

# Indexed Universal Life vs. Term Insurance and an Equity Account

For: Frank Thompson



Presented By: \_\_\_\_\_

{{Licensed User's name appears here}}

# Term Insurance and an Equity Account vs. Indexed Universal Life

Presented By: [Licensed User's name appears here]

Insured: Frank Thompson

## Preface

A decision to acquire additional life insurance can represent one of several significant phases in your overall financial planning.

An important part of this decision will involve your selection of the appropriate life insurance policy.

There are several important factors to consider which include:

1. The time frame for the insurance need;
2. Your available cash flow;
3. Your alternative uses for the cash flow;
4. The income tax considerations.

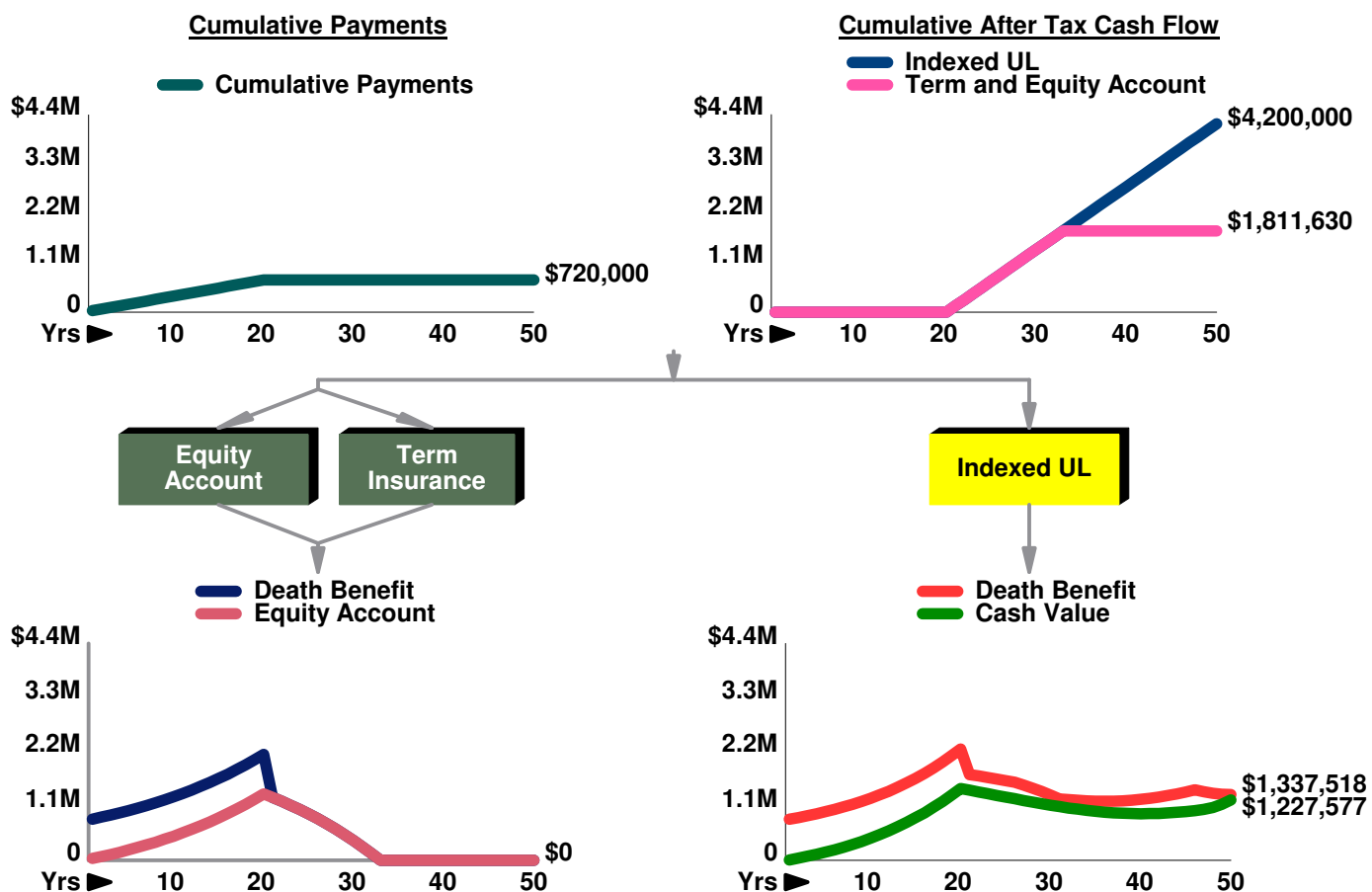
An integrated analysis of these points creates useful information that helps guide your purchasing evaluation. The precision of the conclusions, however, is contingent upon the accuracy of the data utilized. You should be positive that all premises

and conditions accurately reflect your goals and expectations.

The accompanying analysis contrasts a cash value policy to a term insurance alternative. Any difference in premiums between the two choices has been evaluated regarding time/use of money.

The study produces information which should form a basis from which you and your advisors can draw informed conclusions.

Based upon the results of the analysis, we recommend funding your life insurance requirement with the cash value policy illustrated rather than a term life insurance policy.



This graphic assumes the non-guaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable.

# Term Insurance and an Equity Account vs. Indexed Universal Life

Presented By: [Licensed User's name appears here]

