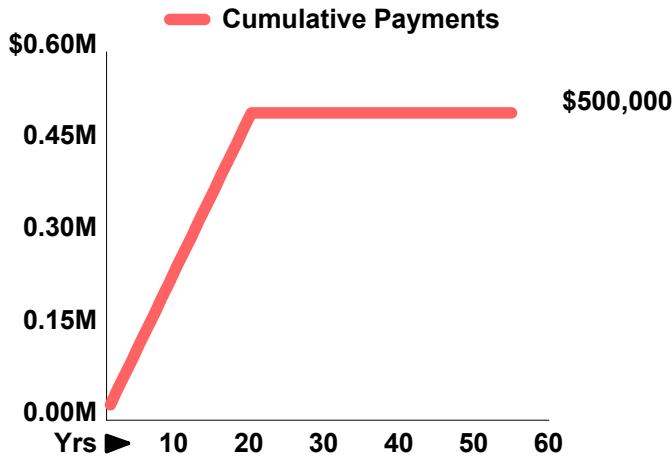
# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

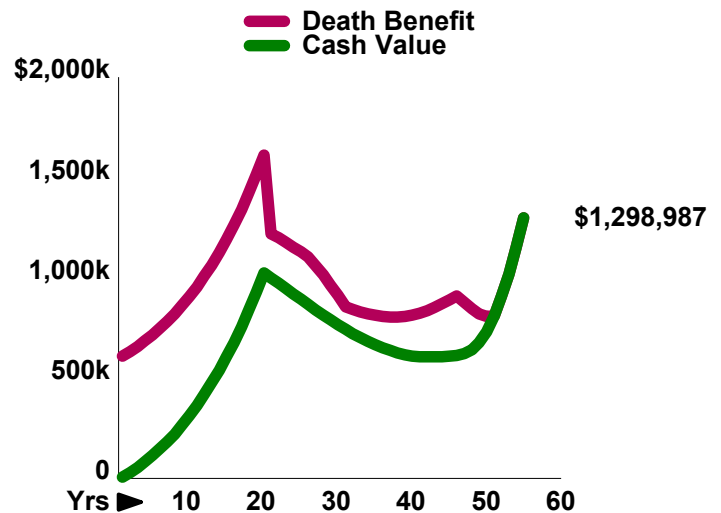
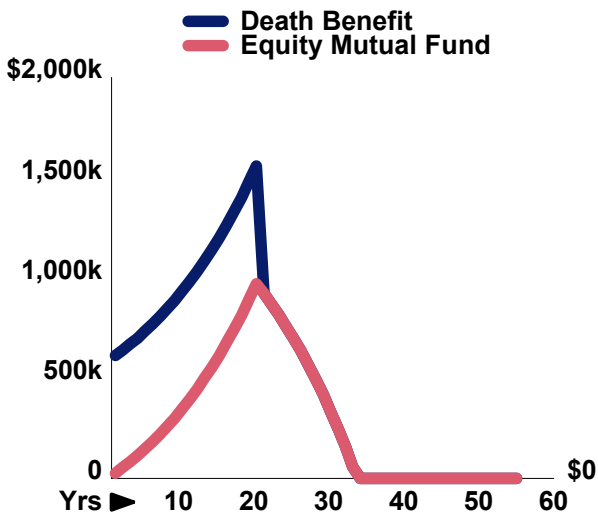
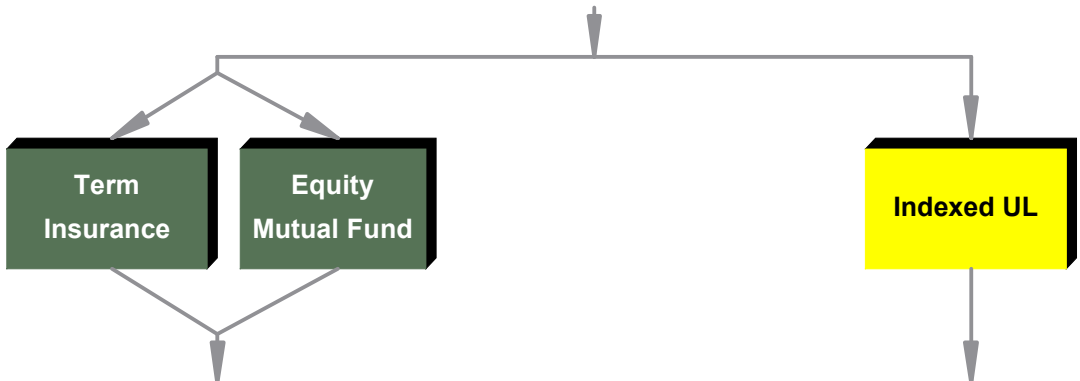
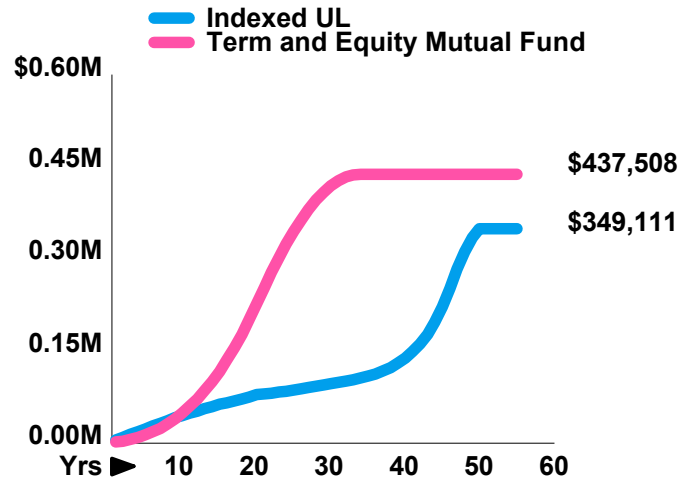
Insured: Jack Hudson

