

# Indexed Universal Life vs. Alternatives

For: Robert McNamara or Tony Harmon



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

[Licensed user's name appears here]

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**Indexed Universal Life vs. Term Insurance and Equity Side Fund**

# Indexed Universal Life vs. Term Insurance and Equity Side Fund

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

Insured: Robert McNamara or Tony Harmon

## 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.

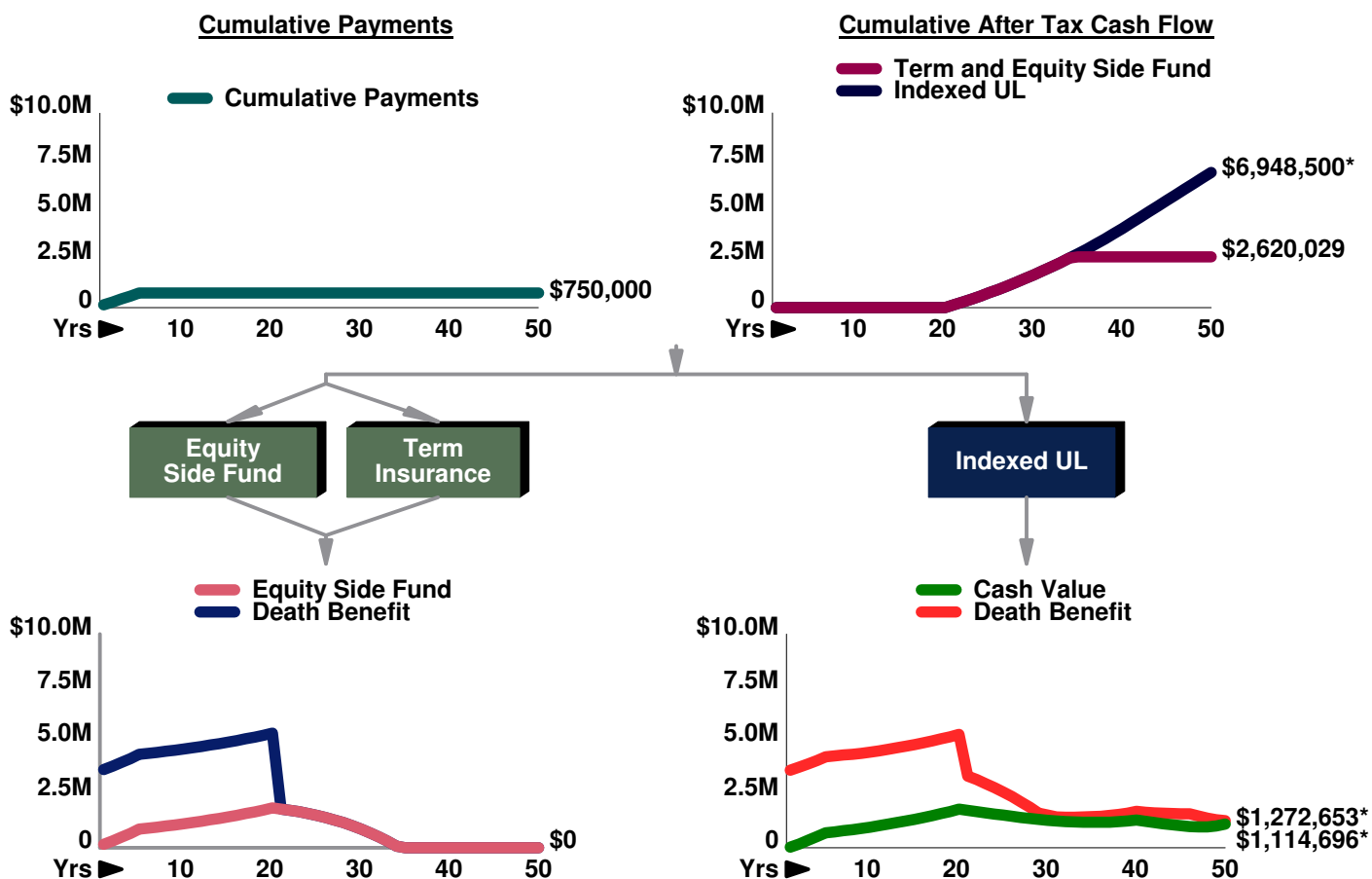
An integrated analysis of these points creates useful information that helps guide your purchasing evaluation. The precision of the conclusions, however, is contingent upon the accuracy of the data utilized. You should be positive that all premises

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.

# Indexed Universal Life vs. Term Insurance and Equity Side Fund

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

Insured: Robert McNamara or Tony Harmon

## Comparison

Equity Side Fund Growth 7.50%	Equity Side Fund Dividend 2.00%
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Dividend Tax Rate  
30.00%

Income Tax Rate  
40.00%

Indexed UL Interest Rate  
7.50%

Initial Death Benefit  
3,500,000

Year	Male Age	Payment Allocation			3,500,000 Scheduled Term Insurance Along with Equity Side Fund*				Indexed UL		
		(1) Cost of the Proposed Premium	(2) Alternative Term Policy Premium	(3) Net to Equity Side Fund (1) - (2)	(4) After Tax Cash Flow from the Account	(5) Year End Equity Account Value	(6) Scheduled Term Death Benefit	(7) Combined Death Benefit (5) + (6)	(8) After Tax Policy Loan Proceeds	(9) Year End Cash Value**	(10) Death Benefit
1	45	150,000	3,725	146,275	0	155,618	3,500,000	3,655,618	0	31,312	3,633,057
2	46	150,000	3,725	146,275	0	320,619	3,500,000	3,820,619	0	183,875	3,775,470
3	47	150,000	3,725	146,275	0	495,201	3,500,000	3,995,201	0	346,638	3,928,048
4	48	150,000	3,725	146,275	0	679,681	3,500,000	4,179,681	0	520,437	4,091,662
5	49	150,000	3,725	146,275	0	874,460	3,500,000	4,374,460	0	705,992	4,267,032
6	50	0	3,725	-3,725	0	920,723	3,500,000	4,420,723	0	751,628	4,302,483
7	51	0	3,725	-3,725	0	968,660	3,500,000	4,468,660	0	799,943	4,340,648
8	52	0	3,725	-3,725	0	1,018,649	3,500,000	4,518,649	0	851,220	4,381,740
9	53	0	3,725	-3,725	0	1,070,989	3,500,000	4,570,989	0	905,765	4,426,100
10	54	0	3,725	-3,725	0	1,125,932	3,500,000	4,625,932	0	963,938	4,474,088
11	55	0	3,725	-3,725	0	1,183,704	3,500,000	4,683,704	0	1,038,243	4,538,243
12	56	0	3,725	-3,725	0	1,244,512	3,500,000	4,744,512	0	1,106,204	4,606,204
13	57	0	3,725	-3,725	0	1,308,556	3,500,000	4,808,556	0	1,178,087	4,678,087
14	58	0	3,725	-3,725	0	1,376,039	3,500,000	4,876,039	0	1,253,923	4,753,923
15	59	0	3,725	-3,725	0	1,447,162	3,500,000	4,947,162	0	1,333,864	4,833,864
16	60	0	3,725	-3,725	0	1,522,132	3,500,000	5,022,132	0	1,418,210	4,918,210
17	61	0	3,725	-3,725	0	1,601,168	3,500,000	5,101,168	0	1,507,242	5,007,242
18	62	0	3,725	-3,725	0	1,684,494	3,500,000	5,184,494	0	1,601,186	5,101,186
19	63	0	3,725	-3,725	0	1,772,347	3,500,000	5,272,347	0	1,700,259	5,200,259
20	64	0	3,725	-3,725	0	1,864,975	3,500,000	5,364,975	0	1,804,714	5,304,714
21	65	0	0	0	142,000	1,814,758	0	1,814,758	142,000	1,750,295	3,351,125
22	66	0	0	0	147,200	1,755,832	0	1,755,832	147,200	1,694,902	3,189,121
23	67	0	0	0	152,777	1,687,406	0	1,687,406	152,777	1,638,905	3,013,161
24	68	0	0	0	158,521	1,608,839	0	1,608,839	158,521	1,582,763	2,822,373
25	69	0	0	0	164,437	1,519,422	0	1,519,422	164,437	1,527,105	2,615,833
26	70	0	0	0	170,530	1,418,388	0	1,418,388	170,530	1,472,687	2,392,568
27	71	0	0	0	176,807	1,304,908	0	1,304,908	176,807	1,420,261	2,151,549
28	72	0	0	0	183,272	1,178,100	0	1,178,100	183,272	1,371,079	1,891,691
29	73	0	0	0	189,930	1,037,020	0	1,037,020	189,930	1,326,744	1,616,084
30	74	0	0	0	196,789	880,664	0	880,664	196,789	1,289,319	1,532,814
		750,000	74,500	675,500	1,682,263				1,682,263		

Management fees reflected in column (5): 1.50%

### 30 Year Summary

	Term/Equity Side Fund	Indexed UL
After Tax Payments	750,000	750,000
After Tax Cash Flow	1,682,263	1,682,263
Living Values	880,664	1,289,319
Death Benefit	880,664	1,532,814

\*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.

