



Below are views of the Workbook Main Windows for Blog #175 from Wealthy and Wise® and the InsMark® Illustration System along with a description of the contents.

**Wealthy and Wise:**

Client Workbook Edit Tools Options Help

For the columns below, display values for client age: 94

Scenario Storage Name	Scenario Title	Net Worth	Taxable Estate	Wealth To Charity	Wealth To Heirs	Liquid Assets
1. Status Quo - Keep the IRA	Status Quo - Keep the IRA	\$6,540,690	\$6,540,690	\$0	\$6,540,690	\$3,716,249
2. Convert IRA to Roth IRA	Convert IRA to Roth IRA	\$8,456,413	\$8,456,413	\$0	\$8,456,413	\$5,631,972
3. Convert IRA to Roth/Add IUL	Convert IRA to Roth IRA & Add I	\$10,305,956	\$10,349,646	\$0	\$10,349,646	\$7,189,769

  

Comparison Storage Name	Comparison Title	Scenario #1 Description	Scenario #2 Description	Scenario #3 Description
1. Compare Two Strategies	IRA vs. Roth IRA	1. Status Quo - Keep the IRA	2. Convert IRA to Roth IRA	
2. Compare Three Strategies	IRA vs. Roth IRAs vs. Roth IRA +	1. Status Quo - Keep the IRA	2. Convert IRA to Roth IRA	3. Convert IRA to Roth/Add IUL

Scenario 1: Analysis of the impact of required cash flow on overall assets to determine residual net worth, and wealth to heirs.

Scenario 2: Analysis of the costs and benefits of adding a Roth Conversion and its impact on cash flow, residual net worth, and wealth to heirs.

Scenario 3: Analysis of the costs and benefits of adding Indexed Universal Life and its impact on cash flow, residual net worth, and wealth to heirs.

Comparison 1: Compare Scenarios 1 and 2 as to the impact on cash flow, residual net worth, and wealth to heirs.

Comparison 2: Compare Scenarios 1, 2, and 3 as to the impact on cash flow, residual net worth and wealth to heirs.

**InsMark Illustration System #1:**

Client Workbook Edit Tools Options Help

Workbook Main Window

Proposal Description	Sales Concept	Policy Data (if applicable)			
		Policy Notation	Initial Premium	Death Benefit	Name of Product
1. Inherited IRA	Inherited IRA Calculator	n/a	n/a	n/a	n/a
2. Inherited Roth IRA	Inherited Roth IRA Calculator	n/a	n/a	n/a	n/a
3. Inherit IRA vs. Inherit Roth	Comparison of Inherited IRAs	n/a	n/a	n/a	n/a
4. Strategy 3	Illustration of Values	Blog #150 (Baxter)	\$70,000	\$937,490	Indexed UL

Proposal 1: Calculations for the Baxters' Inherited IRA.

Proposal 2: Calculations for the Baxters' Inherited Roth IRA.

Proposal 3: Comparison of the Baxters' Inherited IRAs (Select Proposals 1 and 2 when entering this module.)

Proposal 4: Illustration of Values for the Indexed Universal Life policy in Strategy 3 of Wealthy and Wise.

Note: The information in this file is for educational purposes only. In all cases, the approval of a client's legal and tax advisers must be secured regarding the implementation or modification of any planning technique as well as the applicability and consequences of new cases, rulings, or legislation upon existing or impending plans.

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