## Indexed Universal Life vs. An Equity Account

For: Laura Lake Johnson


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

## Indexed Universal Life vs. An Equity Account

## 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

## Comparison

|  | Equity Account Growth 6.85\% |  | EquityAccountDividend$2.00 \%$ |  | Dividend Tax Rate 25.00\% |  | $\begin{array}{cc} \text { d } & \text { Income } \\ \text { e } & \text { Tax Rate } \\ 0 & 35.00 \% \end{array}$ |  | Composite Capital Gains Tax Rate* 29.00\% |  | Portfolio Turnover 40.00\% | Indexed UL Interest Rate 6.85\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Female Age | Equity Account* |  |  |  |  |  |  | Indexed Universal Life |  |  |  |  |
| Year |  | (1) <br> Annual <br> Deposit to the Account |  | (2) <br> After Tax Cash Flow from the Account |  | Year End Account Value |  |  | (4) <br> Policy Premiu | (5) <br> After Tax Policy Loan Proceeds |  | (7) <br> Year End <br> Cash <br> Value** | (8) <br> Death Benefit |
| 1 | 35 |  | 23,802 |  | 0 |  | 25,280 |  | 23,802 | 0 | 262 | 262 | 1,000,000 |
| 2 | 36 |  | 23,802 |  | 0 |  | 52,055 |  | 23,802 | 0 | 24,156 | 24,418 | 1,000,000 |
| 3 | 37 |  | 23,802 |  | 0 | - | 80,367 |  | 23,802 | 0 | 25,645 | 50,063 | 1,000,000 |
| 4 | 38 |  | 23,802 |  | 0 | [1] 1 | 110,279 |  | 23,802 | 0 | 27,237 | 77,300 | 1,000,000 |
| 5 | 39 |  | 23,802 |  | 0 | $\square 1$ | 141,861 |  | 23,802 | 0 | 28,954 | [1] 106,254 | 1,000,000 |
| 6 | 40 |  | 0 |  | 0 | $\square 1$ | 149,918 |  | 0 | 0 | 6,674 | [11 112,928 | 1,000,000 |
| 7 | 41 |  | 0 |  | 0 |  | 158,326 |  | 0 | 0 | 7,045 | [119,973 | 1,000,000 |
| 8 | 42 |  | 0 |  | 0 | $\square 1$ | 167,142 |  | 0 | 0 | 7,436 | [127,409 | 1,000,000 |
| 9 | 43 |  | 0 |  | 0 |  | 176,409 |  | 0 | 0 | 7,851 | [ 135,260 | 1,000,000 |
| 10 | 44 |  | 0 |  | 0 | $\square 1$ | 186,166 |  | 0 | 0 | 8,330 | [143,590 | 1,000,000 |
| 11 | 45 |  | 0 |  | 0 |  | 196,447 |  | 0 | 0 | 12,327 | [155,917 | 1,000,000 |
| 12 | 46 |  | 0 |  | 0 | $\square 2$ | 207,290 |  | 0 | 0 | 11,030 | $\square 166,947$ | 1,000,000 |
| 13 | 47 |  | 0 |  | 0 |  | 218,724 |  | 0 | 0 | 11,828 | $\square 178,775$ | 1,000,000 |
| 14 | 48 |  | 0 |  | 0 | $\square$ | 230,786 |  | 0 | 0 | 12,681 | $\square 191,456$ | 1,000,000 |
| 15 | 49 |  | 0 |  | 0 |  | 243,512 |  | 0 | 0 | 13,590 | $\square$ 205,046 | 1,000,000 |
| 16 | 50 |  | 0 |  | 0 |  | 256,938 |  | 0 | 0 | 14,566 | $\square$ 219,612 | 1,000,000 |
| 17 | 51 |  | 0 |  | 0 |  | 271,103 |  | 0 | 0 | 15,623 | $\square$ 235,235 | 1,000,000 |
| 18 | 52 |  | 0 |  | 0 |  | 286,050 |  | 0 | 0 | 16,753 | $\square$ 251,988 | 1,000,000 |
| 19 | 53 |  | 0 |  | 0 |  | 301,820 |  | 0 |  | 17,964 | $\square$ 269,952 | 1,000,000 |
| 20 | 54 |  | 0 |  | 0 |  | 318,458 |  | 0 | 0 | 19,255 | $\square \mathbf{- 2 8 9 , 2 0 7 ~}$ | 1,000,000 |
| 21 | 55 |  | 0 |  | 0 |  | 336,013 |  | 0 | 0 | 20,632 | -309,839 | 1,000,000 |
| 22 | 56 |  | 0 |  | 0 |  | 354,536 |  | 0 | 0 | 22,101 | - 331,940 | 1,000,000 |
| 23 | 57 |  | 0 |  | 0 |  | 374,081 |  | 0 | 0 | 23,670 | -355,610 | 1,000,000 |
| 24 | 58 |  | 0 |  | 0 | - | 394,703 |  | 0 | 0 | 25,342 | -380,952 | 1,000,000 |
| 25 | 59 |  | 0 |  | 0 |  | 416,462 |  | 0 | 0 | 27,136 | - 408,088 | 1,000,000 |
| 26 | 60 |  | 0 |  | 0 |  | 439,421 |  | 0 | 0 | 29,041 | -437,129 | 1,000,000 |
| 27 | 61 |  | 0 |  | 0 |  | 463,644 |  | 0 | 0 | 31,102 | - 468,231 | 1,000,000 |
| 28 | 62 |  | 0 |  | 0 |  | 489,204 |  | 0 |  | 33,324 | -501,555 | 1,000,000 |
| 29 | 63 |  | 0 |  | 0 |  | 516,171 |  | 0 | 0 | 35,721 | -537,276 | 1,000,000 |
| 30 | 64 |  | 0 |  | 0 |  | 544,626 |  | 0 | 0 | 38,318 | -575,594 | 1,000,000 |
| 119,010 |  |  |  | 0 |  |  |  | 119,010 |  | 0 |  |  |  |