Insured: Frank Thompson

## Comparison of Values

		Equity Account Growth 7.00%	Equity Account Dividend 2.00%	Dividend Tax Rate 25.00%	Income Tax Rate 40.00%	Indexed UL Interest Rate 6.85%	Initial Death Benefit 800,000					
		800,000 Term Insurance Along with an Equity Account*				Indexed UL						
		Payment Allocation										
Yr	Male Age	(1) Cost of the Proposed Premium	(2) Alternative Term Policy Premium	(3) Net to Equity Account (1) - (2)	(4) After Tax Cash Flow from the Account	(5) Year End Equity Account Value	(6) Term Death Benefit	(7) Combined Death Benefit (5) + (6)	(8) After Tax Policy Loan Proceeds	(9) Year End Accum Value**	(10) Year End Cash Value**	(11) Death Benefit
1	45	36,000	867	35,133	0	37,436	800,000	837,436	0	32,690	9,434	832,690
2	46	36,000	867	35,133	0	77,192	800,000	877,192	0	67,633	44,705	867,633
3	47	36,000	867	35,133	0	119,329	800,000	919,329	0	104,916	82,332	904,916
4	48	36,000	867	35,133	0	163,942	800,000	963,942	0	144,870	122,646	944,870
5	49	36,000	867	35,133	0	211,144	800,000	1,011,144	0	187,798	165,942	987,798
6	50	36,000	867	35,133	0	261,068	800,000	1,061,068	0	233,998	212,518	1,033,998
7	51	36,000	867	35,133	0	313,860	800,000	1,113,860	0	283,756	262,660	1,083,756
8	52	36,000	867	35,133	0	369,680	800,000	1,169,680	0	337,351	319,775	1,137,351
9	53	36,000	867	35,133	0	428,695	800,000	1,228,695	0	395,053	380,989	1,195,053
10	54	36,000	867	35,133	0	491,085	800,000	1,291,085	0	458,728	448,184	1,258,728
11	55	36,000	867	35,133	0	557,042	800,000	1,357,042	0	527,294	520,262	1,327,294
12	56	36,000	867	35,133	0	626,771	800,000	1,426,771	0	601,128	597,616	1,401,128
13	57	36,000	867	35,133	0	700,485	800,000	1,500,485	0	682,482	682,482	1,482,482
14	58	36,000	867	35,133	0	778,411	800,000	1,578,411	0	770,166	770,166	1,570,166
15	59	36,000	867	35,133	0	860,791	800,000	1,660,791	0	864,716	864,716	1,664,716
16	60	36,000	867	35,133	0	947,879	800,000	1,747,879	0	966,518	966,518	1,766,518
17	61	36,000	867	35,133	0	1,039,944	800,000	1,839,944	0	1,076,215	1,076,215	1,876,215
18	62	36,000	867	35,133	0	1,137,269	800,000	1,937,269	0	1,194,498	1,194,498	1,994,498
19	63	36,000	867	35,133	0	1,240,157	800,000	2,040,157	0	1,322,099	1,322,099	2,122,099
20	64	36,000	867	35,133	0	1,348,924	800,000	2,148,924	0	1,459,751	1,459,751	2,259,751
21	65	0	0	0	140,000	1,276,987	0	1,276,987	140,000	1,571,937	1,424,937	1,739,324
22	66	0	0	0	140,000	1,200,398	0	1,200,398	140,000	1,691,242	1,389,892	1,711,228
23	67	0	0	0	140,000	1,119,092	0	1,119,092	140,000	1,818,113	1,354,695	1,681,955
24	68	0	0	0	140,000	1,032,907	0	1,032,907	140,000	1,953,018	1,319,430	1,651,443
25	69	0	0	0	140,000	941,625	0	941,625	140,000	2,096,461	1,284,193	1,619,627
26	70	0	0	0	140,000	844,985	0	844,985	140,000	2,248,976	1,249,095	1,586,441
27	71	0	0	0	140,000	742,698	0	742,698	140,000	2,411,464	1,214,589	1,528,079
28	72	0	0	0	140,000	634,443	0	634,443	140,000	2,584,683	1,180,964	1,465,279
29	73	0	0	0	140,000	519,882	0	519,882	140,000	2,769,481	1,148,576	1,397,829
30	74	0	0	0	140,000	398,649	0	398,649	140,000	2,966,804	1,117,854	1,325,530
		720,000	17,340	702,660	1,400,000				1,400,000			

Management fees reflected in column (5): 1.00%

### 30 Year Summary

	Term/Equity Account	Indexed UL
After Tax Payments	720,000	720,000
After Tax Cash Flow	1,400,000	1,400,000
Living Values	398,649	1,117,854
Death Benefit	398,649	1,325,530

\*See the accompanying reports entitled "Equity Account Details" and "Portfolio Turnover Details" for year-by-year equity calculation and turnover details.

\*\*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.

# Term Insurance and an Equity Account vs. Indexed Universal Life

Presented By: [Licensed User's name appears here]

Insured: Frank Thompson

## Comparison of Values

		Equity Account Growth 7.00%	Equity Account Dividend 2.00%	Dividend Tax Rate 25.00%	Income Tax Rate 40.00%	Indexed UL Interest Rate 6.85%	Initial Death Benefit 800,000					
		Payment Allocation			800,000 Term Insurance Along with an Equity Account*				Indexed UL			
Male Yr	Age	(1) Cost of the Proposed Premium	(2) Alternative Term Policy Premium	(3) Net to Equity Account (1) - (2)	(4) After Tax Cash Flow from the Account	(5) Year End Equity Account Value	(6) Term Death Benefit	(7) Combined Death Benefit (5) + (6)	(8) After Tax Policy Loan Proceeds	(9) Year End Accum Value**	(10) Year End Cash Value**	(11) Death Benefit
31	75	0	0	0	140,000	270,358	0	270,358	140,000	3,177,727	1,089,329	1,248,216
32	76	0	0	0	140,000	134,601	0	134,601	140,000	3,402,360	1,062,542	1,232,660
33	77	0	0	0	131,630	0	0	0	140,000	3,641,580	1,037,771	1,219,850
34	78	0	0	0	0	0	0	0	140,000	3,896,306	1,015,307	1,210,123
35	79	0	0	0	0	0	0	0	140,000	4,167,517	995,468	1,203,844
36	80	0	0	0	0	0	0	0	140,000	4,456,222	978,570	1,201,381
37	81	0	0	0	0	0	0	0	140,000	4,763,392	964,858	1,203,027
38	82	0	0	0	0	0	0	0	140,000	5,090,107	954,646	1,209,151
39	83	0	0	0	0	0	0	0	140,000	5,437,472	948,239	1,220,112
40	84	0	0	0	0	0	0	0	140,000	5,806,565	945,870	1,236,198
41	85	0	0	0	0	0	0	0	140,000	6,198,067	947,337	1,257,241
42	86	0	0	0	0	0	0	0	140,000	6,612,991	952,725	1,283,374
43	87	0	0	0	0	0	0	0	140,000	7,052,154	961,874	1,314,482
44	88	0	0	0	0	0	0	0	140,000	7,515,974	974,180	1,349,979
45	89	0	0	0	0	0	0	0	140,000	8,004,868	988,985	1,389,228
46	90	0	0	0	0	0	0	0	140,000	8,518,924	1,005,246	1,431,192
47	91	0	0	0	0	0	0	0	140,000	9,068,554	1,032,192	1,394,934
48	92	0	0	0	0	0	0	0	140,000	9,659,176	1,073,997	1,363,772
49	93	0	0	0	0	0	0	0	140,000	10,297,987	1,136,548	1,342,508
50	94	0	0	0	0	0	0	0	140,000	10,994,088	1,227,577	1,337,518
		720,000	17,340	702,660	1,811,630				4,200,000			

Management fees reflected in column (5): 1.00%

### 50 Year Summary

	Term/Equity Account	Indexed UL
After Tax Payments	720,000	720,000
After Tax Cash Flow	1,811,630	4,200,000
Living Values	0	1,227,577
Death Benefit	0	1,337,518

\*See the accompanying reports entitled "Equity Account Details" and "Portfolio Turnover Details" for year-by-year equity calculation and turnover details.