# Indexed Universal Life vs. Term Insurance and Equity Side Fund

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

Insured: Robert McNamara or Tony Harmon

## Comparison

Equity Side Fund Growth 7.50%	Equity Side Fund Dividend 2.00%
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Dividend Tax Rate  
30.00%

Income Tax Rate  
40.00%

Indexed UL Interest Rate  
7.50%

Initial Death Benefit  
3,500,000

Year	Male Age	Payment Allocation			3,500,000 Scheduled Term Insurance Along with Equity Side Fund*				Indexed UL		
		(1) Cost of the Proposed Premium	(2) Alternative Term Policy Premium	(3) Net to Equity Side Fund (1) - (2)	(4) After Tax Cash Flow from the Account	(5) Year End Equity Account Value	(6) Scheduled Term Death Benefit	(7) Combined Death Benefit (5) + (6)	(8) After Tax Policy Loan Proceeds	(9) Year End Cash Value**	(10) Death Benefit
31	75	0	0	0	203,853	707,966	0	707,966	203,853	1,258,531	1,447,092
32	76	0	0	0	211,129	517,791	0	517,791	211,129	1,232,567	1,437,196
33	77	0	0	0	218,624	308,933	0	308,933	218,624	1,212,194	1,434,432
34	78	0	0	0	226,343	80,114	0	80,114	226,343	1,198,227	1,439,731
35	79	0	0	0	77,817	0	0	0	234,294	1,191,527	1,454,076
36	80	0	0	0	0	0	0	0	242,483	1,193,000	1,478,502
37	81	0	0	0	0	0	0	0	250,918	1,203,719	1,514,223
38	82	0	0	0	0	0	0	0	259,606	1,224,716	1,562,415
39	83	0	0	0	0	0	0	0	268,555	1,257,057	1,624,295
40	84	0	0	0	0	0	0	0	277,772	1,301,802	1,701,080
41	85	0	0	0	0	0	0	0	287,266	1,238,244	1,666,135
42	86	0	0	0	0	0	0	0	287,266	1,180,037	1,638,398
43	87	0	0	0	0	0	0	0	287,266	1,127,101	1,617,865
44	88	0	0	0	0	0	0	0	287,266	1,079,166	1,604,335
45	89	0	0	0	0	0	0	0	287,266	1,035,709	1,597,347
46	90	0	0	0	0	0	0	0	287,266	995,821	1,596,039
47	91	0	0	0	0	0	0	0	287,266	975,691	1,489,142
48	92	0	0	0	0	0	0	0	287,266	982,206	1,394,330
49	93	0	0	0	0	0	0	0	287,266	1,024,529	1,318,912
50	94	0	0	0	0	0	0	0	287,266	1,114,696	1,272,653
		750,000	74,500	675,500	2,620,029				6,948,500		

Management fees reflected in column (5): 1.50%

### 50 Year Summary

	Term/Equity Side Fund	Indexed UL
After Tax Payments	750,000	750,000
After Tax Cash Flow	2,620,029	6,948,500
Living Values	0	1,114,696
Death Benefit	0	1,272,653

\*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.

# Indexed Universal Life vs. Term Insurance and Equity Side Fund

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

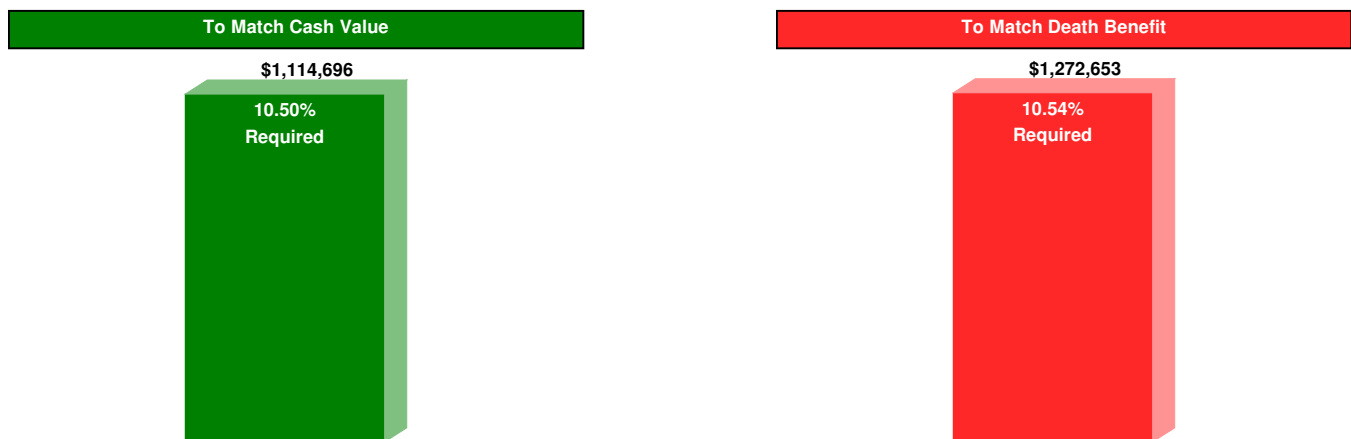
Insured: Robert McNamara or Tony Harmon

## Matching Values

Equity Side Fund Growth	Equity Side Fund Dividend	Dividend Tax Rate	Income Tax Rate	Indexed UL Interest Rate	Initial Death Benefit
7.50%	2.00%	30.00%	40.00%	7.50%	3,500,000

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

	Growth Required*
To Match Cash Value of: \$1,114,696	10.50%
To match Death Benefit of: \$1,272,653	10.54%



### Income Tax Considerations

1. Equity Side Fund: 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) are income tax free as a return of premium.
  - d. Cash values shown assume most favorable combination of b and/or c.

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.

\*Plus 2.00% dividend.



# Indexed Universal Life vs. Term Insurance and Equity Side Fund

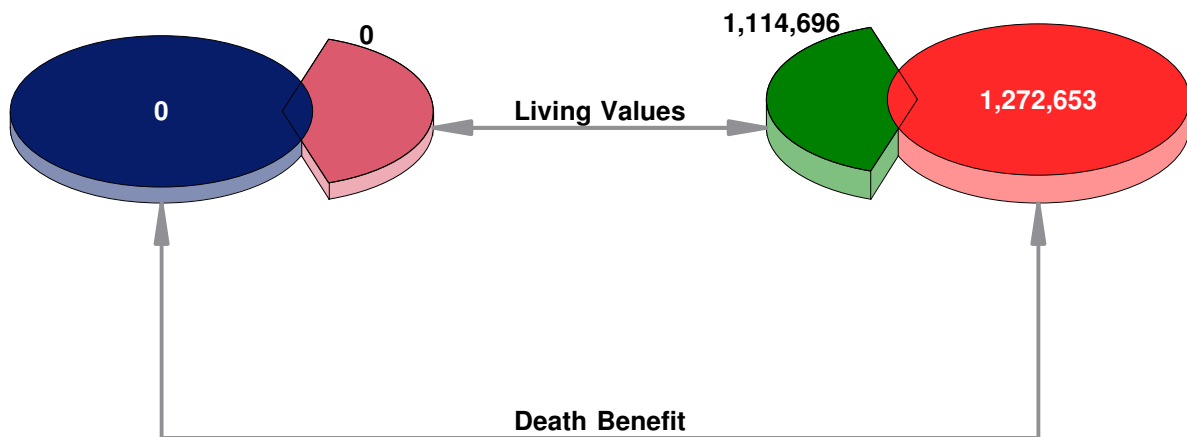
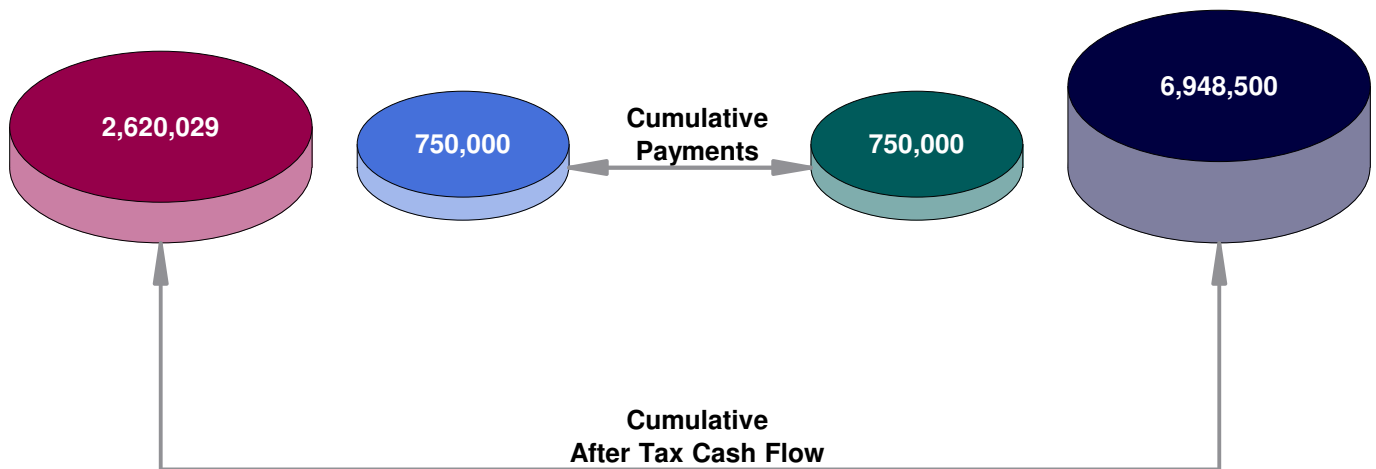
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Insured: Robert McNamara or Tony Harmon