## 55 Year Analysis of Cumulative Plan Costs

**Cumulative Payments**



**Plan Costs\***



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

## **Appendix #1 for Blog #199**



## 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	\$100,000
+ \$0	additional non-taxed withdrawal to net	+ \$0
<hr/>		<hr/>
\$158,730	total withdrawal which nets, after tax	\$100,000

### Indexed Universal Life

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

Tax deferred account surrender charges, if any, will further reduce tax deferred account values.

## 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]

Insured: Jack Hudson

## Tax Deferred Account

Tax Deferred Account Yield 6.90%  
Income Tax Rate 37.00%  
Initial Payment 25,000

		Tax Deferred Account				
Year	Male Age	(1) Annual Deposit	(2) After Tax Cash Flow	(3) Gross Yield 6.90%	(4) Tax Deferred Ending Balance	(5) 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			

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

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.

### 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]

Insured: Jack Hudson

## Tax Deferred Account

Tax Deferred Account Yield 6.90%  
 Income Tax Rate 37.00%  
 Initial Payment 25,000

		Tax Deferred Account				
Year	Male Age	(1) Annual Deposit	(2) After Tax Cash Flow	(3) Gross Yield 6.90%	(4) Tax Deferred Ending Balance	(5) 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
		500,000	1,079,846			

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

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.

# Various Financial Alternatives vs. Indexed Universal Life

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

Insured: Jack Hudson

## Details of the Tax Deferred Account

Tax Deferred  
Account  
Yield  
6.90%

Income  
Tax Rate  
37.00%

Initial  
Payment  
25,000

Tax Deferred Account											
Year	Male Age	(1) Beginning of Year Value of Account	(2) Annual Deposit to the Account	(3) Beginning of Year Cost Basis	(4) Beginning of Year Before Tax Withdrawal	(5) Gain in Contract Withdrawn	(6) Taxable Portion of Withdrawal Column (5)	(7) After Tax Value of Column (6)	(8) Tax Free Portion of Withdrawal (4) - (5)	(9) Ending Balance	(10) 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]

Insured: Jack Hudson

## Details of the Tax Deferred Account

Tax Deferred Account Yield 6.90%  
 Income Tax Rate 37.00%  
 Initial Payment 25,000

		Tax Deferred Account										
Year	Male Age	(1) Beginning of Year Value of Account	(2) Annual Deposit to the Account	(3) Beginning of Year Cost Basis	(4) Beginning of Year Before Tax Withdrawal	(5) Gain in Contract Withdrawn	(6) Taxable Portion of Withdrawal Column (5)	(7) After Tax Value of Column (6)	(8) Tax Free Portion of Withdrawal (4) - (5)	(9) Ending Balance	(10) 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	
		500,000		1,420,390		920,390		579,844		500,001		1,079,846