\*\*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.



# Term Insurance and an Equity Account vs. Indexed Universal Life

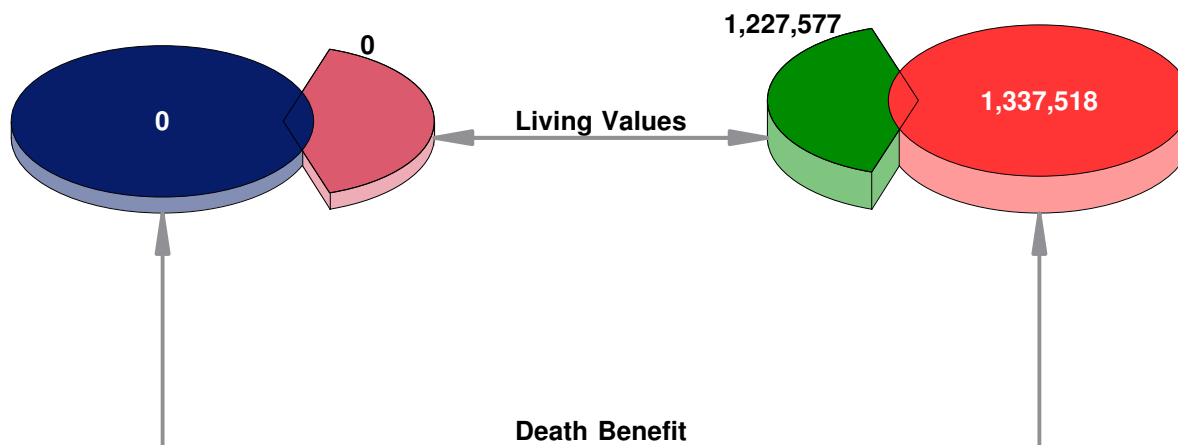
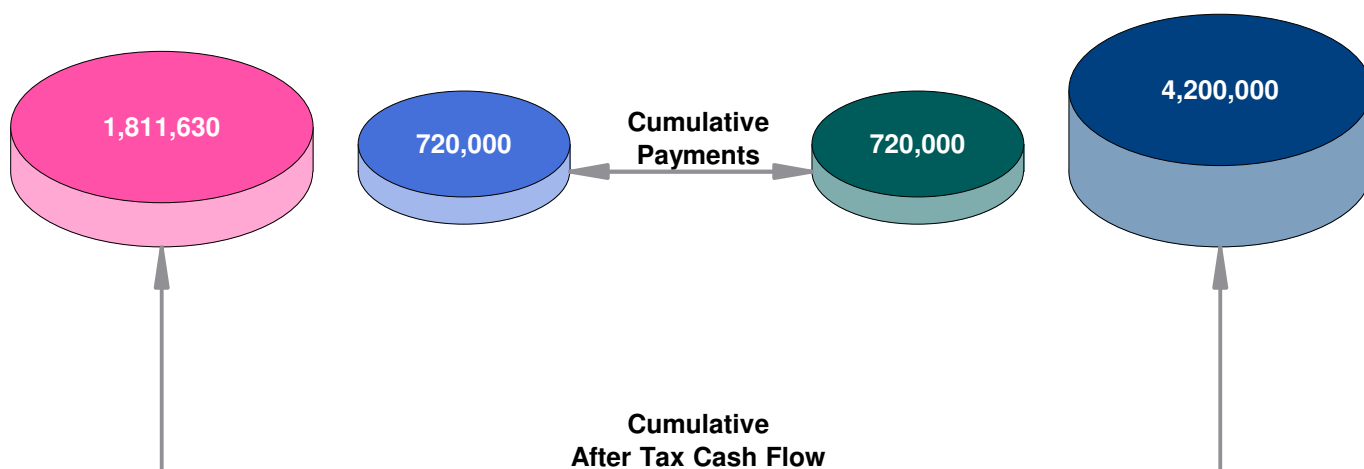
Presented By: [Licensed User's name appears here]

Insured: Frank Thompson

A Look at Year 50

## Term Insurance and an Equity Account

## Indexed Universal Life



# Term Insurance and an Equity Account vs. Indexed Universal Life

Presented By: [Licensed User's name appears here]

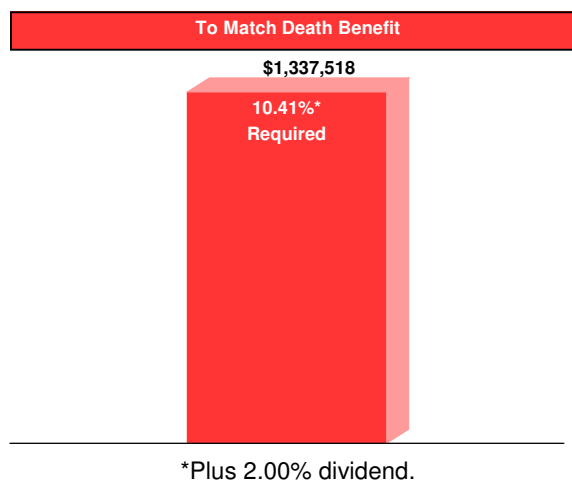
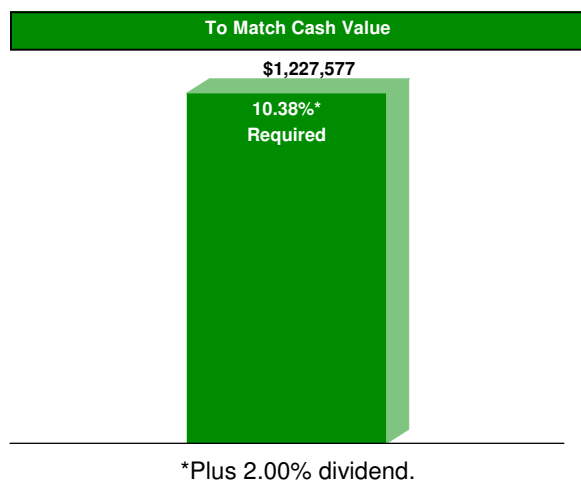
Insured: Frank Thompson