A Look at Year 50

## Term Insurance and Equity Side Fund

## Indexed Universal Life



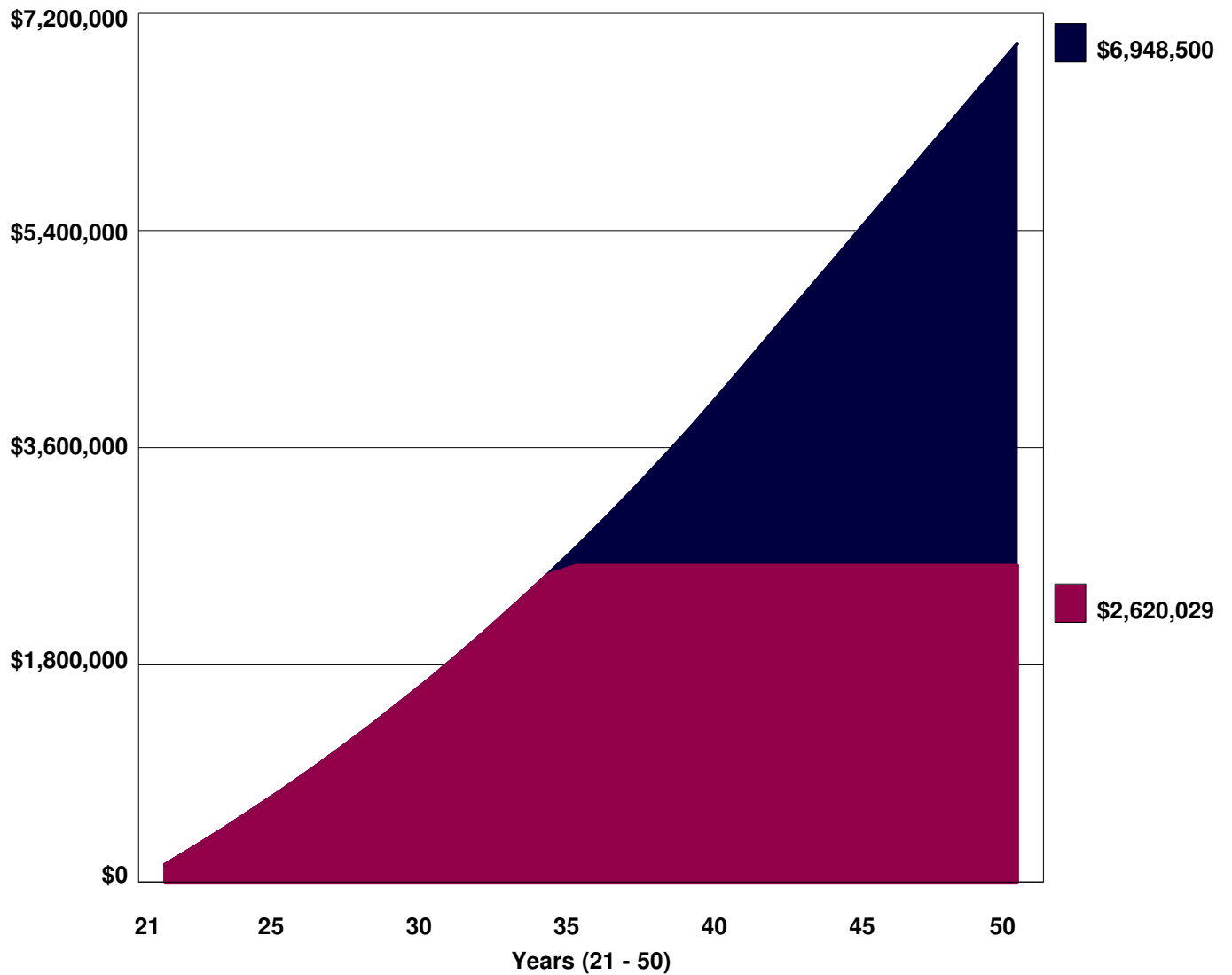


# Indexed Universal Life vs. Term Insurance and Equity Side Fund

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Insured: Robert McNamara or Tony Harmon

## Cash Flow Comparison of Years 21 - 50



At Year 50

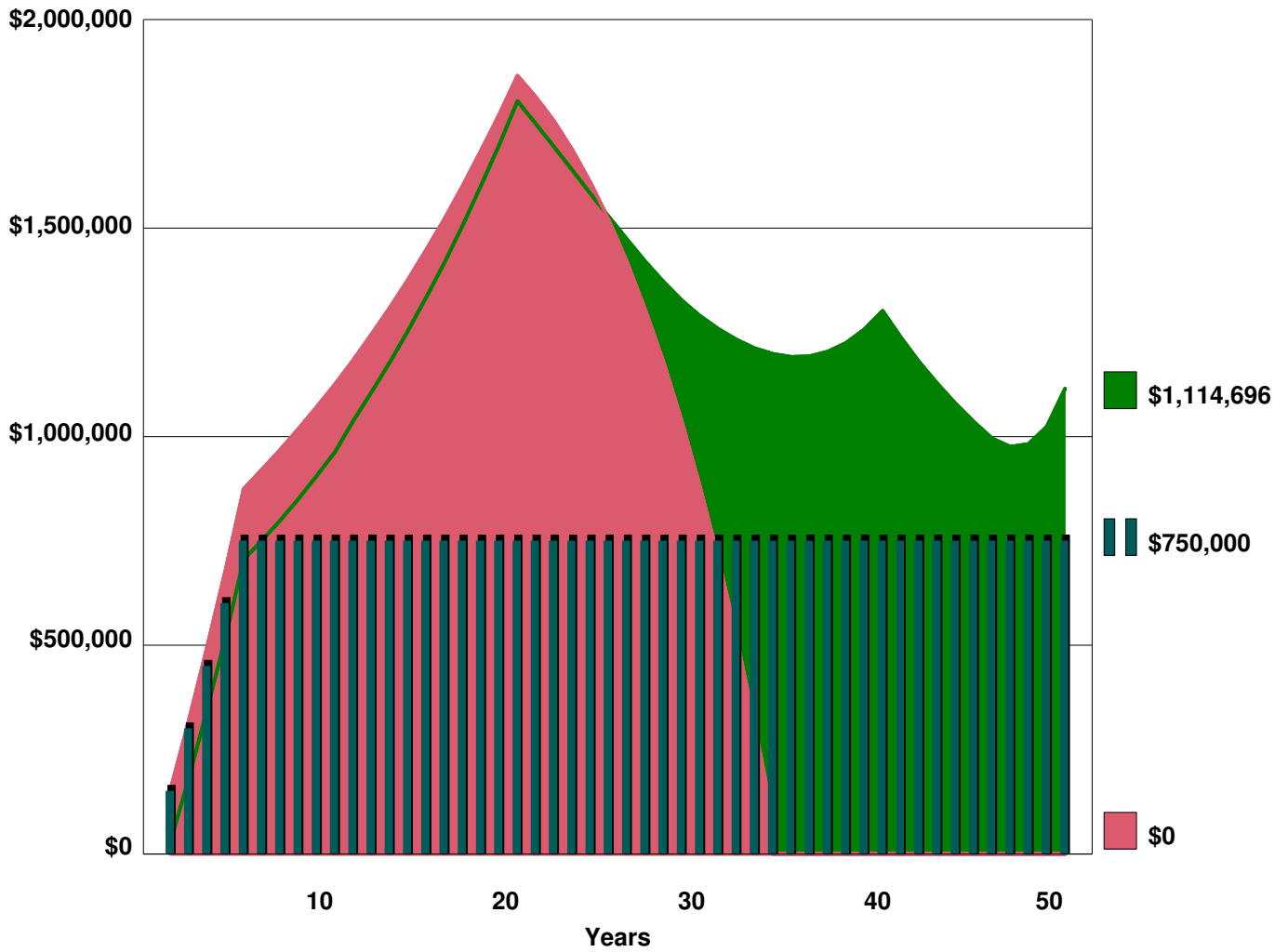
Cumulative After Tax Cash Flow - Equity Side Fund ■ \$2,620,029  
Cumulative After Tax Policy Cash Flow - Indexed UL ■ \$6,948,500

# Indexed Universal Life vs. Term Insurance and Equity Side Fund

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

Insured: Robert McNamara or Tony Harmon

## 50 Year Analysis



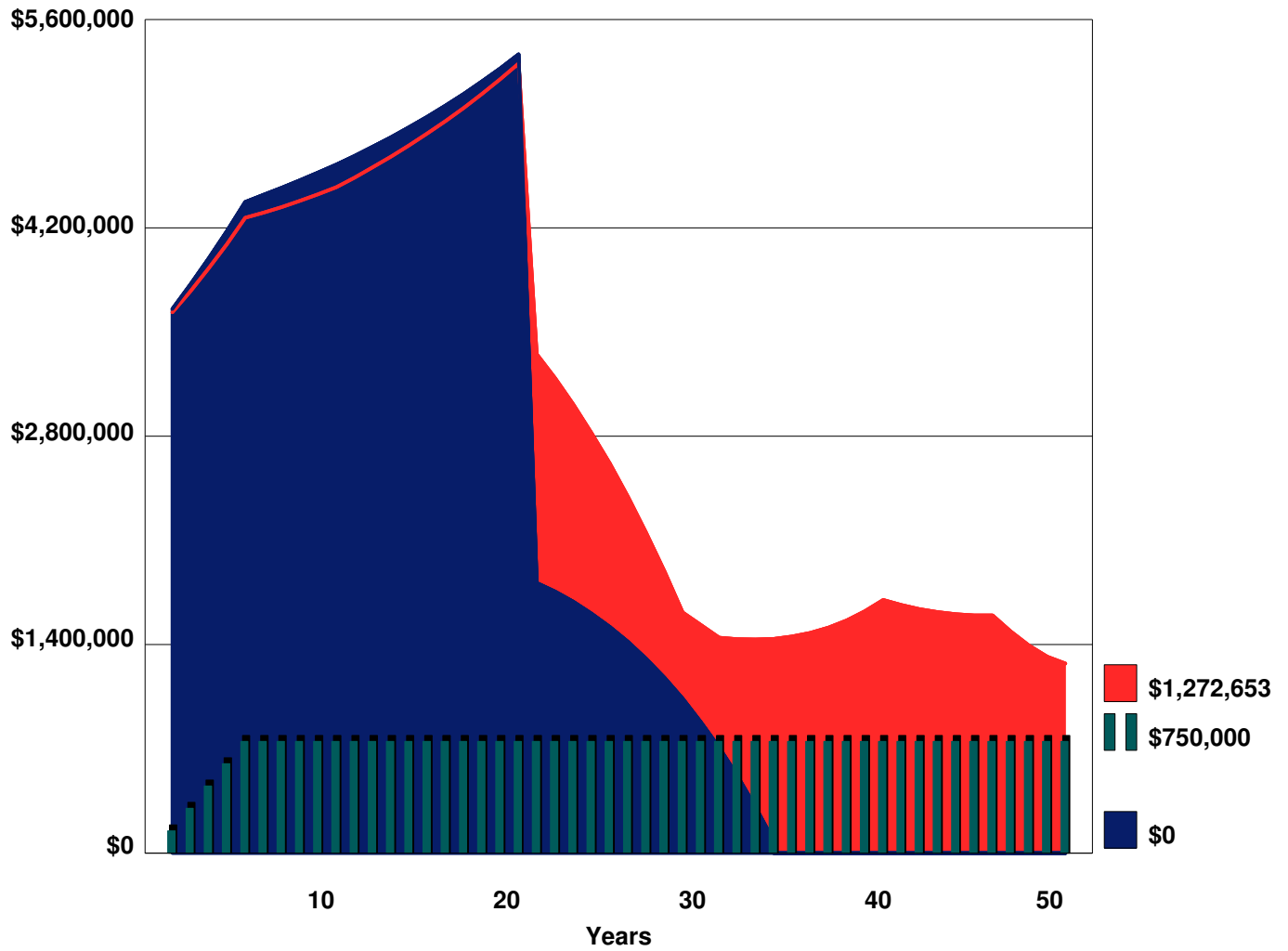
	At Year 50
Payments (Cumulative)	\$750,000
Equity Side Fund Values	\$0
Indexed UL Cash Values	\$1,114,696

