## A Life Insurance and Retirement Plan

## Preface

## In the accompanying presentation, you will see the financial data from an illustration of a cash value life insurance policy.

To help you make an informed decision about acquiring the policy, the illustration includes information about premiums, cash values and death benefits plus scheduled policy loan proceeds.

Cash value life insurance contains the following features:

1. Accumulating cash values;
2. Income tax deferred growth of cash values;
3. Competitive current interest rate;
4. Income tax free access to cash values via policy loans;


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Illustration of Values of Indexed Universal Life

|  |  | Income Tax Rate 49.30\% for 10 Years 75.00\% Thereafter |  | Indexed UL Interest Rate 7.00\% | Initial Payment 300,000 <br> 300,000 | Death <br> 3,824 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Male Age | (1) <br> Policy Premium | (2) <br> Retirement Income Net Loan Proceeds | (3) <br> Cash Value* Increase | (4) <br> Year End Cash Value* | (4a) <br> Pre-Tax <br> Equivalent <br> Rate of Return of Cash Value* | (5) <br> Death Benefit | (5a) <br> Pre-Tax Equivalent Rate of Return of Death Benefit |
| 1 | 60 | 300,000 | 0 | 255,469 | 255,469 | -14.84 | 4,080,132 | 2485.29 |
| 2 | 61 | 300,000 | 0 | 271,022 | 526,491 | -8.40 | 4,351,154 | 461.75 |
| 3 | 62 | 300,000 | 0 | 287,181 | - 813,672 | -4.96 | 4,638,335 | 213.62 |
| 4 | 63 | 300,000 | 0 | 306,781 | $\square 1,120,453$ | -2.72 | 4,945,116 | 129.54 |
| 5 | 64 | 300,000 | 0 | 329,098 | $\square 1,449,551$ | -1.14 | 5,274,214 | 89.42 |
| 6 | 65 | 300,000 | 0 | 353,956 | 1,803,507 | 0.11 | 5,628,170 | 66.69 |
| 7 | 66 | 300,000 | O | 381,305 | 2,184,812 | 1.95 | 6,009,475 | 52.42 |
| 8 | 67 | 300,000 | 0 | 411,107 | 2,595,919 | 3.43 | 6,420,582 | 42.85 |
| 9 | 68 | 300,000 | 0 | 442,875 | 3,038,794 | 4.65 | 6,863,457 | 36.11 |
| 10 | 69 | 300,000 | 0 | 490,281 | 3,529,075 | 5.78 | 7,353,738 | 31.25 |
| 11 | 70 | 0 | 350,000 | -125,254 | 3,403,821 | 7.38 | 3,969,520 | 11.94 |
| 12 | 71 | 0 | 350,000 | -128,476 | 3,275,345 | 8.67 | 3,799,079 | 12.43 |
| 13 | 72 | 0 | 350,000 | -98,618 | 3,176,727 | 9.98 | 3,653,606 | 13.02 |
| 14 | 73 | 0 | 350,000 | -98,643 | 3,078,084 | 11.09 | 3,497,669 | 13.50 |
| 15 | 74 | 0 | 350,000 | -98,413 | 2,979,671 | 12.06 | 3,330,395 | 13.88 |
| 16 | 75 | 0 | 350,000 | -97,688 | 2,881,983 | 12.92 | 3,151,067 | 14.19 |
| 17 | 76 | 0 | 350,000 | -97,652 | 2,784,331 | 13.69 | 3,073,157 | 14.92 |
| 18 | 77 | 0 | 350,000 | -97,346 | 2,686,985 | 14.38 | 2,996,799 | 15.58 |
| 19 | 78 | 0 | 350,000 | -96,747 | 2,590,238 | 15.01 | 2,922,363 | 16.18 |
| 20 | 79 | 0 | 350,000 | -95,833 | 2,494,405 | 15.58 | 2,850,244 | 16.73 |
| 21 | 80 | 0 | 350,000 | -94,631 | 2,399,774 | 16.11 | 2,780,812 | 17.23 |
| 22 | 81 | 0 | 350,000 | -93,268 | 2,306,506 | 16.61 | 2,714,308 | 17.70 |
| 23 | 82 | 0 | 350,000 | -91,911 | 2,214,595 | 17.07 | 2,650,801 | 18.14 |
| 24 | 83 | 0 | 350,000 | -90,692 | 2,123,903 | 17.50 | 2,590,223 | 18.55 |
| 25 | 84 | 0 | 350,000 | -89,901 | 2,034,002 | 17.90 | 2,532,208 | 18.93 |
| 26 | 85 | 0 | 350,000 | -89,918 | 1,944,084 | 18.27 | 2,475,994 | 19.28 |
| 27 | 86 | 0 | 350,000 | -88,888 | 1,855,196 | 18.62 | 2,422,773 | 19.62 |
| 28 | 87 | 0 | 350,000 | -88,643 | 1,766,553 | 18.95 | 2,371,813 | 19.93 |
| 29 | 88 | 0 | 350,000 | -89,712 | 1,676,841 | 19.25 | 2,321,837 | 20.21 |
| 30 | 89 | 0 | 350,000 | -92,186 | 1,584,655 | 19.54 | 2,271,474 | 20.48 |
|  |  | 3,000,000 | 7,000,000 |  |  |  |  |  |

*This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a basic illustration from the issuing life insurance company.

30 Year Summary

| Cum. Payments | $3,000,000$ |
| :--- | :--- |
| Cum. Policy Loan Proceeds | $7,000,000$ |
| Cash Value | $1,584,655$ |
| Death Benefit | $2,271,474$ |

## A Life Insurance and Retirement Plan

## Illustration of Values of Indexed Universal Life

|  |  | Income Tax Rate 49.30\% for 10 Years $75.00 \%$ Thereafter |  | Indexed UL Interest Rate 7.00\% | Initial Payment 300,000 | $\begin{gathered} \text { Initial } \\ \text { Death Benefit } \\ 3,824,663 \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Male Age | (1) <br> Policy Premium | (2) <br> Retirement Income Net Loan Proceeds | (3) <br> Cash Value* Increase | (4) <br> Year End Cash Value* | (4a) <br> Pre-Tax Equivalent Rate of Return of Cash Value* | (5) <br> Death Benefit | (5a) <br> Pre-Tax <br> Equivalent <br> Rate of Return of Death Benefit |
| 31 | 90 | 0 | 350,000 | -96,849 | 1,487,806 | 19.80 | 2,218,537 | 20.72 |
| 32 | 91 | 0 | 350,000 | -85,815 | $\square 1,401,991$ | 20.05 | 2,024,098 | 20.79 |
| 33 | 92 | 0 | 350,000 | -68,006 | 1,333,985 | 20.32 | 1,830,776 | 20.87 |
| 34 | 93 | 0 | 350,000 | -40,557 | $\square 1,293,428$ | 20.59 | 1,646,387 | 20.95 |
| 35 | 94 | 0 | 350,000 | -359 | 1,293,069 | 20.89 | 1,481,397 | 21.07 |

$\overline{3,000,000} \quad \overline{8,750,000}$
*This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a basic illustration from the issuing life insurance company.

| 35 Year Summary |  |
| :--- | ---: |
| Cum. Payments | $3,000,000$ |
| Cum. Policy Loan Proceeds | $8,750,000$ |
| Cash Value | $1,293,069$ |
| Death Benefit | $1,481,397$ |

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## 35 Year Analysis

## Payments