## Matching Values at Age 94 (Year 50)

Equity Account Growth	Equity Account Dividend	Dividend Tax Rate	Income Tax Rate	Indexed UL Interest Rate	Initial Death Benefit
7.00%	2.00%	25.00%	40.00%	6.85%	800,000

### Growth Required on an Equity Account in Addition to the Dividend Illustrated to Match Indexed Universal Life Policy Values over 50 Years After Applying the Term Payment Illustrated

	Growth Required (Plus 2.00% Dividend)
To match Cash Value of: \$1,227,577	10.38%
To match Death Benefit of: \$1,337,518	10.41%



### Income Tax Considerations

1. Equity Account: Capital gains tax calculations are taxed based on a ratio of asset value to remaining cost basis in any given year.
2. Indexed Universal Life:
  - a. Death Benefit including available cash value component is income tax free.
  - b. Loans are income tax free as long as the policy is kept in force.
  - c. Withdrawals and other non-loan policy cash flow up to cost basis (not in violation of IRC Section 7702(A)) are income tax free as a return of premium.
  - d. Cash values shown assume most favorable combination of b and/or c.

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# Term Insurance and an Equity Account vs. Indexed Universal Life

Presented By: [Licensed User's name appears here]

Insured: Frank Thompson

## Comparison of Plan Costs

		Equity Account Growth 7.00%	Equity Account Dividend 2.00%	Dividend Tax Rate 25.00%	Income Tax Rate 40.00%	Composite Capital Gains Tax Rate 31.00%	Portfolio Turnover 40.00%	Indexed UL Interest Rate 6.85%	
		Term and Equity Account						Indexed UL*	
Year	Male Age	(1) Policy Premium	(2) Term Insurance Cost	(3) Mgmt Fee	(4) Taxes	(5) Term & Equity Account Total Annual Costs	(6) Term & Equity Account Cumulative Total Costs	(7) Policy Total Annual Costs	(8) Policy Cumulative Total Costs
1	45	36,000	867	374	481	1,722	1,722	5,795	5,795
2	46	36,000	867	772	1,129	2,768	4,490	6,103	11,898
3	47	36,000	867	1,193	1,900	3,960	8,451	6,499	18,397
4	48	36,000	867	1,639	2,766	5,272	13,723	6,754	25,151
5	49	36,000	867	2,111	3,714	6,692	20,415	6,921	32,072
6	50	36,000	867	2,611	4,736	8,214	28,629	7,026	39,098
7	51	36,000	867	3,139	5,828	9,834	38,463	7,104	46,202
8	52	36,000	867	3,697	6,989	11,553	50,016	7,184	53,386
9	53	36,000	867	4,287	8,221	13,375	63,390	7,294	60,680
10	54	36,000	867	4,911	9,526	15,304	78,694	5,974	66,654
11	55	36,000	867	5,570	10,908	17,345	96,040	6,095	72,749
12	56	36,000	867	6,268	12,369	19,504	115,543	6,222	78,971
13	57	36,000	867	7,005	13,915	21,787	137,330	4,588	83,559
14	58	36,000	867	7,784	15,549	24,200	161,530	4,663	88,222
15	59	36,000	867	8,608	17,277	26,752	188,282	4,703	92,925
16	60	36,000	867	9,479	19,104	29,450	217,732	4,891	97,816
17	61	36,000	867	10,399	21,035	32,301	250,034	5,011	102,827
18	62	36,000	867	11,373	23,076	35,316	285,349	5,064	107,891
19	63	36,000	867	12,402	25,234	38,503	323,852	5,063	112,954
20	64	36,000	867	13,489	27,516	41,872	365,724	5,063	118,017
21	65	0	0	12,770	29,267	42,037	407,761	1,314	119,331
22	66	0	0	12,004	28,108	40,112	447,873	1,514	120,845
23	67	0	0	11,191	26,644	37,835	485,708	1,752	122,597
24	68	0	0	10,329	24,957	35,286	520,994	2,036	124,633
25	69	0	0	9,416	23,097	32,513	553,507	2,365	126,998
26	70	0	0	8,450	21,086	29,536	583,043	2,742	129,740
27	71	0	0	7,427	18,936	26,363	609,406	2,854	132,594
28	72	0	0	6,344	16,645	22,989	632,395	2,899	135,493
29	73	0	0	5,199	14,215	19,414	651,809	2,845	138,338
30	74	0	0	3,986	11,639	15,625	667,435	2,655	140,993
		720,000	17,340	204,227	445,867	667,434		140,993	

### 30 Year Summary

	Cumulative Plan Costs	After Tax Cash Flow	Living Value	Death Benefit
Term & Equity Account	667,435	1,400,000	398,649	398,649
Indexed UL	140,993	1,400,000	1,117,854	1,325,530

\*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.

# Term Insurance and an Equity Account vs. Indexed Universal Life

Presented By: [Licensed User's name appears here]

Insured: Frank Thompson

## Comparison of Plan Costs

Equity Account Growth 7.00%	Equity Account Dividend 2.00%	Dividend Tax Rate 25.00%	Income Tax Rate 40.00%	Composite Capital Gains Tax Rate 31.00%	Portfolio Turnover 40.00%	Indexed UL Interest Rate 6.85%
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Year	Male Age	Term and Equity Account						Indexed UL*	
		(1) Policy Premium	(2) Term Insurance Cost	(3) Mgmt Fee	(4) Taxes	(5) Term & Equity Account Total Annual Costs	(6) Term & Equity Account Cumulative Total Costs	(7) Policy Total Annual Costs	(8) Policy Cumulative Total Costs
31	75	0	0	2,704	8,912	11,616	679,050	2,276	143,269
32	76	0	0	1,346	6,024	7,370	686,420	2,705	145,974
33	77	0	0	0	2,971	2,971	689,391	3,212	149,186
34	78	0	0	0	0	0	689,391	3,814	153,000
35	79	0	0	0	0	0	689,391	4,521	157,521
36	80	0	0	0	0	0	689,391	5,368	162,889
37	81	0	0	0	0	0	689,391	6,462	169,351
38	82	0	0	0	0	0	689,391	7,766	177,117
39	83	0	0	0	0	0	689,391	9,327	186,444
40	84	0	0	0	0	0	689,391	11,250	197,694
41	85	0	0	0	0	0	689,391	13,987	211,681
42	86	0	0	0	0	0	689,391	17,263	228,944
43	87	0	0	0	0	0	689,391	21,333	250,277
44	88	0	0	0	0	0	689,391	26,631	276,908
45	89	0	0	0	0	0	689,391	33,179	310,087
46	90	0	0	0	0	0	689,391	41,317	351,404
47	91	0	0	0	0	0	689,391	41,136	392,540
48	92	0	0	0	0	0	689,391	38,201	430,741
49	93	0	0	0	0	0	689,391	31,206	461,947
50	94	0	0	0	0	0	689,391	18,851	480,798

