### **Preface**

In the accompanying presentation, you will see the financial data from an illustration of a cash value life insurance policy.

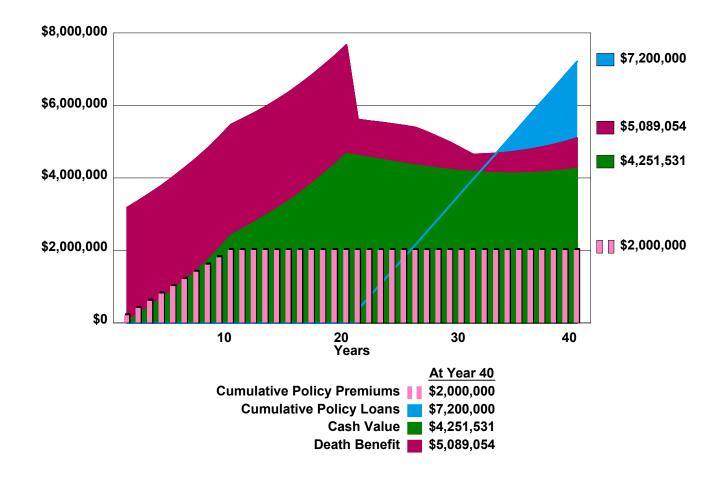
To help you make an informed decision about acquiring the policy, the illustration includes information about premiums, cash values and death benefits plus scheduled policy loan proceeds.

Cash value life insurance contains the following features:

- 1. Accumulating cash values;
- 2. Income tax deferred growth of cash values;
- 3. Competitive current interest rate;
- 4. Income tax free access to cash values via policy loans:

- 5. Income tax free death benefits:
- 6. Probate free death benefits;
- 7. Privacy of all transactions;
- 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.