# Indexed Universal Life vs. Term Insurance and Equity Side Fund

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

Insured: Robert McNamara or Tony Harmon

## 50 Year Analysis



	At Year 50
Payments (Cumulative)	\$750,000
Term Plus Equity Side Fund Death Benefit	\$0
Indexed UL Policy Death Benefit	\$1,272,653

## Taxation of Cash Flow

With equity accounts, dividends are taxed and the after tax balance is either reinvested or used for scheduled cash flow. Capital gains tax calculations are based upon a ratio of asset value to remaining cost basis in any given year.

With cash value life insurance policies, withdrawals (also known as partial surrenders) are income-tax free up to cost basis and taxable thereafter. Policy loans are income-tax free so long as the policy stays in force until death. The source of the cash flow from the life insurance policy in this presentation is policy loans.

Note: Policy loans reduce policy cash values and death benefits, and the lapse of a loaned policy could result in severe tax ramifications to the policy owner. Be sure to consult a professional tax adviser if you have any questions about this issue.

# Indexed Universal Life vs. Term Insurance and Equity Side Fund

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

Insured: Robert McNamara or Tony Harmon

## Equity Account Details

		Equity Side Fund Growth 7.50%	Equity Side Fund Dividend 2.00%	Dividend Tax Rate 30.00%	Income Tax Rate 40.00%	Composite Capital Gains Tax Rate* 34.00%	Turnover Assumption 35.00%				
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	146,275	0	10,971	2,048	159,294	155,618	0	0	0
2	46	155,618	146,275	0	22,642	4,227	328,762	320,619	0	0	0
3	47	320,619	146,275	0	35,017	6,537	508,448	495,201	0	0	0
4	48	495,201	146,275	0	48,111	8,981	698,568	679,681	0	0	0
5	49	679,681	146,275	0	61,947	11,563	899,466	874,460	0	0	0
6	50	874,460	0	0	65,585	8,517	948,562	920,723	3,725	0	3,725
7	51	920,723	0	0	69,054	9,165	998,942	968,660	3,725	0	3,725
8	52	968,660	0	0	72,650	9,836	1,051,146	1,018,649	3,725	0	3,725
9	53	1,018,649	0	0	76,399	10,536	1,105,584	1,070,989	3,725	0	3,725
10	54	1,070,989	0	0	80,324	11,269	1,162,582	1,125,932	3,725	0	3,725
11	55	1,125,932	0	0	84,445	12,038	1,222,415	1,183,704	3,725	0	3,725
12	56	1,183,704	0	0	88,778	12,847	1,285,329	1,244,512	3,725	0	3,725
13	57	1,244,512	0	0	93,338	13,698	1,351,548	1,308,556	3,725	0	3,725
14	58	1,308,556	0	0	98,142	14,595	1,421,293	1,376,039	3,725	0	3,725
15	59	1,376,039	0	0	103,203	15,540	1,494,782	1,447,162	3,725	0	3,725
16	60	1,447,162	0	0	108,537	16,535	1,572,234	1,522,132	3,725	0	3,725
17	61	1,522,132	0	0	114,160	17,585	1,653,877	1,601,168	3,725	0	3,725
18	62	1,601,168	0	0	120,088	18,691	1,739,947	1,684,494	3,725	0	3,725
19	63	1,684,494	0	0	126,337	19,858	1,830,689	1,772,347	3,725	0	3,725
20	64	1,772,347	0	0	132,926	21,088	1,926,361	1,864,975	3,725	0	3,725
21	65	1,864,975	0	120,929	130,803	0	1,874,849	1,814,758	24,417	117,583	142,000
22	66	1,814,758	0	127,138	126,572	0	1,814,192	1,755,832	23,626	123,574	147,200
23	67	1,755,832	0	133,853	121,648	0	1,743,627	1,687,406	22,708	130,069	152,777
24	68	1,687,406	0	140,873	115,990	0	1,662,523	1,608,839	21,651	136,870	158,521
25	69	1,608,839	0	148,214	109,547	0	1,570,172	1,519,422	20,449	143,988	164,437
26	70	1,519,422	0	155,895	102,265	0	1,465,792	1,418,388	19,089	151,441	170,530
27	71	1,418,388	0	163,935	94,084	0	1,348,537	1,304,908	17,562	159,245	176,807
28	72	1,304,908	0	172,351	84,942	0	1,217,499	1,178,100	15,856	167,416	183,272
29	73	1,178,100	0	181,163	74,770	0	1,071,707	1,037,020	13,957	175,973	189,930
30	74	1,037,020	0	190,393	63,497	0	910,124	880,664	11,852	184,937	196,789
			731,375	1,534,744	2,636,772	245,154			247,042	1,491,096	1,738,138

\*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: 30.00%  
Income Tax: 40.00%

\*\*Column (7) is reduced by a 1.50% 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.

# Indexed Universal Life vs. Term Insurance and Equity Side Fund

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

Insured: Robert McNamara or Tony Harmon

## Equity Account Details

		Equity Side Fund Growth 7.50%	Equity Side Fund Dividend 2.00%	Dividend Tax Rate 30.00%	Income Tax Rate 40.00%	Composite Capital Gains Tax Rate* 34.00%	Turnover Assumption 35.00%				
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	880,664	0	200,060	51,045	0	731,649	707,966	9,528	194,325	203,853
32	76	707,966	0	210,186	37,334	0	535,114	517,791	6,969	204,160	211,129
33	77	517,791	0	220,797	22,275	0	319,269	308,933	4,158	214,466	218,624
34	78	308,933	0	231,915	5,776	0	82,794	80,114	1,078	225,265	226,343
35	79	80,114	0	80,114	0	0	0	0	0	77,817	77,817
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
			731,375	2,477,816	2,753,202	245,154			268,775	2,407,129	2,675,904

\*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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(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.

# Indexed Universal Life vs. Term Insurance and Equity Side Fund

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

Insured: Robert McNamara or Tony Harmon

## Portfolio Turnover Details

		Equity Side Fund Dividend 2.00%	Dividend Tax Rate 30.00%	Income Tax Rate 40.00%	Composite Capital Gains Tax Rate* 34.00%	Turnover Assumption 35.00%						
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	146,275	0	10,971	2,048	159,294	148,323	55,753	51,913	54,447	155,618
2	46	150,857	146,275	0	22,642	4,227	328,762	301,359	115,067	105,476	111,806	320,619
3	47	307,689	146,275	0	35,017	6,537	508,448	460,501	177,957	161,175	172,251	495,201
4	48	471,577	146,275	0	48,111	8,981	698,568	626,833	244,499	219,392	235,962	679,681
5	49	643,404	146,275	0	61,947	11,563	899,466	801,242	314,813	280,435	303,124	874,460
6	50	823,932	0	0	65,585	8,517	948,562	832,449	331,997	291,357	318,179	920,723
7	51	859,271	0	0	69,054	9,165	998,942	868,436	349,630	303,953	334,099	968,660
8	52	898,583	0	0	72,650	9,836	1,051,146	908,418	367,901	317,947	350,917	1,018,649
9	53	941,389	0	0	76,399	10,536	1,105,584	951,925	386,954	333,174	368,669	1,070,989
10	54	987,420	0	0	80,324	11,269	1,162,582	998,689	406,904	349,541	387,400	1,125,932
11	55	1,036,548	0	0	84,445	12,038	1,222,415	1,048,586	427,845	367,005	407,160	1,183,704
12	56	1,088,741	0	0	88,778	12,847	1,285,329	1,101,588	449,865	385,556	428,000	1,244,512
13	57	1,144,032	0	0	93,338	13,698	1,351,548	1,157,730	473,042	405,205	449,977	1,308,556
14	58	1,202,502	0	0	98,142	14,595	1,421,293	1,217,097	497,453	425,984	473,153	1,376,039
15	59	1,264,266	0	0	103,203	15,540	1,494,782	1,279,806	523,174	447,932	497,592	1,447,162
16	60	1,329,466	0	0	108,537	16,535	1,572,234	1,346,001	550,282	471,100	523,360	1,522,132
17	61	1,398,261	0	0	114,160	17,585	1,653,877	1,415,846	578,857	495,546	550,531	1,601,168
18	62	1,470,831	0	0	120,088	18,691	1,739,947	1,489,522	608,981	521,333	579,181	1,684,494
19	63	1,547,370	0	0	126,337	19,858	1,830,689	1,567,228	640,741	548,530	609,389	1,772,347
20	64	1,628,088	0	0	132,926	21,088	1,926,361	1,649,176	674,226	577,211	641,241	1,864,975
21	65	1,713,205	0	120,929	130,803	0	1,874,849	1,602,118	656,197	560,741	623,742	1,814,758
22	66	1,665,118	0	127,138	126,572	0	1,814,192	1,548,463	634,967	541,962	603,346	1,755,832
23	67	1,609,847	0	133,853	121,648	0	1,743,627	1,487,123	610,269	520,493	579,745	1,687,406
24	68	1,546,375	0	140,873	115,990	0	1,662,523	1,417,276	581,883	496,047	552,699	1,608,839
25	69	1,473,928	0	148,214	109,547	0	1,570,172	1,338,143	549,560	468,350	521,949	1,519,422
26	70	1,391,742	0	155,895	102,265	0	1,465,792	1,248,946	513,027	437,131	487,223	1,418,388
27	71	1,299,038	0	163,935	94,084	0	1,348,537	1,148,897	471,988	402,114	448,231	1,304,908
28	72	1,195,014	0	172,351	84,942	0	1,217,499	1,037,178	426,125	363,012	404,666	1,178,100
29	73	1,078,832	0	181,163	74,770	0	1,071,707	912,934	375,097	319,527	356,203	1,037,020
30	74	949,611	0	190,393	63,497	0	910,124	775,266	318,543	271,343	302,495	880,664
			731,375									