720,000

17,340

208,277

463,774

689,391

480,798

### 50 Year Summary

	Cumulative Plan Costs	After Tax Cash Flow	Living Value	Death Benefit
Term & Equity Account	689,391	1,811,630	0	0
Indexed UL	480,798	4,200,000	1,227,577	1,337,518

\*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.

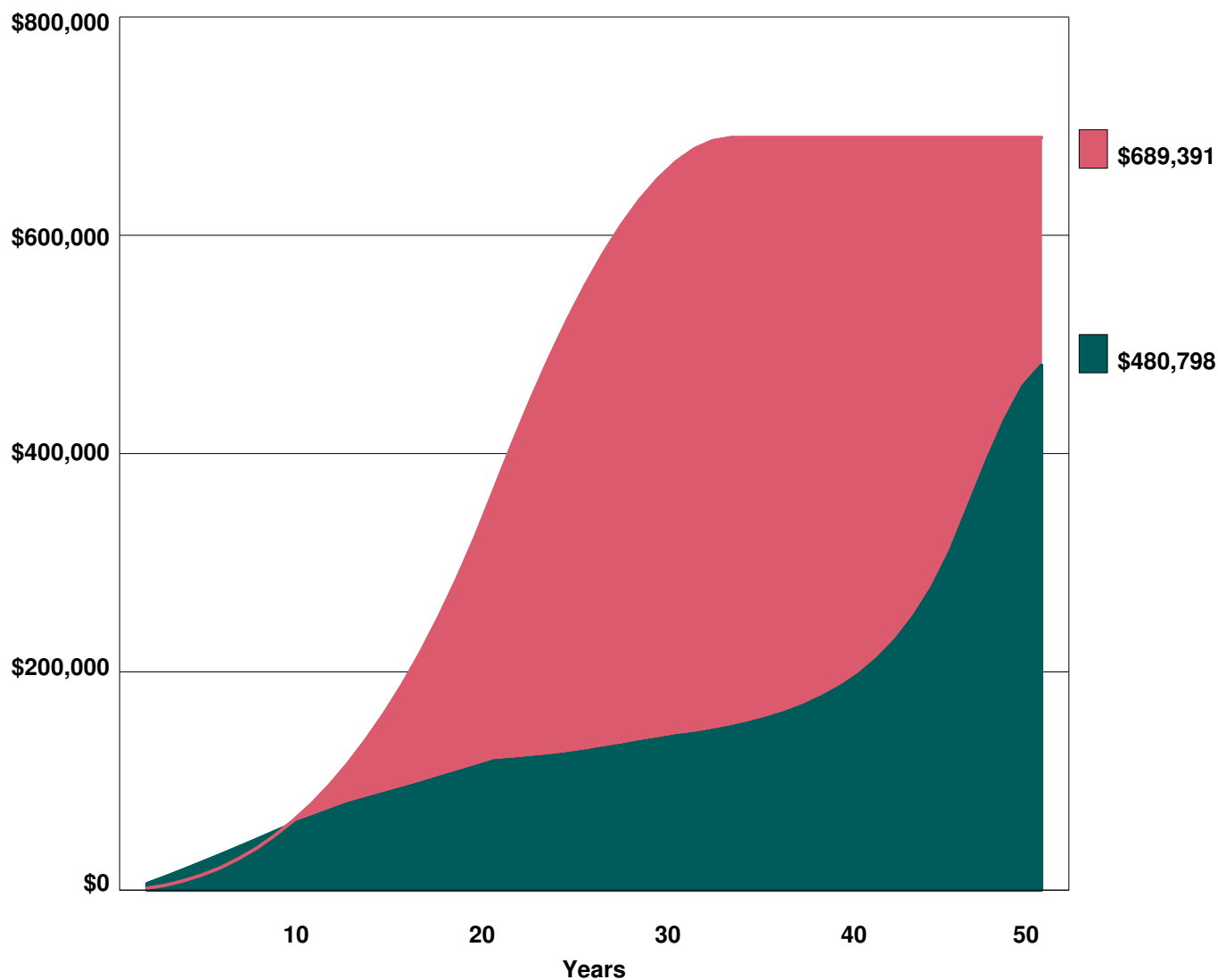


# Term Insurance and an Equity Account vs. Indexed Universal Life

Presented By: [Licensed User's name appears here]

Insured: Frank Thompson

## 50 Year Analysis of Cumulative Plan Costs



	<u>At Year 50</u>
Term & Equity Account Costs*	\$689,391
Indexed UL Costs*	\$480,798

\*The Comparison of Plan Costs graphic above compares the management fees and/or taxes of the investment alternative to the mortality charges, policy expenses and income taxes (if applicable) associated with the life insurance policy.

