



Below is a view of the Workbook Main Window from the Wealthy and Wise® Digital Workbook used for Blog #58 along with a description of its contents.

Client Workbook Edit Tools Options Help

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

This Workbook contains stored reports for: Blog #58

Scenarios

Scenario Storage Name	Scenario Title	Net Worth	Taxable Estate	Wealth To Charity	Wealth To Heirs	Liquid Assets
1. Current Retirement Plan	1. Current Retirement Plan	\$8,380,335	\$8,380,335	\$0	\$8,380,335	\$3,174,225
2. Retirement Plan #2 (IUL)	2. Retirement Plan #2 (IUL)	\$20,436,311	\$20,557,938	\$0	\$20,557,938	\$14,365,216
3a. #2 plus Add'l Cash Flow	3a. #2 plus Add'l Cash Flow	\$8,420,999	\$8,542,626	\$0	\$8,542,626	\$2,349,904
3b. #3a w/Term Insurance	3b. #3a w/Term Insurance	\$5,206,110	\$5,206,110	\$0	\$5,206,110	\$0

Comparisons

Comparison Storage Name	Comparison Title	Scenario #1 Description	Scenario #2 Description	Scenario #3 Description
Compare Alternatives #1	Compare Alternatives #1	1. Current Retirement Plan	2. Retirement Plan #2 (IUL)	
Compare Alternatives #2	Compare Alternatives #2	1. Current Retirement Plan	3a. #2 plus Add'l Cash Flow	
Compare Alternatives #3	Compare Alternatives #3	1. Current Retirement Plan	2. Retirement Plan #2 (IUL)	3a. #2 plus Add'l Cash Flow
Compare Alternatives #4	Compare Alternatives #4	3a. #2 plus Add'l Cash Flow	3b. #3a w/Term Insurance	

Workbook file name: Blog #58.lww

Scenario 1: This illustrates a comprehensive retirement plan for Tony and Jennifer Callahan, ages 45 and 40. It involves producing their desired, spendable, retirement cash flow using their current assets and benefits included expected growth.

Scenario 2: This involves additional values produced by adding an IUL policy which increases their net worth considerably even though the premiums for the IUL are funded by asset transfer, not an out-of-pocket expense.

Scenario 3a: This involves using some of the increase in net worth in **Scenario 2** to produce more spendable, retirement cash flow. With **Scenario 3**, net worth ends up the same as **Scenario 1** but adds a significant increase in spendable, retirement cash flow.

Scenario 3b: This involves substituting inexpensive level term insurance for the IUL, a poor alternative as it reduces both spendable retirement cash flow and net worth.

Comparison 1: This compares Scenarios 1 and 2.

Comparison 2: This compares Scenarios 1 and 3a.

Comparison 3: This compares Scenarios 1, 2, and 3a.*

Comparison 3: This compares Scenarios 3a and 3b.*

*Probably the most effective comparisons.