# Various Financial Alternatives vs. Indexed Universal Life

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

Insured: Jack Hudson

## Equity Mutual Fund Details

		Equity Mutual Fund Growth 6.90%	Equity 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%				
Yr	Male Age	(1) Beginning of Year Account Value	(2) Annual Deposit	(3) Sale of Equities	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Year End Value of Account Before Turnover	(7)** Year End Value of Account After Turnover	(8) After Tax Dividend Cash Flow	(9) After Tax Cash Flow from Equity Sales	(10) Combined After Tax Cash Flow
1	45	0	25,000	0	1,725	375	27,100	26,709	0	0	0
2	46	26,709	25,000	0	3,568	776	56,053	55,135	0	0	0
3	47	55,135	25,000	0	5,529	1,202	86,866	85,334	0	0	0
4	48	85,334	25,000	0	7,613	1,655	119,602	117,390	0	0	0
5	49	117,390	25,000	0	9,825	2,136	154,351	151,404	0	0	0
6	50	151,404	25,000	0	12,172	2,646	191,222	187,486	0	0	0
7	51	187,486	25,000	0	14,662	3,187	230,335	225,759	0	0	0
8	52	225,759	25,000	0	17,302	3,761	271,822	266,355	0	0	0
9	53	266,355	25,000	0	20,104	4,370	315,829	309,414	0	0	0
10	54	309,414	25,000	0	23,075	5,016	362,505	355,083	0	0	0
11	55	355,083	25,000	0	26,226	5,701	412,010	403,522	0	0	0
12	56	403,522	25,000	0	29,568	6,428	464,518	454,898	0	0	0
13	57	454,898	25,000	0	33,113	7,198	520,209	509,390	0	0	0
14	58	509,390	25,000	0	36,873	8,016	579,279	567,186	0	0	0
15	59	567,186	25,000	0	40,861	8,883	641,930	628,487	0	0	0
16	60	628,487	25,000	0	45,091	9,802	708,380	693,504	0	0	0
17	61	693,504	25,000	0	49,577	10,778	778,859	762,465	0	0	0
18	62	762,465	25,000	0	54,335	11,812	853,612	835,606	0	0	0
19	63	835,606	25,000	0	59,382	12,909	932,897	913,183	0	0	0
20	64	913,183	25,000	0	64,735	14,073	1,016,991	995,464	0	0	0
21	65	995,464	0	87,709	62,635	0	970,390	949,432	13,616	86,384	100,000
22	66	949,432	0	88,461	59,407	0	920,378	900,307	12,915	87,085	100,000
23	67	900,307	0	89,241	55,964	0	867,030	848,035	12,166	87,834	100,000
24	68	848,035	0	90,060	52,300	0	810,275	792,483	11,370	88,630	100,000
25	69	792,483	0	90,925	48,408	0	749,966	733,480	10,523	89,477	100,000
26	70	733,480	0	91,841	44,273	0	685,912	670,826	9,624	90,376	100,000
27	71	670,826	0	92,812	39,883	0	617,897	604,304	8,670	91,330	100,000
28	72	604,304	0	93,842	35,222	0	545,684	533,677	7,657	92,343	100,000
29	73	533,677	0	94,936	30,273	0	469,014	458,694	6,581	93,419	100,000
30	74	458,694	0	96,096	25,019	0	387,617	379,088	5,439	94,561	100,000
		500,000	915,923	1,008,720	1,008,720	120,724			98,561	901,439	1,000,000

\*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:

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]

Insured: Jack Hudson

## Equity Mutual Fund Details

		Equity Mutual Fund Growth 6.90%	Equity 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%				
Yr	Male Age	(1) Beginning of Year Account Value	(2) Annual Deposit	(3) Sale of Equities	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Year End Value of Account Before Turnover	(7)** Year End Value of Account After Turnover	(8) After Tax Dividend Cash Flow	(9) After Tax Cash Flow from Equity Sales	(10) Combined After Tax Cash Flow
31	75	379,088	0	97,329	19,441	0	301,200	294,572	4,226	95,774	100,000
32	76	294,572	0	98,637	13,520	0	209,455	204,846	2,939	97,061	100,000
33	77	204,846	0	100,026	7,233	0	112,053	109,587	1,572	98,428	100,000
34	78	109,587	0	101,501	558	0	8,644	8,454	121	99,879	100,000
35	79	8,454	0	8,454	0	0	0	0	0	8,319	8,319
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
		500,000	1,321,870	1,049,472	120,724				107,419	1,300,900	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:

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]

Insured: Jack Hudson

## Equity Mutual Fund Portfolio Turnover Details

		Equity Mutual Fund Growth 6.90%	Equity 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%						
Yr	Male Age	(1) Beginning of Year Cost Basis	(2) Annual Deposit to the Account	(3) Sale of Equities to Fund Cash Flow	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Account Value Before Turnover	(7) Adjusted Cost Basis	(8) Sale of Equities Caused by Turnover	(9) Cost Basis Used by Turnover	(10) After Tax Reinvested Turnover	(11)** Year End Value of Account After Turnover	
1	45	0	25,000	0	1,725	375	27,100	25,375	13,550	12,688	13,293	26,709	
2	46	25,980	25,000	0	3,568	776	56,053	51,757	28,027	25,878	27,386	55,135	
3	47	53,265	25,000	0	5,529	1,202	86,866	79,467	43,433	39,733	42,330	85,334	
4	48	82,064	25,000	0	7,613	1,655	119,602	108,719	59,801	54,359	58,179	117,390	
5	49	112,539	25,000	0	9,825	2,136	154,351	139,675	77,176	69,837	74,989	151,404	
6	50	144,826	25,000	0	12,172	2,646	191,222	172,472	95,611	86,236	92,817	187,486	
7	51	179,053	25,000	0	14,662	3,187	230,335	207,241	115,168	103,620	111,726	225,759	
8	52	215,347	25,000	0	17,302	3,761	271,822	244,107	135,911	122,054	131,782	266,355	
9	53	253,835	25,000	0	20,104	4,370	315,829	283,205	157,915	141,603	153,054	309,414	
10	54	294,656	25,000	0	23,075	5,016	362,505	324,673	181,253	162,336	175,615	355,083	
11	55	337,952	25,000	0	26,226	5,701	412,010	368,652	206,005	184,326	199,545	403,522	
12	56	383,871	25,000	0	29,568	6,428	464,518	415,299	232,259	207,650	224,925	454,898	
13	57	432,575	25,000	0	33,113	7,198	520,209	464,772	260,105	232,386	251,845	509,390	
14	58	484,231	25,000	0	36,873	8,016	579,279	517,247	289,640	258,623	280,397	567,186	
15	59	539,020	25,000	0	40,861	8,883	641,930	572,903	320,965	286,452	310,680	628,487	
16	60	597,132	25,000	0	45,091	9,802	708,380	631,934	354,190	315,967	342,799	693,504	
17	61	658,766	25,000	0	49,577	10,778	778,859	694,544	389,430	347,272	376,867	762,465	
18	62	724,139	25,000	0	54,335	11,812	853,612	760,951	426,806	380,475	412,999	835,606	
19	63	793,475	25,000	0	59,382	12,909	932,897	831,384	466,449	415,692	451,323	913,183	
20	64	867,015	25,000	0	64,735	14,073	1,016,991	906,088	508,496	453,044	491,971	995,464	
21	65	945,015	0	87,709	62,635	0	970,390	861,751	485,195	430,875	469,008	949,432	
22	66	899,883	0	88,461	59,407	0	920,378	816,039	460,189	408,019	444,642	900,307	
23	67	852,662	0	89,241	55,964	0	867,030	768,144	433,515	384,072	418,781	848,035	
24	68	802,853	0	90,060	52,300	0	810,275	717,591	405,138	358,796	391,328	792,483	
25	69	750,123	0	90,925	48,408	0	749,966	664,058	374,983	332,029	362,183	733,480	
26	70	694,212	0	91,841	44,273	0	685,912	607,288	342,956	303,644	331,241	670,826	
27	71	634,885	0	92,812	39,883	0	617,897	547,045	308,949	273,523	298,392	604,304	
28	72	571,914	0	93,842	35,222	0	545,684	483,102	272,842	241,551	263,517	533,677	
29	73	505,068	0	94,936	30,273	0	469,014	415,221	234,507	207,611	226,492	458,694	
30	74	434,103	0	96,096	25,019	0	387,617	343,159	193,809	171,579	187,184	379,088	
			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:

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]

Insured: Jack Hudson

## Equity Mutual Fund Portfolio Turnover Details

Equity Mutual Fund Growth 6.90%      Equity 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%

Yr	Male Age	(1) Beginning of Year Cost Basis	(2) Annual Deposit to the Account	(3) Sale of Equities to Fund Cash Flow	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Account Value Before Turnover	(7) Adjusted Cost Basis	(8) Sale of Equities Caused by Turnover	(9) Cost Basis Used by Turnover	(10) After Tax Reinvested Turnover	(11)** Year End 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	204,846
33	77	193,863	0	100,026	7,233	0	112,053	99,200	56,027	49,600	54,111	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:

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]

Insured: Jack Hudson

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

		Taxable Account Yield 6.90%	Income Tax Rate 37.00%	Indexed UL Interest Rate 6.90%	Initial Death Benefit 586,790			
		Taxable Account				Indexed UL*		
Year	Male Age	(1) Premium	(2) Mgmt Fee	(3) Taxes	(4) Taxable Account Total Annual Costs	(5) Taxable Account Cum. Total Costs	(6) Policy Total Annual Costs	(7) Policy Cum. Total 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

\*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]

Insured: Jack Hudson

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

		Taxable Account Yield 6.90%	Income Tax Rate 37.00%	Indexed UL Interest Rate 6.90%	Initial Death Benefit 586,790			
		Taxable Account				Indexed UL*		
Year	Male Age	(1) Premium	(2) Mgmt Fee	(3) Taxes	(4) Taxable Account Total Annual Costs	(5) Taxable Account Cum. Total Costs	(6) Policy Total Annual Costs	(7) Policy Cum. Total Costs
31	75	0	0	0	0	301,488	1,672	98,622
32	76	0	0	0	0	301,488	1,973	100,595
33	77	0	0	0	0	301,488	2,325	102,920
34	78	0	0	0	0	301,488	2,743	105,663
35	79	0	0	0	0	301,488	3,229	108,892
36	80	0	0	0	0	301,488	3,829	112,721
37	81	0	0	0	0	301,488	4,624	117,345
38	82	0	0	0	0	301,488	5,575	122,920
39	83	0	0	0	0	301,488	6,720	129,640
40	84	0	0	0	0	301,488	8,320	137,960
41	85	0	0	0	0	301,488	10,435	148,395
42	86	0	0	0	0	301,488	12,870	161,265
43	87	0	0	0	0	301,488	15,896	177,161
44	88	0	0	0	0	301,488	19,833	196,994
45	89	0	0	0	0	301,488	24,698	221,692
46	90	0	0	0	0	301,488	30,740	252,432
47	91	0	0	0	0	301,488	30,596	283,028
48	92	0	0	0	0	301,488	28,406	311,434
49	93	0	0	0	0	301,488	23,204	334,638
50	94	0	0	0	0	301,488	14,023	348,661
51	95	0	0	0	0	301,488	90	348,751
52	96	0	0	0	0	301,488	90	348,841
53	97	0	0	0	0	301,488	90	348,931
54	98	0	0	0	0	301,488	90	349,021
55	99	0	0	0	0	301,488	90	349,111
		500,000	52,191	249,297	301,488		349,111	

### 55 Year Summary

	Cumulative Plan Costs	After Tax Cash Flow	Living Value	Death Benefit
Taxable Account	301,488	872,283	0	0
Indexed UL	349,111	3,500,000	1,298,987	1,298,987

\*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]

Insured: Jack Hudson

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

		Tax Deferred Account Yield 6.90%	Income Tax Rate 37.00%	Indexed UL Interest Rate 6.90%	Initial Death Benefit 586,790			
		Tax Deferred Account			Indexed UL*			
Year	Male Age	(1) Premium	(2) Taxes	(3) Tax Deferred Account Total Annual Costs	(4) Tax Deferred Account Cum. Total Costs	(5) Policy Total Annual Costs	(6) Policy Cum. 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	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	74,970	
20	64	25,000	0	0	0	3,818	78,788	
21	65	0	58,730	58,730	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	84,512	
25	69	0	58,730	58,730	293,650	1,915	86,427	
26	70	0	14,439	14,439	308,089	2,113	88,540	
27	71	0	10,839	10,839	318,928	2,162	90,702	
28	72	0	8,758	8,758	327,686	2,175	92,877	
29	73	0	6,586	6,586	334,272	2,115	94,992	
30	74	0	4,319	4,319	338,591	1,958	96,950	
		500,000	338,591	338,591		96,950		