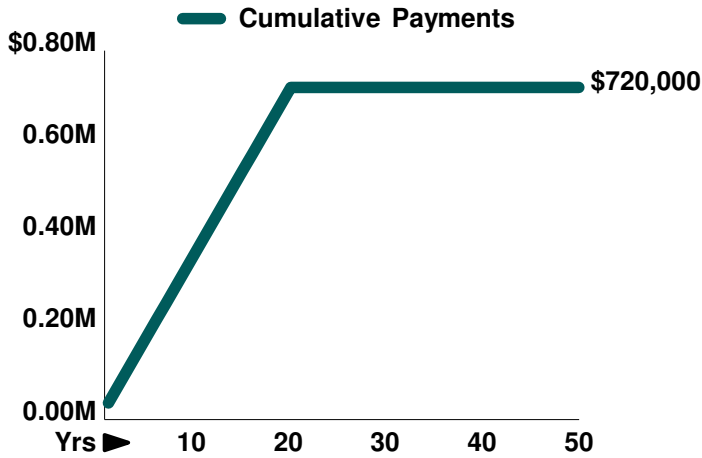
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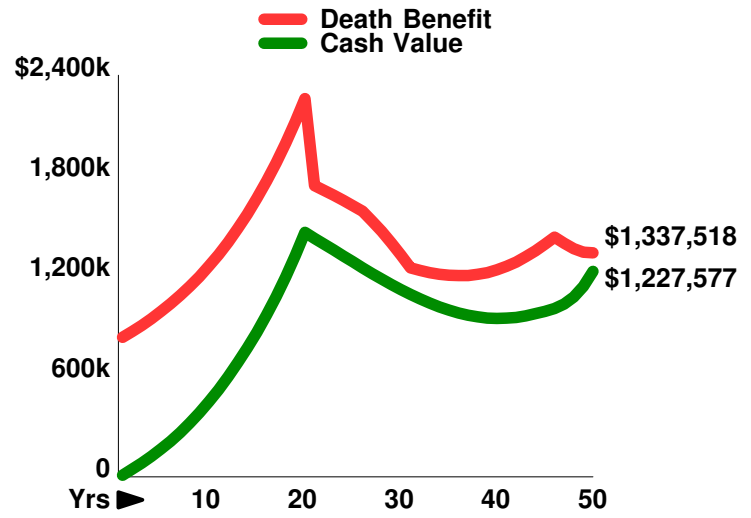
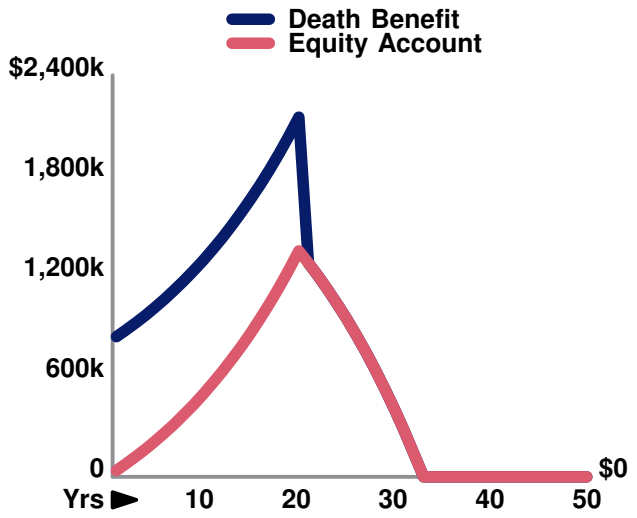
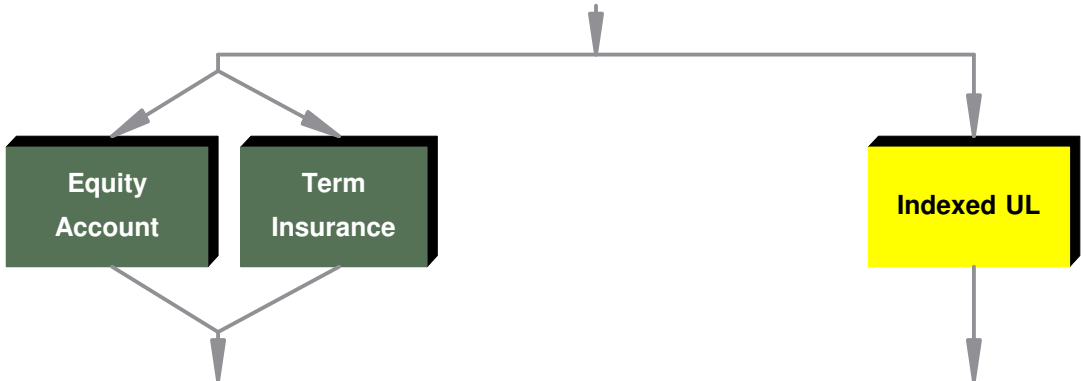
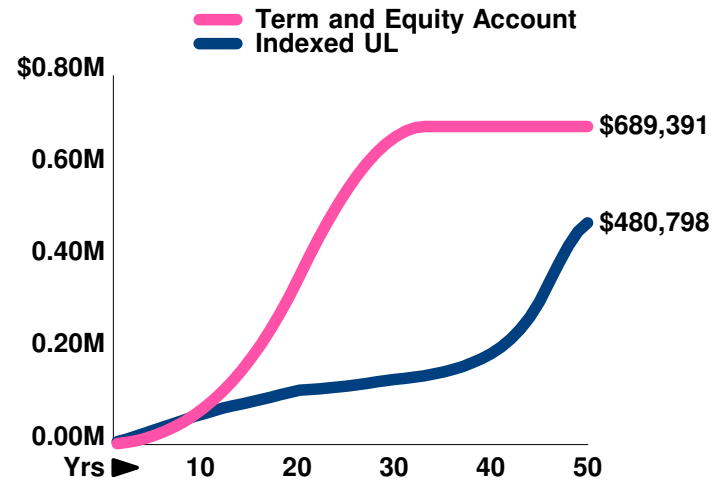
Insured: Frank Thompson

## 50 Year Analysis of Cumulative Plan Costs

**Cumulative Payments**



**Plan Costs\***



\*The Comparison of Plan Costs graphic above compares the management fees and/or taxes of the investment alternative to the mortality charges, policy expenses and income taxes (if applicable) associated with the life insurance policy.

# Term Insurance and an Equity Account vs. Indexed Universal Life

Presented By: [Licensed User's name appears here]