\*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: 30.00%  
Income Tax: 40.00%

\*\*Column (11) is reduced by a 1.50% management fee.

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



# Indexed Universal Life vs. Term Insurance and Equity Side Fund

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

Insured: Robert McNamara or Tony Harmon

## Portfolio Turnover Details

		Equity Side Fund Dividend 2.00%	Dividend Tax Rate 30.00%	Income Tax Rate 40.00%	Composite Capital Gains Tax Rate* 34.00%	Turnover Assumption 35.00%						
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
31	75	806,418	0	200,060	51,045	0	731,649	623,224	256,077	218,129	243,175	707,966
32	76	648,270	0	210,186	37,334	0	535,114	455,808	187,290	159,533	177,852	517,791
33	77	474,127	0	220,797	22,275	0	319,269	271,949	111,744	95,182	106,113	308,933
34	78	282,880	0	231,915	5,776	0	82,794	70,523	28,978	24,683	27,518	80,114
35	79	73,358	0	80,114	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

731,375

\*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: 30.00%  
Income Tax: 40.00%

\*\*Column (11) is reduced by a 1.50% management fee.

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



## **Indexed Universal Life vs. An Equity Account**

# Indexed Universal Life vs. An Equity Account

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

Insured: Robert McNamara or Tony Harmon

## 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 involves the comparison of the life insurance policy to alternative investment possibilities.

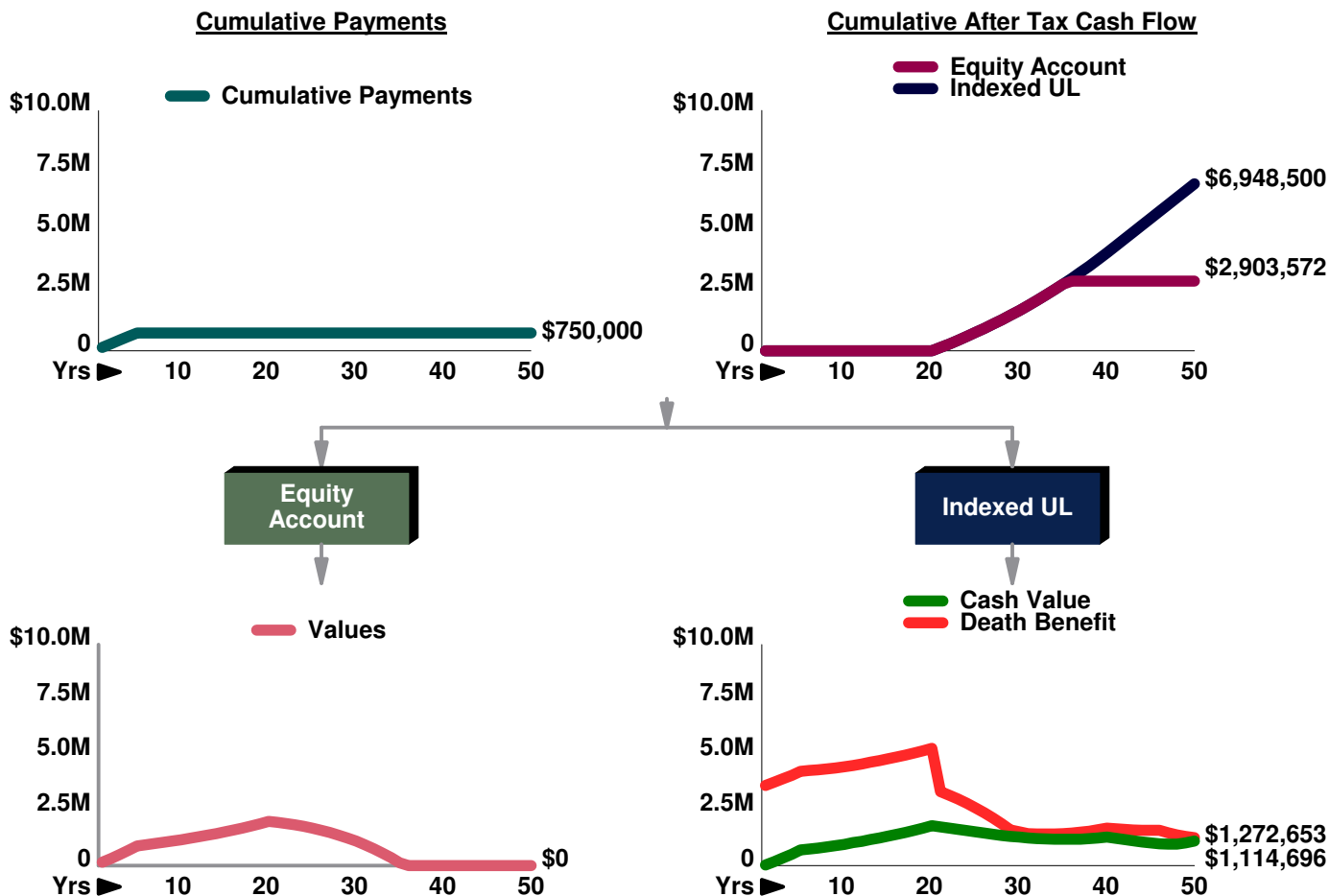
To help you make an informed decision about acquiring the policy, the accompanying presentation shows financial data regarding life insurance compared to an Equity Account.

The study offers information from which you and your advisers can draw informed conclusions about the suitability of either plan.

Following are major features of the life insurance policy for you to consider as part of your overall assessment:

1. Accumulating cash values;
2. Income tax deferred growth of cash values;
3. Competitive current interest rate;
4. Tax free access to cash values via policy loans;
5. Income tax free death benefits;
6. Probate free death benefits;
7. Privacy of all transactions.

Favorable income tax consequences combine with significant policy values and benefits to produce a life insurance solution that has a considerable amount of financial leverage.



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.

# Indexed Universal Life vs. An Equity Account

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

Insured: Robert McNamara or Tony Harmon

## Comparison

Equity Account Growth 7.50%	Equity Account Dividend 2.00%	Dividend Tax Rate 30.00%	Income Tax Rate 40.00%	Composite Capital Gains Tax Rate* 34.00%	Portfolio Turnover 35.00%	Indexed UL Interest Rate 7.50%
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Year	Male Age	Equity Account*			Indexed Universal Life				
		(1) Annual Deposit to the Account	(2) After Tax Cash Flow from the Account	(3) Year End Account Value	(4) Policy Premium	(5) After Tax Policy Loan Proceeds	(6) Cash Value** Increase	(7) Year End Cash Value**	(8) Death Benefit
1	45	150,000	0	159,581	150,000	0	31,312	31,312	3,633,057
2	46	150,000	0	328,783	150,000	0	152,563	183,875	3,775,470
3	47	150,000	0	507,811	150,000	0	162,763	346,638	3,928,048
4	48	150,000	0	696,988	150,000	0	173,799	520,437	4,091,662
5	49	150,000	0	896,728	150,000	0	185,555	705,992	4,267,032
6	50	0	0	947,933	0	0	45,636	751,628	4,302,483
7	51	0	0	1,001,101	0	0	48,315	799,943	4,340,648
8	52	0	0	1,056,619	0	0	51,277	851,220	4,381,740
9	53	0	0	1,114,797	0	0	54,545	905,765	4,426,100
10	54	0	0	1,175,903	0	0	58,173	963,938	4,474,088
11	55	0	0	1,240,176	0	0	74,305	1,038,243	4,538,243
12	56	0	0	1,307,841	0	0	67,961	1,106,204	4,606,204
13	57	0	0	1,379,119	0	0	71,883	1,178,087	4,678,087
14	58	0	0	1,454,229	0	0	75,836	1,253,923	4,753,923
15	59	0	0	1,533,394	0	0	79,941	1,333,864	4,833,864
16	60	0	0	1,616,847	0	0	84,346	1,418,210	4,918,210
17	61	0	0	1,704,826	0	0	89,032	1,507,242	5,007,242
18	62	0	0	1,797,582	0	0	93,944	1,601,186	5,101,186
19	63	0	0	1,895,378	0	0	99,073	1,700,259	5,200,259
20	64	0	0	1,998,489	0	0	104,455	1,804,714	5,304,714
21	65	0	142,000	1,955,861	0	142,000	-54,419	1,750,295	3,351,125
22	66	0	147,200	1,904,875	0	147,200	-55,393	1,694,902	3,189,121
23	67	0	152,777	1,844,786	0	152,777	-55,997	1,638,905	3,013,161
24	68	0	158,521	1,774,989	0	158,521	-56,142	1,582,763	2,822,373
25	69	0	164,437	1,694,810	0	164,437	-55,658	1,527,105	2,615,833
26	70	0	170,530	1,603,513	0	170,530	-54,418	1,472,687	2,392,568
27	71	0	176,807	1,500,305	0	176,807	-52,426	1,420,261	2,151,549
28	72	0	183,272	1,384,331	0	183,272	-49,182	1,371,079	1,891,691
29	73	0	189,930	1,254,685	0	189,930	-44,335	1,326,744	1,616,084
30	74	0	196,789	1,110,394	0	196,789	-37,425	1,289,319	1,532,814
		750,000	1,682,263		750,000	1,682,263			