# The Recommended Insured Plan

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

Insured: Tony Jamison

### Illustration of Values of Indexed Universal Life

|      |          |           |                   | idexed UL<br>terest Rate | Initial<br>Payment     | Initial<br>Death Benefit                 |                        |                                 |
|------|----------|-----------|-------------------|--------------------------|------------------------|--|------------------------|---------------------------------|
|      |          |           | 50.30%            | 6.15%                    | 200,000                | 3,000,000                                |                        |                                 |
|      |          |           |                   |                          |                        |  |                        |                                 |
|      |          |           |                   |                          |                        |  |                        |                                 |
|      |          | (1)       | (2)<br>Retirement | (3)                      | (4)                    | (4a)<br>Pre-Tax<br>Equivalent<br>Rate of | (5)                    | (5a) Pre-Tax Equivalent Rate of |
|      |          |           | Income            | Year End                 | Year End               | Return of                                |                        | Return of                       |
|      | Male     | Premium   | Net Loan          | Accum                    | Cash                   | Cash                                     | Death                  | Death                           |
| Year | Age      | Payment   | Proceeds          | Value*                   | Value*                 | Value*                                   | Benefit                | Benefit                         |
|      |          | ,         |                   |                          |                        |  |                        |                                 |
| 1    | 45       | 200,000   | 0                 | 177,005                  | 49,985                 | -75.01                                   | 3,177,005              | 2994.97                         |
| 2    | 46       | 200,000   | 0                 | 366,540                  | 242,670                | -29.03                                   | 3,366,540              | 529.80                          |
| 3    | 47       | 200,000   | 0                 | 569,493                  | 448,773                | -13.83                                   | 3,569,493              | 243.05                          |
| 4    | 48       | 200,000   | 0                 | 786,813                  | 669,273                | -7.01                                    | 3,786,813              | 147.33                          |
| 5    | 49       | 200,000   | 0                 | 1,019,518                | 905,128                | -3.30                                    | 4,019,518              | 101.88                          |
| 6    | 50       | 200,000   | 0                 | 1,268,696                | 1,157,486              | -1.03                                    | 4,268,696              | 76.14                           |
| 7    | 51       | 200,000   | 0                 | 1,535,514                | 1,427,454              | 0.98                                     | 4,535,514              | 59.95                           |
| 8    | 52       | 200,000   | 0                 | 1,821,220                | 1,731,190              | 3.52                                     | 4,821,220              | 49.03                           |
| 9    | 53       | 200,000   | 0                 | 2,127,152                | 2,055,122              | 5.31                                     | <b>5</b> ,127,152      | 41.29                           |
| 10   | 54       | 200,000   | 0                 | 2,463,308                | 2,409,278              | 6.76                                     | 5,463,308              | 35.66                           |
| 11   | 55       | 0         | 0                 | 2,617,669                | 2,581,669              | 7.86                                     | 5,617,669              | 31.55                           |
| 12   | 56       | 0         | 0                 |                          |                        | 8.67                                     |                        | 28.42                           |
| 13   | 56<br>57 | 0         | 0                 | 2,782,958                | 2,764,958              | 9.29                                     | 5,782,958              | 25.42<br>25.97                  |
| 14   | 57<br>58 | 0         | 0                 | 2,959,947                | 2,959,947              | 9.65                                     | 5,959,947              | 24.02                           |
| 15   | 50<br>59 | 0         | 0                 | 3,149,466<br>3,351,943   | 3,149,466<br>3,351,943 | 9.95                                     | 6,149,466<br>6,351,943 | 22.43                           |
| 16   | 60       | 0         | 0                 | 3,581,216                | 3,581,216              | 10.27                                    | 6,581,216              | 21.16                           |
| 17   | 61       | 0         | 0                 | 3,825,820                | 3,825,820              | 10.53                                    | 6,825,820              | 20.10                           |
| 18   | 62       | 0         | 0                 | 4,086,660                | 4,086,660              | 10.76                                    | 7,086,660              | 19.21                           |
| 19   | 63       | 0         | 0                 | 4,364,579                | 4,364,579              | 10.76                                    | 7,364,579              | 18.45                           |
| 20   | 64       | 0         | 0                 | 4,660,645                | 4,660,645              | 11.12                                    | 7,660,645              | 17.79                           |
| 20   | 04       | Ū         | · ·               | 4,000,043                | 4,000,043              | 11.12                                    | 7,000,043              | 17.73                           |
| 21   | 65       | 0         | 360,000           | 4,983,499                | 4,605,499              | 11.29                                    | 5,602,198              | 13.59                           |
| 22   | 66       | 0         | 360,000           | 5,325,971                | 4,551,071              | 11.45                                    | 5,563,006              | 13.53                           |
| 23   | 67       | 0         | 360,000           | 5,689,267                | 4,497,622              | 11.58                                    | 5,521,690              | 13.48                           |
| 24   | 68       | 0         | 360,000           | 6,074,637                | 4,445,410              | 11.71                                    | 5,478,098              | 13.43                           |
| 25   | 69       | 0         | 360,000           | 6,483,223                | 4,394,534              | 11.83                                    | 5,431,850              | 13.39                           |
| 26   | 70       | 0         | 360,000           | 6,916,373                | 4,345,250              | 11.94                                    | 5,382,706              | 13.36                           |
| 27   | 71       | 0         | 360,000           | 7,376,600                | 4,298,920              | 12.04                                    | 5,257,878              | 13.25                           |
| 30   | 74       | 0         | 360,000           | 8,940,693                | 4,186,250              | 12.34                                    | 4,812,099              | 12.95                           |
| 35   | 79       | 0         | 360,000           | 12,279,139               | 4,122,442              | 12.77                                    | 4,736,399              | 13.16                           |
| 40   | 84       | 0         | 360,000           | 16,750,461               | 4,251,531              | 13.13                                    | 5,089,054              | 13.48                           |
|      |          | 2,000,000 | 7,200,000         |                          |                        |  |                        |                                 |