Insured: Frank Thompson

## Equity Account Details

		Equity Account Growth 7.00%	Equity Account Dividend 2.00%	Dividend Tax Rate 25.00%	Income Tax Rate 40.00%	Composite Capital Gains Tax Rate* 31.00%	Turnover Assumption 40.00%				
Yr	Age	(1) Beginning of Year Account Value	(2) Annual Deposit	(3) Sale of Equities	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Year End Value of Account Before Turnover	(7)** Year End Value of Account After Turnover	(8) After Tax Dividend Cash Flow	(9) After Tax Cash Flow from Equity Sales	(10) Combined After Tax Cash Flow
1	45	0	35,133	0	2,459	527	38,119	37,436	0	0	0
2	46	37,436	35,133	0	5,080	1,089	78,738	77,192	0	0	0
3	47	77,192	35,133	0	7,863	1,685	121,873	119,329	0	0	0
4	48	119,329	35,133	0	10,812	2,317	167,591	163,942	0	0	0
5	49	163,942	35,133	0	13,935	2,986	215,996	211,144	0	0	0
6	50	211,144	35,133	0	17,239	3,694	267,210	261,068	0	0	0
7	51	261,068	35,133	0	20,734	4,443	321,378	313,860	0	0	0
8	52	313,860	35,133	0	24,430	5,235	378,658	369,680	0	0	0
9	53	369,680	35,133	0	28,337	6,072	439,222	428,695	0	0	0
10	54	428,695	35,133	0	32,468	6,957	503,253	491,085	0	0	0
11	55	491,085	35,133	0	36,835	7,893	570,946	557,042	0	0	0
12	56	557,042	35,133	0	41,452	8,883	642,510	626,771	0	0	0
13	57	626,771	35,133	0	46,333	9,929	718,166	700,485	0	0	0
14	58	700,485	35,133	0	51,493	11,034	798,145	778,411	0	0	0
15	59	778,411	35,133	0	56,948	12,203	882,695	860,791	0	0	0
16	60	860,791	35,133	0	62,715	13,439	972,078	947,879	0	0	0
17	61	947,879	35,133	0	68,811	14,745	1,066,568	1,039,944	0	0	0
18	62	1,039,944	35,133	0	75,255	16,126	1,166,458	1,137,269	0	0	0
19	63	1,137,269	35,133	0	82,068	17,586	1,272,056	1,240,157	0	0	0
20	64	1,240,157	35,133	0	89,270	19,129	1,383,689	1,348,924	0	0	0
21	65	1,348,924	0	124,159	85,734	0	1,310,499	1,276,987	18,371	121,629	140,000
22	66	1,276,987	0	125,369	80,613	0	1,232,231	1,200,398	17,274	122,726	140,000
23	67	1,200,398	0	126,615	75,165	0	1,148,948	1,119,092	16,107	123,893	140,000
24	68	1,119,092	0	127,913	69,383	0	1,060,562	1,032,907	14,867	125,133	140,000
25	69	1,032,907	0	129,274	63,254	0	966,887	941,625	13,554	126,446	140,000
26	70	941,625	0	130,707	56,764	0	867,682	844,985	12,163	127,837	140,000
27	71	844,985	0	132,218	49,894	0	762,661	742,698	10,692	129,308	140,000
28	72	742,698	0	133,816	42,622	0	651,504	634,443	9,133	130,867	140,000
29	73	634,443	0	135,504	34,926	0	533,865	519,882	7,484	132,516	140,000
30	74	519,882	0	137,290	26,781	0	409,373	398,649	5,739	134,261	140,000
			702,660	1,302,865	1,359,673	165,972			125,384	1,274,616	1,400,000

\*The composite capital gains tax rate includes 40.00% short-term gains subject to ordinary income tax and 60.00% long-term gains subject to capital gains tax. The individual tax rates used to create the composite tax rate are:

Capital Gains Tax: 25.00%  
Income Tax: 40.00%

\*\*Column (7) is reduced by a 1.00% management fee.

(To review turnover calculations, see the Portfolio Turnover Details report.)

Capital gains tax calculations are based upon a ratio of asset value to remaining cost basis in any given year.

# Term Insurance and an Equity Account vs. Indexed Universal Life

Presented By: [Licensed User's name appears here]

Insured: Frank Thompson

## Equity Account Details

		Equity Account Growth 7.00%	Equity Account Dividend 2.00%	Dividend Tax Rate 25.00%	Income Tax Rate 40.00%	Composite Capital Gains Tax Rate* 31.00%	Turnover Assumption 40.00%				
Yr	Age	(1) Beginning of Year Account Value	(2) Annual Deposit	(3) Sale of Equities	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Year End Value of Account Before Turnover	(7)** Year End Value of Account After Turnover	(8) After Tax Dividend Cash Flow	(9) After Tax Cash Flow from Equity Sales	(10) Combined After Tax Cash Flow
31	75	398,649	0	139,180	18,163	0	277,632	270,358	3,892	136,108	140,000
32	76	270,358	0	141,178	9,043	0	138,223	134,601	1,938	138,062	140,000
33	77	134,601	0	134,601	0	0	0	0	0	131,630	131,630
34	78	0	0	0	0	0	0	0	0	0	0
35	79	0	0	0	0	0	0	0	0	0	0
36	80	0	0	0	0	0	0	0	0	0	0
37	81	0	0	0	0	0	0	0	0	0	0
38	82	0	0	0	0	0	0	0	0	0	0
39	83	0	0	0	0	0	0	0	0	0	0
40	84	0	0	0	0	0	0	0	0	0	0
41	85	0	0	0	0	0	0	0	0	0	0
42	86	0	0	0	0	0	0	0	0	0	0
43	87	0	0	0	0	0	0	0	0	0	0
44	88	0	0	0	0	0	0	0	0	0	0
45	89	0	0	0	0	0	0	0	0	0	0
46	90	0	0	0	0	0	0	0	0	0	0
47	91	0	0	0	0	0	0	0	0	0	0
48	92	0	0	0	0	0	0	0	0	0	0
49	93	0	0	0	0	0	0	0	0	0	0
50	94	0	0	0	0	0	0	0	0	0	0
			702,660	1,717,824	1,386,879	165,972			131,214	1,680,416	1,811,630

\*The composite capital gains tax rate includes 40.00% short-term gains subject to ordinary income tax and 60.00% long-term gains subject to capital gains tax. The individual tax rates used to create the composite tax rate are:  
 Capital Gains Tax: 25.00%  
 Income Tax: 40.00%

\*\*Column (7) is reduced by a 1.00% management fee.

(To review turnover calculations, see the Portfolio Turnover Details report.)

Capital gains tax calculations are based upon a ratio of asset value to remaining cost basis in any given year.