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

Management fees reflected in column (3): 1.50%

\*\*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

	Equity Account	Indexed UL
After Tax Payments	750,000	750,000
After Tax Cash Flow	1,682,263	1,682,263
Living Values	1,110,394	1,289,319
Death Benefit	1,110,394	1,532,814

# Indexed Universal Life vs. An Equity Account

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

Insured: Robert McNamara or Tony Harmon

## Comparison

Equity Account Growth 7.50%	Equity Account Dividend 2.00%	Dividend Tax Rate 30.00%	Income Tax Rate 40.00%	Composite Capital Gains Tax Rate* 34.00%	Portfolio Turnover 35.00%	Indexed UL Interest Rate 7.50%
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Year	Male Age	Equity Account*			Indexed Universal Life				
		(1) Annual Deposit to the Account	(2) After Tax Cash Flow from the Account	(3) Year End Account Value	(4) Policy Premium	(5) After Tax Policy Loan Proceeds	(6) Cash Value** Increase	(7) Year End Cash Value**	(8) Death Benefit
31	75	0	203,853	950,428	0	203,853	-30,788	1,258,531	1,447,092
32	76	0	211,129	773,689	0	211,129	-25,964	1,232,567	1,437,196
33	77	0	218,624	579,012	0	218,624	-20,373	1,212,194	1,434,432
34	78	0	226,343	365,160	0	226,343	-13,967	1,198,227	1,439,731
35	79	0	234,294	130,817	0	234,294	-6,700	1,191,527	1,454,076
36	80	0	127,066	0	0	242,483	1,473	1,193,000	1,478,502
37	81	0	0	0	0	250,918	10,719	1,203,719	1,514,223
38	82	0	0	0	0	259,606	20,997	1,224,716	1,562,415
39	83	0	0	0	0	268,555	32,341	1,257,057	1,624,295
40	84	0	0	0	0	277,772	44,745	1,301,802	1,701,080
41	85	0	0	0	0	287,266	-63,558	1,238,244	1,666,135
42	86	0	0	0	0	287,266	-58,207	1,180,037	1,638,398
43	87	0	0	0	0	287,266	-52,936	1,127,101	1,617,865
44	88	0	0	0	0	287,266	-47,935	1,079,166	1,604,335
45	89	0	0	0	0	287,266	-43,457	1,035,709	1,597,347
46	90	0	0	0	0	287,266	-39,888	995,821	1,596,039
47	91	0	0	0	0	287,266	-20,130	975,691	1,489,142
48	92	0	0	0	0	287,266	6,515	982,206	1,394,330
49	93	0	0	0	0	287,266	42,323	1,024,529	1,318,912
50	94	0	0	0	0	287,266	90,167	1,114,696	1,272,653
		<b>750,000</b>	<b>2,903,572</b>		<b>750,000</b>	<b>6,948,500</b>			

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

Management fees reflected in column (3): 1.50%

\*\*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.

### 50 Year Summary

	Equity Account	Indexed UL
After Tax Payments	750,000	750,000
After Tax Cash Flow	2,903,572	6,948,500
Living Values	0	1,114,696
Death Benefit	0	1,272,653

# Indexed Universal Life vs. An Equity Account

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

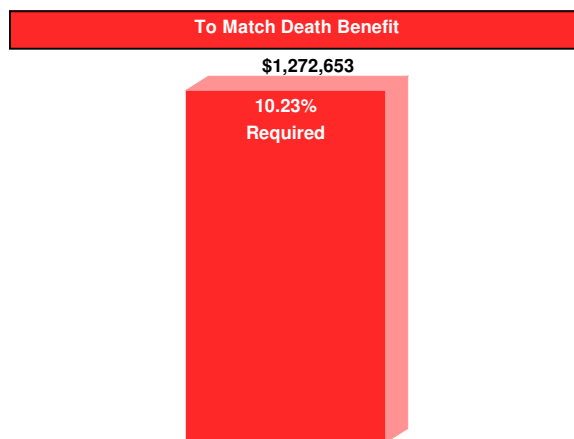
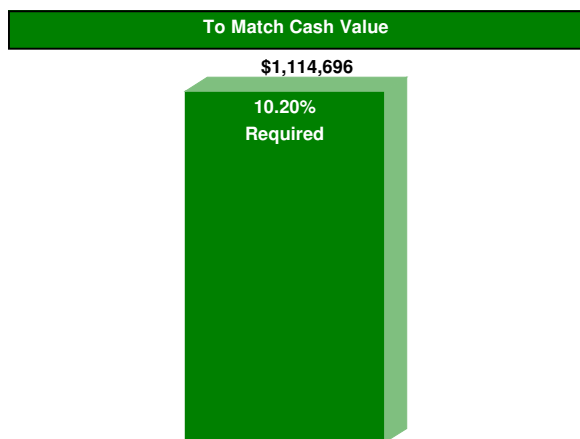
Insured: Robert McNamara or Tony Harmon

## Matching Values

Male	Equity Account	Equity Account	Dividend	Income	Composite Capital	Portfolio	Indexed UL
Age	Growth	Dividend	Tax Rate	Tax Rate	Gains Tax Rate*	Turnover	Interest Rate
45	7.50%	2.00%	30.00%	40.00%	34.00%	35.00%	7.50%

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

	Growth Required*
To Match Cash Value of: \$1,114,696	10.20%
To match Death Benefit of: \$1,272,653	10.23%



### 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) are income tax free as a return of premium.
  - d. Cash values shown assume most favorable combination of b and/or c.

\*Plus 2.00% dividend.

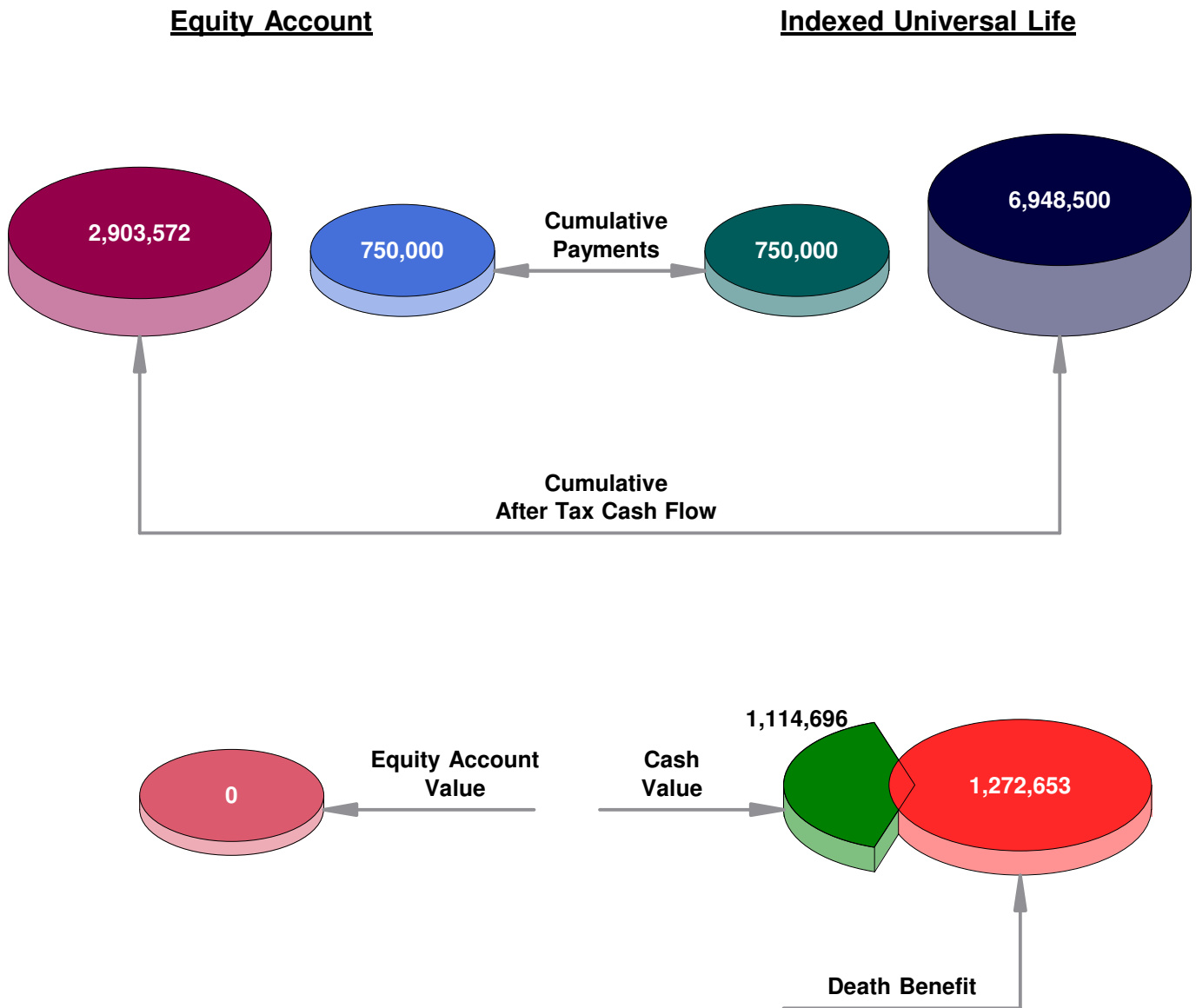
This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a basic illustration from the issuing life insurance company.

