



Below is a view of the Workbook Main Window for Blog #147 from the InsMark Illustration System along with a more complete description of each illustration.

Client Workbook Edit Tools Options Help

Workbook Main Window

Proposals for the workbook: Blog #147

Proposal Description	Sales Concept	Policy Data (if applicable)			
		Policy Notation	Initial Premium	Death Benefit	Name of Product
1a. IUL vs. Equity Acc't	Permanent vs. Term	Cash Out Equities @ 65 ...	\$20,000	\$601,839	Indexed UL
1b. Calc Equity Surrender @65	Equity Calculator	n/a	n/a	n/a	n/a
2a. IUL vs Equity Acc't Income	Permanent vs. Term	Use Equities for Income ...	\$20,000	\$601,839	Indexed UL
2b. IUL vs Equity (high 1st CV)	Permanent vs. Term	2a with High Early CV ...	\$20,000	\$601,839	Indexed UL

Proposal

- New...
- Copy
- Edit
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- Preview
- Print...

**Proposal Description 1a: IUL vs. Equity Account – Equity Account Surrendered at Age 65**

(Permanent vs. Term module - available on the Personal Insurance tab)

**Proposal Description 1b: Equity Account Calculator Used to Calculate IUL Loan in Proposal Description 1a**

(Permanent vs. Term module - available on the Personal Insurance tab)

**Proposal Description 2: IUL vs. Equity Account – Equity Account Retained for Income**

(Permanent vs. Term module - available on the Personal Insurance tab)

**Proposal Description 2b: IUL vs. Equity Account – High Early Cash Value for the IUL**

(Permanent vs. Term module - available on the Personal Insurance tab)

Note: Some InsMark-linked companies may have blocked some/all of the calculators on the InsCalc tab in the InsMark Illustration System. If so, contact Julie Nayeri at InsMark ([julien@insmark.com](mailto:julien@insmark.com)) or 888-InsMark (467-6275) to purchase an upgrade that includes the InsCalc calculators.