



Below is a view of the Workbook Main Window from the InsMark Illustration System used for Blog #154 along with a brief description of each illustration.

Client Workbook Edit Tools Options Help

Workbook Main Window

Proposals for the workbook: Blog #154

Proposal Description	Sales Concept	Policy Data (if applicable)			
		Policy Notation	Initial Premium	Death Benefit	Name of Product
1. Profit Sharing Plan vs. IUL	Investments vs. Policy	Blog #154	\$150,000	\$5,354,634	Indexed UL
2. Profit Sharing Plan #2	Defined Contribution Ret. Plan	n/a	n/a	n/a	n/a

Proposal

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

**Workbook file name: Blog #154.iii**

Proposal 1: This illustration compares \$250,000 a year for five years paid into a deductible, one-person, hypothetical, Profit Sharing Plan (“PSP”) for an owner of an S corporation compared to \$150,000 a year for five years paid into an Indexed Universal Life (“IUL”) policy. (A 40% income tax bracket is assumed.) Unfortunately, the PSP is depleted by age 75 as it attempts to match the spendable cash flow provided by the IUL.

Proposal 2: This illustration shows an alternative PSP where the spendable cash flow withdrawn from the PSP is reduced so it lasts as long as the spendable cash flow from the IUL. It’s not a good alternative.