# Indexed Universal Life vs. An Equity Account

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

Insured: Robert McNamara or Tony Harmon

## A Look at Year 50



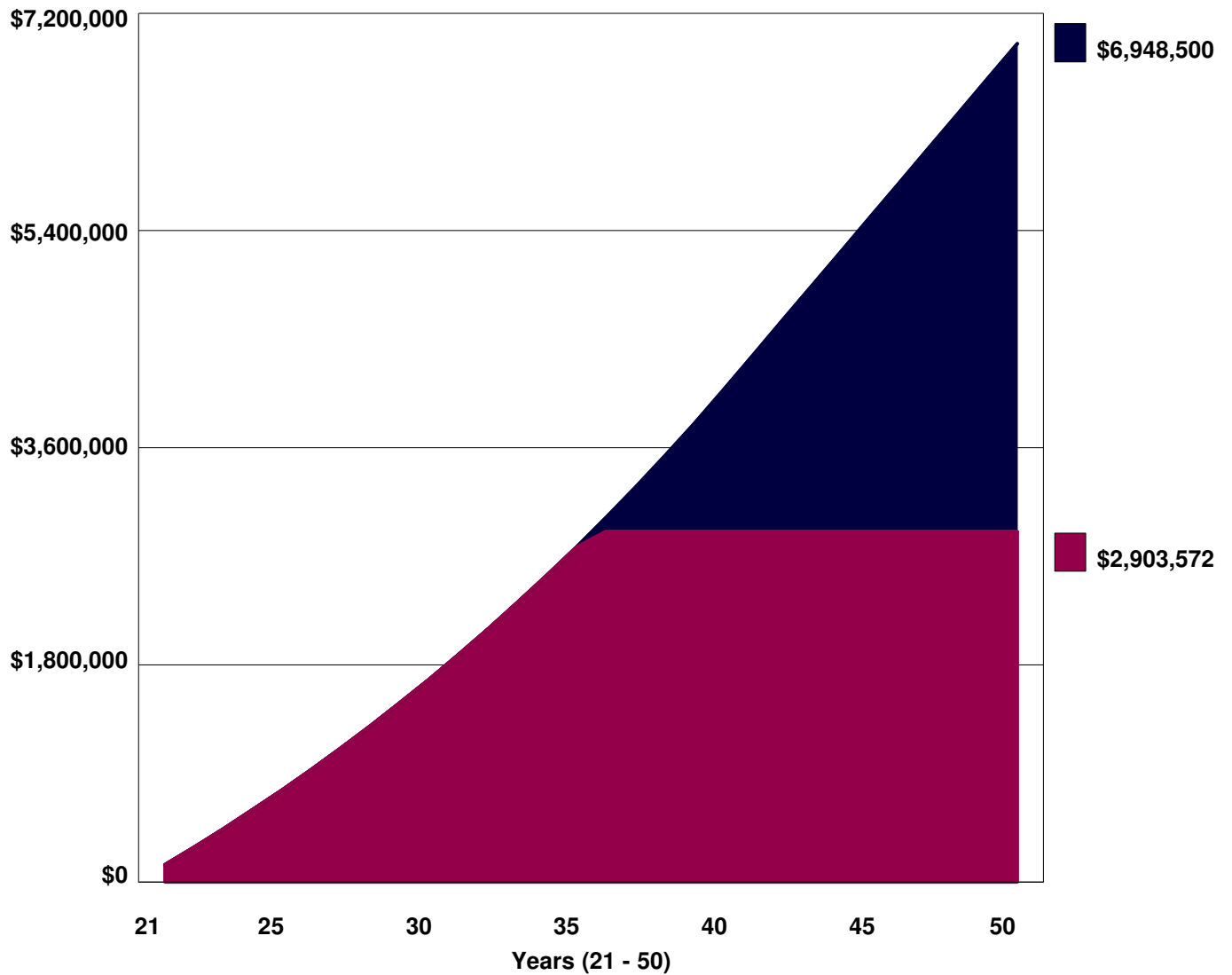


# Indexed Universal Life vs. An Equity Account

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

Insured: Robert McNamara or Tony Harmon

## Cash Flow Comparison



At Year 50

Cumulative After Tax Cash Flow - Equity Account ■ \$2,903,572

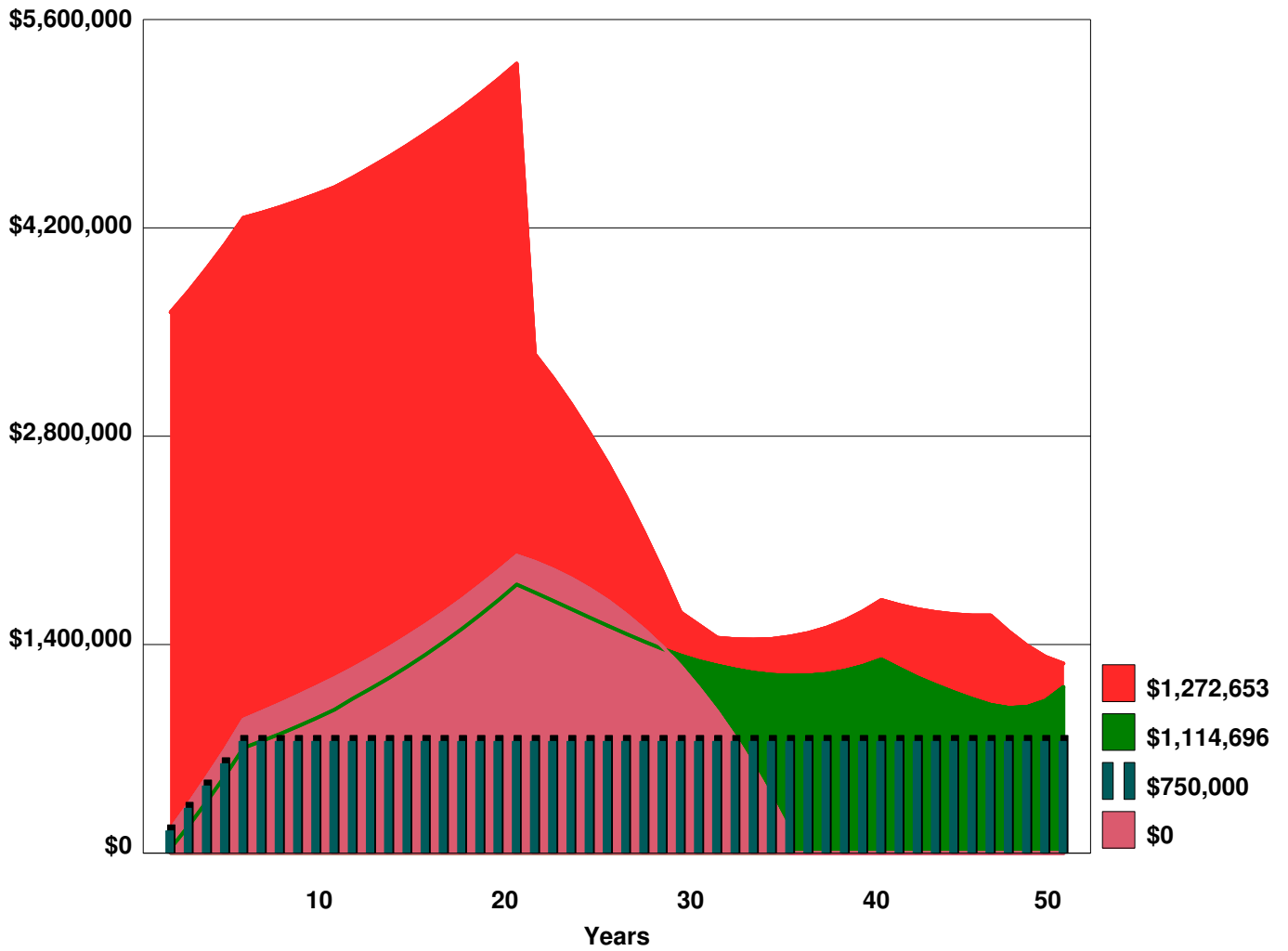
Cumulative After Tax Policy Cash Flow - Indexed UL ■ \$6,948,500

# Indexed Universal Life vs. An Equity Account

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

Insured: Robert McNamara or Tony Harmon

## 50 Year Analysis



	At Year 50
Cumulative Payments	\$750,000
Equity Account Values	\$0
Cash Value of Indexed UL	\$1,114,696
Death Benefit of Indexed UL	\$1,272,653

## Taxation of Cash Flow

With equity accounts, dividends are taxed and the after tax balance is either reinvested or used for scheduled cash flow. Capital gains tax calculations are based upon a ratio of asset value to remaining cost basis in any given year.

With cash value life insurance policies, withdrawals (also known as partial surrenders) are income-tax free up to cost basis and taxable thereafter. Policy loans are income-tax free so long as the policy stays in force until death. The source of the cash flow from the life insurance policy in this presentation is policy loans.

Note: Policy loans reduce policy cash values and death benefits, and the lapse of a loaned policy could result in severe tax ramifications to the policy owner. Be sure to consult a professional tax adviser if you have any questions about this issue.