### 30 Year Summary

	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

\*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]

Insured: Jack Hudson

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

		Tax Deferred Account Yield 6.90%	Income Tax Rate 37.00%	Indexed UL Interest Rate 6.90%	Initial Death Benefit 586,790		
		Tax Deferred Account			Indexed UL*		
Year	Male Age	(1) Premium	(2) Taxes	(3) Tax Deferred Account Total Annual Costs	(4) Tax Deferred Account Cum. Total Costs	(5) Policy Total Annual Costs	(6) Policy Cum. 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
		500,000	340,544	340,544		349,111	

### 55 Year Summary

	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

\*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]

Insured: Jack Hudson

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

Equity Mutual Fund Growth 6.90%	Equity 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 Death Benefit 586,790
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Year	Male Age	Equity Mutual Fund				Indexed UL*		
		(1) Premium	(2) Mgmt Fee	(3) Taxes	(4) Equity Mutual Fund Total Annual Costs	(5) Equity Mutual Fund Cum. Total Costs	(6) Policy Total Annual Costs	(7) Policy Cum. Total 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	79,283	3,605	55,470
14	58	25,000	2,836	11,915	14,751	94,034	3,607	59,077
15	59	25,000	3,142	13,246	16,388	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	74,970
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

	Cumulative Plan Costs	After Tax Cash Flow	Living Value	Death Benefit
Equity Mutual Fund	421,627	1,000,000	379,088	379,088
Indexed UL	96,950	1,000,000	767,034	913,173

\*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]

Insured: Jack Hudson

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

Equity Mutual Fund Growth 6.90%	Equity 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 Death Benefit 586,790
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Year	Male Age	Equity Mutual Fund					Indexed UL*	
		(1) Premium	(2) Mgmt Fee	(3) Taxes	(4) Equity Mutual Fund Total Annual Costs	(5) Equity Mutual Fund Cum. Total Costs	(6) Policy Total Annual Costs	(7) Policy Cum. Total Costs
31	75	0	1,473	8,112	9,585	431,212	1,672	98,622
32	76	0	1,024	6,136	7,160	438,372	1,973	100,595
33	77	0	548	4,037	4,585	442,957	2,325	102,920
34	78	0	42	1,810	1,852	444,809	2,743	105,663
35	79	0	0	135	135	444,944	3,229	108,892
36	80	0	0	0	0	444,944	3,829	112,721
37	81	0	0	0	0	444,944	4,624	117,345
38	82	0	0	0	0	444,944	5,575	122,920
39	83	0	0	0	0	444,944	6,720	129,640
40	84	0	0	0	0	444,944	8,320	137,960
41	85	0	0	0	0	444,944	10,435	148,395
42	86	0	0	0	0	444,944	12,870	161,265
43	87	0	0	0	0	444,944	15,896	177,161
44	88	0	0	0	0	444,944	19,833	196,994
45	89	0	0	0	0	444,944	24,698	221,692
46	90	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

500,000	80,156	364,788	444,944	349,111
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### 55 Year Summary

	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

\*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.