40 Year Summary

 Cum. Payments
 2,000,000

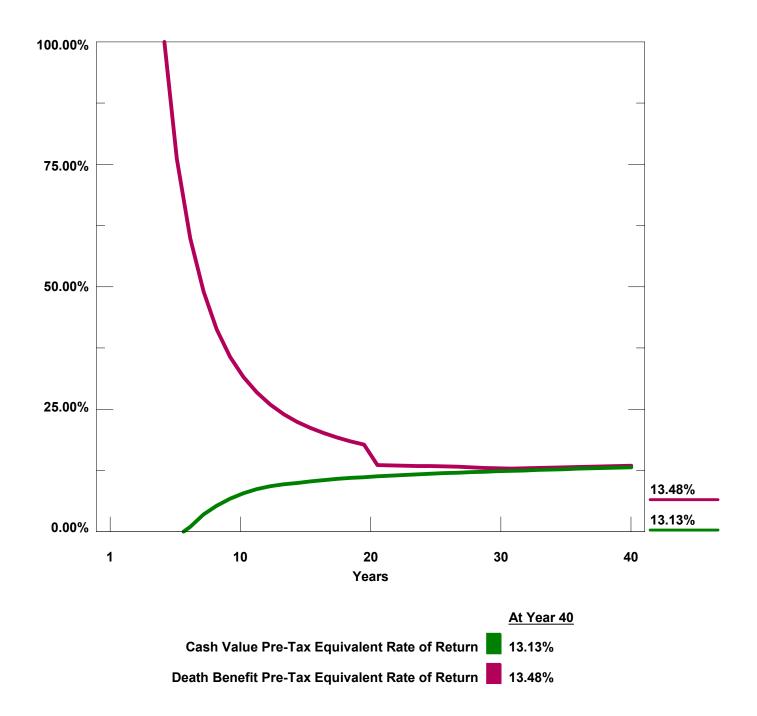
 Cum. Policy Loan Proceeds
 7,200,000

 Cash Value
 4,251,531

 Death Benefit
 5,089,054

\*This illustration assumes the illustrated non-guaranteed 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.

## 40 Year Analysis



## The Recommended Insured Plan

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

Insured: Tony Jamison

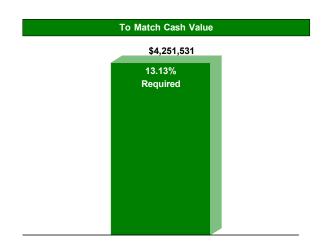
### Matching Policy Values at Age 84 (Year 40)

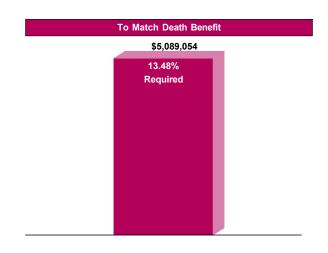
| Male | Income   | Indexed UL    | Initial | Initial       |
|------|----------|---------------|---------|---------------|
| Age  | Tax Rate | Interest Rate | Payment | Death Benefit |
| 45   | 50.30%   | 6.15%         | 200,000 | 3,000,000     |

#### Gross Interest Rate Required on a Hypothetical Taxable Investment to Match Indexed Universal Life Policy Values over 40 Years.

|    |             | Hypothetical |
|----|-------------|--------------|
|    |             | Taxable      |
|    |             | Alternative  |
| f: | \$4,251,531 | 13.13%       |
| f. | ¢5 000 054  | 12 / 100/    |

To match Cash Value of: \$4,251,531 13.13% To match Death Benefit of: \$5,089,054 13.48%





#### **Income Tax Considerations**

- 1. Hypothetical Taxable Investment: Interest is taxed as earned.
- 2. Indexed Universal Life:
  - 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.

Date: [Current date appears here]

<sup>\*</sup>This illustration assumes the illustrated non-guaranteed 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.