# Indexed Universal Life vs. An Equity Account

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

Insured: Robert McNamara or Tony Harmon

## Equity Account Details

Equity Account Growth 7.50%    Equity Account Dividend 2.00%    Dividend Tax Rate 30.00%    Income Tax Rate 40.00%    Composite Capital Gains Tax Rate\* 34.00%    Turnover Assumption 35.00%

Yr	Male 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	150,000	0	11,250	2,100	163,350	159,581	0	0	0
2	46	159,581	150,000	0	23,219	4,334	337,134	328,783	0	0	0
3	47	328,783	150,000	0	35,909	6,703	521,395	507,811	0	0	0
4	48	507,811	150,000	0	49,336	9,209	716,356	696,988	0	0	0
5	49	696,988	150,000	0	63,524	11,858	922,370	896,728	0	0	0
6	50	896,728	0	0	67,255	12,554	976,537	947,933	0	0	0
7	51	947,933	0	0	71,095	13,271	1,032,299	1,001,101	0	0	0
8	52	1,001,101	0	0	75,083	14,015	1,090,199	1,056,619	0	0	0
9	53	1,056,619	0	0	79,246	14,793	1,150,658	1,114,797	0	0	0
10	54	1,114,797	0	0	83,610	15,607	1,214,014	1,175,903	0	0	0
11	55	1,175,903	0	0	88,193	16,463	1,280,559	1,240,176	0	0	0
12	56	1,240,176	0	0	93,013	17,362	1,350,551	1,307,841	0	0	0
13	57	1,307,841	0	0	98,088	18,310	1,424,239	1,379,119	0	0	0
14	58	1,379,119	0	0	103,434	19,308	1,501,861	1,454,229	0	0	0
15	59	1,454,229	0	0	109,067	20,359	1,583,655	1,533,394	0	0	0
16	60	1,533,394	0	0	115,005	21,468	1,669,867	1,616,847	0	0	0
17	61	1,616,847	0	0	121,264	22,636	1,760,747	1,704,826	0	0	0
18	62	1,704,826	0	0	127,862	23,868	1,856,556	1,797,582	0	0	0
19	63	1,797,582	0	0	134,819	25,166	1,957,567	1,895,378	0	0	0
20	64	1,895,378	0	0	142,153	26,535	2,064,066	1,998,489	0	0	0
21	65	1,998,489	0	118,956	140,965	0	2,020,498	1,955,861	26,313	115,687	142,000
22	66	1,955,861	0	125,060	137,310	0	1,968,111	1,904,875	25,631	121,569	147,200
23	67	1,904,875	0	131,664	132,991	0	1,906,202	1,844,786	24,825	127,952	152,777
24	68	1,844,786	0	138,565	127,967	0	1,834,188	1,774,989	23,887	134,634	158,521
25	69	1,774,989	0	145,780	122,191	0	1,751,400	1,694,810	22,809	141,628	164,437
26	70	1,694,810	0	153,327	115,611	0	1,657,094	1,603,513	21,581	148,949	170,530
27	71	1,603,513	0	161,225	108,172	0	1,550,460	1,500,305	20,192	156,615	176,807
28	72	1,500,305	0	169,493	99,811	0	1,430,623	1,384,331	18,631	164,641	183,272
29	73	1,384,331	0	178,146	90,464	0	1,296,649	1,254,685	16,887	173,043	189,930
30	74	1,254,685	0	187,209	80,061	0	1,147,537	1,110,394	14,945	181,844	196,789
			750,000	1,509,425	2,847,968	315,919			215,701	1,466,562	1,682,263

\*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: 30.00%  
Income Tax: 40.00%

\*\*Column (7) is reduced by a 1.50% 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.

# Indexed Universal Life vs. An Equity Account

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

Insured: Robert McNamara or Tony Harmon

## Equity Account Details

Equity Account Growth 7.50%    Equity Account Dividend 2.00%    Dividend Tax Rate 30.00%    Income Tax Rate 40.00%    Composite Capital Gains Tax Rate\* 34.00%    Turnover Assumption 35.00%

Yr	Male 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	1,110,394	0	196,699	68,527	0	982,222	950,428	12,792	191,061	203,853
32	76	950,428	0	206,640	55,784	0	799,572	773,689	10,413	200,716	211,129
33	77	773,689	0	217,054	41,748	0	598,383	579,012	7,793	210,831	218,624
34	78	579,012	0	227,965	26,329	0	377,376	365,160	4,914	221,429	226,343
35	79	365,160	0	239,398	9,432	0	135,194	130,817	1,761	232,533	234,294
36	80	130,817	0	130,817	0	0	0	0	0	127,066	127,066
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
			750,000	2,727,998	3,049,788	315,919			253,374	2,650,198	2,903,572

\*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: 30.00%  
Income Tax: 40.00%

\*\*Column (7) is reduced by a 1.50% 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.

# Indexed Universal Life vs. An Equity Account

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

Insured: Robert McNamara or Tony Harmon

## Details of Portfolio Turnover

		Equity Account Growth 7.50%	Equity Account Dividend 2.00%	Dividend Tax Rate 30.00%	Income Tax Rate 40.00%	Composite Capital Gains Tax Rate* 34.00%	Turnover Assumption 35.00%					(11)**
Yr	Male 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	Year End Value of Account After Turnover
1	45	0	150,000	0	11,250	2,100	163,350	152,100	57,173	53,235	55,834	159,581
2	46	154,699	150,000	0	23,219	4,334	337,134	309,033	117,997	108,161	114,653	328,783
3	47	315,524	150,000	0	35,909	6,703	521,395	472,227	182,488	165,280	176,637	507,811
4	48	483,585	150,000	0	49,336	9,209	716,356	642,794	250,725	224,978	241,971	696,988
5	49	659,787	150,000	0	63,524	11,858	922,370	821,645	322,830	287,576	310,843	896,728
6	50	844,912	0	0	67,255	12,554	976,537	857,466	341,788	300,113	327,619	947,933
7	51	884,972	0	0	71,095	13,271	1,032,299	898,243	361,305	314,385	345,352	1,001,101
8	52	929,210	0	0	75,083	14,015	1,090,199	943,224	381,570	330,129	364,080	1,056,619
9	53	977,176	0	0	79,246	14,793	1,150,658	991,969	402,730	347,189	383,846	1,114,797
10	54	1,028,626	0	0	83,610	15,607	1,214,014	1,044,233	424,905	365,482	404,701	1,175,903
11	55	1,083,452	0	0	88,193	16,463	1,280,559	1,099,915	448,196	384,970	426,699	1,240,176
12	56	1,141,644	0	0	93,013	17,362	1,350,551	1,159,006	472,693	405,652	449,899	1,307,841
13	57	1,203,253	0	0	98,088	18,310	1,424,239	1,221,563	498,484	427,547	474,365	1,379,119
14	58	1,268,381	0	0	103,434	19,308	1,501,861	1,287,689	525,651	450,691	500,165	1,454,229
15	59	1,337,163	0	0	109,067	20,359	1,583,655	1,357,522	554,279	475,133	527,369	1,533,394
16	60	1,409,759	0	0	115,005	21,468	1,669,867	1,431,227	584,453	500,929	556,055	1,616,847
17	61	1,486,353	0	0	121,264	22,636	1,760,747	1,508,989	616,261	528,146	586,302	1,704,826
18	62	1,567,145	0	0	127,862	23,868	1,856,556	1,591,013	649,795	556,854	618,195	1,797,582
19	63	1,652,353	0	0	134,819	25,166	1,957,567	1,677,519	685,148	587,132	651,823	1,895,378
20	64	1,742,210	0	0	142,153	26,535	2,064,066	1,768,745	722,423	619,061	687,280	1,998,489
21	65	1,836,964	0	118,956	140,965	0	2,020,498	1,727,623	707,174	604,668	672,322	1,955,861
22	66	1,795,277	0	125,060	137,310	0	1,968,111	1,680,485	688,839	588,170	654,611	1,904,875
23	67	1,746,927	0	131,664	132,991	0	1,906,202	1,626,180	667,171	569,163	633,848	1,844,786
24	68	1,690,865	0	138,565	127,967	0	1,834,188	1,563,861	641,966	547,351	609,797	1,774,989
25	69	1,626,307	0	145,780	122,191	0	1,751,400	1,492,738	612,990	522,458	582,209	1,694,810
26	70	1,552,489	0	153,327	115,611	0	1,657,094	1,412,038	579,983	494,213	550,821	1,603,513
27	71	1,468,646	0	161,225	108,172	0	1,550,460	1,320,981	542,661	462,343	515,353	1,500,305
28	72	1,373,990	0	169,493	99,811	0	1,430,623	1,218,768	500,718	426,569	475,507	1,384,331
29	73	1,267,706	0	178,146	90,464	0	1,296,649	1,104,568	453,827	386,599	430,970	1,254,685
30	74	1,148,939	0	187,209	80,061	0	1,147,537	977,508	401,638	342,128	381,405	1,110,394
			750,000									

\*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: 30.00%  
Income Tax: 40.00%

\*\*Column (11) is reduced by a 1.50% management fee.

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

# Indexed Universal Life vs. An Equity Account

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

Insured: Robert McNamara or Tony Harmon

## Details of Portfolio Turnover

Equity Account Growth 7.50%    Equity Account Dividend 2.00%    Dividend Tax Rate 30.00%    Income Tax Rate 40.00%    Composite Capital Gains Tax Rate\* 34.00%    Turnover Assumption 35.00%

Yr	Male 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
31	75	1,016,785	0	196,699	68,527	0	982,222	836,668	343,778	292,834	326,457	950,428
32	76	870,291	0	206,640	55,784	0	799,572	681,074	279,850	238,376	265,749	773,689
33	77	708,447	0	217,054	41,748	0	598,383	509,697	209,434	178,394	198,880	579,012
34	78	530,183	0	227,965	26,329	0	377,376	321,442	132,082	112,505	125,426	365,160
35	79	334,363	0	239,398	9,432	0	135,194	115,156	47,318	40,304	44,933	130,817
36	80	119,784	0	130,817	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

750,000

\*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: 30.00%  
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