**Appendix #2 for Blog #200**

# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

Insured: Jack Hudson

## Equity Account Details

		Equity Mutual Fund Growth 6.90%	Equity 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%				
Yr	Age	(1) Beginning of Year Account Value	(2) Annual Deposit	(3) Sale of Equities	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Year End Value of Account Before Turnover	(7)** Year End Value of Account After Turnover	(8) After Tax Dividend Cash Flow	(9) After Tax Cash Flow from Equity Sales	(10) Combined After Tax Cash Flow
1	45	0	24,400	0	1,684	366	26,450	26,068	0	0	0
2	46	26,068	24,400	0	3,482	757	54,707	53,812	0	0	0
3	47	53,812	24,400	0	5,397	1,173	84,782	83,287	0	0	0
4	48	83,287	24,400	0	7,430	1,615	116,732	114,573	0	0	0
5	49	114,573	24,400	0	9,589	2,085	150,647	147,770	0	0	0
6	50	147,770	24,400	0	11,880	2,583	186,633	182,987	0	0	0
7	51	182,987	24,400	0	14,310	3,111	224,808	220,342	0	0	0
8	52	220,342	24,400	0	16,887	3,671	265,300	259,964	0	0	0
9	53	259,964	24,400	0	19,621	4,265	308,250	301,988	0	0	0
10	54	301,988	24,400	0	22,521	4,896	353,805	346,562	0	0	0
11	55	346,562	24,400	0	25,596	5,564	402,122	393,838	0	0	0
12	56	393,838	24,400	0	28,858	6,274	453,370	443,981	0	0	0
13	57	443,981	24,400	0	32,318	7,026	507,725	497,165	0	0	0
14	58	497,165	24,400	0	35,988	7,823	565,376	553,573	0	0	0
15	59	553,573	24,400	0	39,880	8,670	626,523	613,403	0	0	0
16	60	613,403	24,400	0	44,008	9,567	691,378	676,860	0	0	0
17	61	676,860	24,400	0	48,387	10,519	760,166	744,165	0	0	0
18	62	744,165	24,400	0	53,031	11,528	833,124	815,551	0	0	0
19	63	815,551	24,400	0	57,957	12,599	910,507	891,266	0	0	0
20	64	891,266	24,400	0	63,181	13,735	992,582	971,572	0	0	0
21	65	971,572	0	88,078	60,961	0	944,455	924,057	13,252	86,748	100,000
22	66	924,057	0	88,854	57,629	0	892,832	873,362	12,528	87,472	100,000
23	67	873,362	0	89,658	54,076	0	837,780	819,425	11,756	88,244	100,000
24	68	819,425	0	90,503	50,296	0	779,218	762,107	10,934	89,066	100,000
25	69	762,107	0	91,395	46,279	0	716,991	701,230	10,061	89,939	100,000
26	70	701,230	0	92,340	42,013	0	650,903	636,588	9,133	90,867	100,000
27	71	636,588	0	93,342	37,484	0	580,730	567,954	8,148	91,852	100,000
28	72	567,954	0	94,405	32,675	0	506,224	495,086	7,103	92,897	100,000
29	73	495,086	0	95,533	27,569	0	427,122	417,724	5,993	94,007	100,000
30	74	417,724	0	96,731	22,149	0	343,142	335,592	4,814	95,186	100,000
			488,000	920,839	973,136	117,827			93,722	906,278	1,000,000

\*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:

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 Portfolio Turnover Details report.)

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

# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

Insured: Jack Hudson

## Equity Account Details

		Equity Mutual Fund Growth 6.90%	Equity 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%				
Yr	Age	(1) Beginning of Year Account Value	(2) Annual Deposit	(3) Sale of Equities	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Year End Value of Account Before Turnover	(7)** Year End Value of Account After Turnover	(8) After Tax Dividend Cash Flow	(9) After Tax Cash Flow from Equity Sales	(10) Combined After Tax Cash Flow
31	75	335,592	0	98,002	16,394	0	253,984	248,395	3,564	96,436	100,000
32	76	248,395	0	99,352	10,284	0	159,327	155,820	2,235	97,765	100,000
33	77	155,820	0	100,785	3,797	0	58,832	57,538	825	99,175	100,000
34	78	57,538	0	57,538	0	0	0	0	0	56,619	56,619
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
			488,000	1,276,516	1,003,611	117,827			100,346	1,256,273	1,356,619

\*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 Portfolio Turnover Details report.)

