Below is a view of the Workbook Main Window from the InsMark Illustration System used for Blog #187 along with a description of its contents.

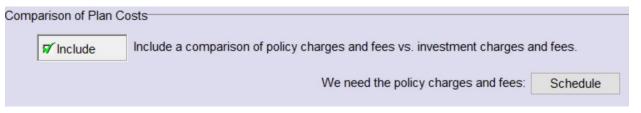## InsMark Illustration System

Workbook file: Blog #187.!ii. Import this file into your *InsMark Illustration System* to see precisely how data was entered to create the illustrations for Blog #187. We strongly recommended that you read Blog #187 before proceeding as it will ease your understanding of the design descriptions below.

Proposal 1. This illustration was prepared using the Permanent vs. Term module located on the Personal Insurance tab of the InsMark Illustration System. The policy values for the Indexed Universal Life (IUL) should either be imported from one of InsMark's linked insurance companies or entered by you in InsMark's Source Data Storage. If linked data is not available, many users export values from a pdf to Excel and copy appropriate columns of data and paste them into the relevant fields in InsMark's Source Data Storage.

Proposal 1 includes an equity side fund to account for the difference in premiums between the IUL and the term.

Also included in Proposal 1 is our new cost analysis summarizing the management fees and income taxes on retirement withdrawals from the equity side fund compared to the mortality charges and policy expenses associated with the IUL. Look for this prompt located on the Basic Data tab in of Proposal 1 if you want to use this option:

Click here for a video describing this new option and its data entry.

Conclusion

Cash value life insurance – whether Indexed UL or Participating Whole Life – is an exceptional alternative to "buy term and invest the difference", and InsMark illustrations can help you convey this to your clients and prospects.

If cash flow is in short supply or if the need for coverage is for a brief period, term insurance can make a lot of sense; however, for longer intervals, if the cash flow exists to buy what you want, a cash value policy is the only logical choice.

InsMark's Referral Resources
(Put Our Illustration Experts to Work for Your Practice)

We created Referral Resources to deliver a "do-it-for-me" illustration service in a way that makes sense for your practice. You can utilize your choice of insurance company, and there is no commission split. They are very familiar with running InsMark software.

Mention Bob Ritter (InsMark President) when you talk to our Referral Resource as they have promised to take special care of my readers. My only request is this: if a Referral Resource helps you get the sale, place at least that case through them; otherwise, you will be taking unfair advantage of their generous offer to InsMark licensees.

Save time and get results with any InsMark illustration (including the ones discussed above).

Contact: Ben Nevejans, President of LifePro Financial Services in San Diego, CA.

Important Note #1: The hypothetical life insurance illustrations referred to in this report assume the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. Actual illustrations are not valid unless accompanied by a basic illustration from the issuing life insurance company.

Important Note #2: The information in this report 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.