# Term Insurance and an Equity Account vs. Indexed Universal Life

Presented By: [Licensed User's name appears here]

Insured: Frank Thompson

## Portfolio Turnover Details

		Equity Account Dividend 2.00%    Dividend Tax Rate 25.00%    Income Tax Rate 40.00%    Composite Capital Gains Tax Rate* 31.00%    Turnover Assumption 40.00%											
Yr	Age	(1) Beginning of Year Cost Basis	(2) Annual Deposit to the Account	(3) Sale of Equities to Fund Cash Flow	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Account Value Before Turnover	(7) Adjusted Cost Basis	(8) Sale of Equities Caused by Turnover	(9) Cost Basis Used by Turnover	(10) After Tax Reinvested Turnover	(11)** Year End Value of Account After Turnover	
1	45	0	35,133	0	2,459	527	38,119	35,660	15,248	14,264	14,943	37,436	
2	46	36,339	35,133	0	5,080	1,089	78,738	72,561	31,495	29,024	30,729	77,192	
3	47	74,266	35,133	0	7,863	1,685	121,873	111,084	48,749	44,433	47,411	119,329	
4	48	114,061	35,133	0	10,812	2,317	167,591	151,511	67,036	60,605	65,043	163,942	
5	49	155,949	35,133	0	13,935	2,986	215,996	194,069	86,398	77,627	83,679	211,144	
6	50	200,120	35,133	0	17,239	3,694	267,210	238,948	106,884	95,579	103,379	261,068	
7	51	246,748	35,133	0	20,734	4,443	321,378	286,324	128,551	114,530	124,204	313,860	
8	52	295,999	35,133	0	24,430	5,235	378,658	336,367	151,463	134,547	146,219	369,680	
9	53	348,039	35,133	0	28,337	6,072	439,222	389,244	175,689	155,698	169,492	428,695	
10	54	403,038	35,133	0	32,468	6,957	503,253	445,128	201,301	178,051	194,094	491,085	
11	55	461,171	35,133	0	36,835	7,893	570,946	504,197	228,378	201,679	220,101	557,042	
12	56	522,619	35,133	0	41,452	8,883	642,510	566,635	257,004	226,654	247,596	626,771	
13	57	587,577	35,133	0	46,333	9,929	718,166	632,639	287,266	253,056	276,661	700,485	
14	58	656,244	35,133	0	51,493	11,034	798,145	702,411	319,258	280,965	307,387	778,411	
15	59	728,834	35,133	0	56,948	12,203	882,695	776,170	353,078	310,468	339,869	860,791	
16	60	805,571	35,133	0	62,715	13,439	972,078	854,143	388,831	341,657	374,207	947,879	
17	61	886,693	35,133	0	68,811	14,745	1,066,568	936,570	426,627	374,628	410,508	1,039,944	
18	62	972,450	35,133	0	75,255	16,126	1,166,458	1,023,709	466,583	409,484	448,882	1,137,269	
19	63	1,063,108	35,133	0	82,068	17,586	1,272,056	1,115,827	508,822	446,331	489,450	1,240,157	
20	64	1,158,946	35,133	0	89,270	19,129	1,383,689	1,213,208	553,476	485,283	532,336	1,348,924	
21	65	1,260,261	0	124,159	85,734	0	1,310,499	1,144,263	524,200	457,705	503,586	1,276,987	
22	66	1,190,144	0	125,369	80,613	0	1,232,231	1,073,301	492,892	429,320	473,185	1,200,398	
23	67	1,117,165	0	126,615	75,165	0	1,148,948	999,329	459,579	399,732	441,027	1,119,092	
24	68	1,040,624	0	127,913	69,383	0	1,060,562	921,681	424,225	368,672	407,003	1,032,907	
25	69	960,012	0	129,274	63,254	0	966,887	839,860	386,755	335,944	371,004	941,625	
26	70	874,920	0	130,707	56,764	0	867,682	753,472	347,073	301,389	332,911	844,985	
27	71	784,994	0	132,218	49,894	0	762,661	662,163	305,064	264,865	292,603	742,698	
28	72	689,901	0	133,816	42,622	0	651,504	565,598	260,602	226,239	249,949	634,443	
29	73	589,308	0	135,504	34,926	0	533,865	463,443	213,546	185,377	204,814	519,882	
30	74	482,880	0	137,290	26,781	0	409,373	355,361	163,749	142,145	157,052	398,649	
		702,660											

\*The composite capital gains tax rate includes 40.00% short-term gains subject to ordinary income tax and 60.00% long-term gains subject to capital gains tax. The individual tax rates used to create the composite tax rate are:

Capital Gains Tax: 25.00%  
Income Tax: 40.00%

\*\*Column (11) is reduced by a 1.00% management fee.

Capital gains tax calculations are based upon a ratio of asset value to remaining cost basis in any given year.



# Term Insurance and an Equity Account vs. Indexed Universal Life

Presented By: [Licensed User's name appears here]

Insured: Frank Thompson

## Portfolio Turnover Details

		Equity Account		Dividend		Income		Composite Capital		Turnover			
		Dividend		Tax Rate		Tax Rate		Gains Tax Rate*		Assumption			
		2.00%		25.00%		40.00%		31.00%		40.00%			
Yr	Age	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)**	
		Beginning of Year Cost Basis	Annual Deposit to the Account	Sale of Equities to Fund Cash Flow	Capital Growth	After Tax Reinvested Dividends	Account Value Before Turnover	Adjusted Cost Basis	Sale of Equities Caused by Turnover	Cost Basis Used by Turnover	After Tax Reinvested Turnover	Year End Value of Account After Turnover	
31	75	370,269	0	139,180	18,163	0	277,632	240,997	111,053	96,399	106,510	270,358	
32	76	251,108	0	141,178	9,043	0	138,223	119,983	55,289	47,993	53,027	134,601	
33	77	125,017	0	134,601	0	0	0	0	0	0	0	0	
34	78	0	0	0	0	0	0	0	0	0	0	0	
35	79	0	0	0	0	0	0	0	0	0	0	0	
36	80	0	0	0	0	0	0	0	0	0	0	0	
37	81	0	0	0	0	0	0	0	0	0	0	0	
38	82	0	0	0	0	0	0	0	0	0	0	0	
39	83	0	0	0	0	0	0	0	0	0	0	0	
40	84	0	0	0	0	0	0	0	0	0	0	0	
41	85	0	0	0	0	0	0	0	0	0	0	0	
42	86	0	0	0	0	0	0	0	0	0	0	0	
43	87	0	0	0	0	0	0	0	0	0	0	0	
44	88	0	0	0	0	0	0	0	0	0	0	0	
45	89	0	0	0	0	0	0	0	0	0	0	0	
46	90	0	0	0	0	0	0	0	0	0	0	0	
47	91	0	0	0	0	0	0	0	0	0	0	0	
48	92	0	0	0	0	0	0	0	0	0	0	0	
49	93	0	0	0	0	0	0	0	0	0	0	0	
50	94	0	0	0	0	0	0	0	0	0	0	0	

702,660

\*The composite capital gains tax rate includes 40.00% short-term gains subject to ordinary income tax and 60.00% long-term gains subject to capital gains tax. The individual tax rates used to create the composite tax rate are:

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