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

# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

Insured: Jack Hudson

## Portfolio Turnover Details

		Equity 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%							
Yr	Age	(1) Beginning of Year Cost Basis	(2) Annual Deposit to the Account	(3) Sale of Equities to Fund Cash Flow	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Account Value Before Turnover	(7) Adjusted Cost Basis	(8) Sale of Equities Caused by Turnover	(9) Cost Basis Used by Turnover	(10) After Tax Reinvested Turnover	(11)** Year End Value of Account After Turnover	
1	45	0	24,400	0	1,684	366	26,450	24,766	13,225	12,383	12,974	26,068	
2	46	25,357	24,400	0	3,482	757	54,707	50,514	27,354	25,257	26,729	53,812	
3	47	51,986	24,400	0	5,397	1,173	84,782	77,559	42,391	38,779	41,315	83,287	
4	48	80,094	24,400	0	7,430	1,615	116,732	106,109	58,366	53,055	56,783	114,573	
5	49	109,838	24,400	0	9,589	2,085	150,647	136,323	75,324	68,161	73,189	147,770	
6	50	141,351	24,400	0	11,880	2,583	186,633	168,333	93,317	84,167	90,590	182,987	
7	51	174,757	24,400	0	14,310	3,111	224,808	202,268	112,404	101,134	109,045	220,342	
8	52	210,179	24,400	0	16,887	3,671	265,300	238,250	132,650	119,125	128,620	259,964	
9	53	247,745	24,400	0	19,621	4,265	308,250	276,410	154,125	138,205	149,381	301,988	
10	54	287,586	24,400	0	22,521	4,896	353,805	316,882	176,903	158,441	171,401	346,562	
11	55	329,842	24,400	0	25,596	5,564	402,122	359,806	201,061	179,903	194,756	393,838	
12	56	374,659	24,400	0	28,858	6,274	453,370	405,333	226,685	202,666	219,527	443,981	
13	57	422,194	24,400	0	32,318	7,026	507,725	453,620	253,863	226,810	245,801	497,165	
14	58	472,611	24,400	0	35,988	7,823	565,376	504,834	282,688	252,417	273,667	553,573	
15	59	526,084	24,400	0	39,880	8,670	626,523	559,154	313,262	279,577	303,224	613,403	
16	60	582,801	24,400	0	44,008	9,567	691,378	616,768	345,689	308,384	334,572	676,860	
17	61	642,956	24,400	0	48,387	10,519	760,166	677,874	380,083	338,937	367,822	744,165	
18	62	706,759	24,400	0	53,031	11,528	833,124	742,687	416,562	371,344	403,087	815,551	
19	63	774,430	24,400	0	57,957	12,599	910,507	811,429	455,254	405,715	440,491	891,266	
20	64	846,206	24,400	0	63,181	13,735	992,582	884,341	496,291	442,170	480,163	971,572	
21	65	922,333	0	88,078	60,961	0	944,455	838,719	472,228	419,360	456,473	924,057	
22	66	875,832	0	88,854	57,629	0	892,832	791,615	446,416	395,808	431,335	873,362	
23	67	827,142	0	89,658	54,076	0	837,780	742,229	418,890	371,115	404,653	819,425	
24	68	775,768	0	90,503	50,296	0	779,218	690,087	389,609	345,043	376,328	762,107	
25	69	721,372	0	91,395	46,279	0	716,991	634,862	358,496	317,431	346,258	701,230	
26	70	663,689	0	92,340	42,013	0	650,903	576,292	325,452	288,146	314,335	636,588	
27	71	602,481	0	93,342	37,484	0	580,730	514,140	290,365	257,070	280,443	567,954	
28	72	537,513	0	94,405	32,675	0	506,224	448,168	253,112	224,084	244,462	495,086	
29	73	468,546	0	95,533	27,569	0	427,122	378,134	213,561	189,067	206,262	417,724	
30	74	395,329	0	96,731	22,149	0	343,142	303,783	171,571	151,892	165,707	335,592	
		488,000											

\*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:

Capital Gains Tax: 25.00%

Income Tax: 37.00%

\*\*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.

# Term Insurance and Equity Mutual Fund vs. Indexed Universal Life

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

Insured: Jack Hudson

## Portfolio Turnover Details

Equity 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%

Yr	Age	(1) Beginning of Year Cost Basis	(2) Annual Deposit to the Account	(3) Sale of Equities to Fund Cash Flow	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Account Value Before Turnover	(7) Adjusted Cost Basis	(8) Sale of Equities Caused by Turnover	(9) Cost Basis Used by Turnover	(10) After Tax Reinvested Turnover	(11)** Year End Value of Account After Turnover
31	75	317,598	0	98,002	16,394	0	253,984	224,851	126,992	112,426	122,651	248,395
32	76	235,077	0	99,352	10,284	0	159,327	141,052	79,664	70,526	76,940	155,820
33	77	147,466	0	100,785	3,797	0	58,832	52,084	29,416	26,042	28,411	57,538
34	78	54,453	0	57,538	0	0	0	0	0	0	0	0
35	79	0	0	0	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

488,000

\*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:

Capital Gains Tax: 25.00%  
 Income Tax: 37.00%

\*\*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.

## Taxation of 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.