*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): 1.25\%
**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

## Comparison


*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): 1.25\%
**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

## Matching Values

|  | Equity | Equity |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Female | Account | Account | Dividend | Income | Composite Capital | Portfolio | Indexed UL |
| Age | Growth | Dividend | Tax Rate | Tax Rate | Gains Tax Rate* | Turnover | Interest Rate |
| 35 | $6.85 \%$ | $2.00 \%$ | $25.00 \%$ | $35.00 \%$ | $29.00 \%$ | $40.00 \%$ | $6.85 \%$ |


| To Match Cash Value of: $\$ 676,744$ | Growth <br> Required |
| :---: | :---: |
| $9.36 \%$ |  |
| To match Death Benefit of: $\$ 729,483$ | $9.38 \%$ |




## 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

## Cash Flow Comparison



## Indexed Universal Life vs. An Equity Account

## 60 Year Analysis



## 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

## Equity Account Details


*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: 35.00\%
**Column (7) is reduced by a $1.25 \%$ 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

## Equity Account Details

|  |  |  |  | Equity Account Growth 6.85\% | Equity Account Dividend 2.00\% | Dividend <br> Tax Rate 25.00\% | Income <br> Tax Rate 35.00\% | Composi Gains T 29.0 | Capital R Rate* \% | Turnover Assumption 40.00\% |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yr | Female Age | (1) <br> Beginning of Year Account Value |  | (2) <br> Annual Deposit | (3) <br> Sale of Equities | (4) <br> Capital Growth | $+$(5) <br> After Tax <br> Reinvested <br> Dividends | (6) <br> Year End <br> Value of <br> Account <br> Before <br> Turnover | (7) <br> Year End Value of Account After Turnover** | (8) <br> After Tax Dividend Cash Flow | (9) <br> After Tax <br> Cash Flow from Equity Sales | (10) <br> Combined After Tax Cash Flow |
| 31 | 65 | 544,626 |  | 0 | 37,041 | 34,770 | 0 | 542,355 | 528,049 | 7,614 | 36,386 | 44,000 |
| 32 | 66 | 528,049 |  | 0 | 39,096 | 33,493 | 0 | 522,446 | 508,606 | 7,334 | 38,393 | 45,727 |
| 33 | 67 | 508,606 |  | 0 | 41,244 | 32,014 | 0 | 499,376 | 486,114 | 7,010 | 40,495 | 47,505 |
| 34 | 68 | 486,114 |  | 0 | 43,492 | 30,320 | 0 | 472,942 | 460,364 | 6,639 | 42,698 | 49,337 |
| 35 | 69 | 460,364 |  | 0 | 45,846 | 28,394 | 0 | 442,912 | 431,123 | 6,218 | 45,006 | 51,224 |
| 36 | 70 | 431,123 |  | 0 | 48,313 | 26,222 | 0 | 409,032 | 398,139 | 5,742 | 47,426 | 53,168 |
| 37 | 71 | 398,139 |  | 0 | 50,897 | 23,786 | 0 | 371,028 | - 361,144 | 5,209 | 49,961 | 55,170 |
| 38 | 72 | 361,144 |  | 0 | 53,604 | 21,066 | 0 | 328,606 | $\square 319,851$ | 4,613 | 52,618 | 57,231 |
| 39 | 73 | 319,851 |  | 0 | 56,443 | 18,043 | 0 | 281,451 | $\square 273,952$ | 3,951 | 55,404 | 59,355 |
| 40 | 74 | 273,952 |  | 0 | 59,419 | 14,696 | 0 | 229,229 | - 223,120 | 3,218 | 58,325 | 61,543 |
| 41 | 75 | 223,120 |  | 0 | 62,538 | 11,000 | 0 | 171,582 | $\square 167,009$ | 2,409 | 61,387 | 63,796 |
| 42 | 76 | 167,009 |  | 0 | 65,809 | 6,932 | 0 | 108,132 | $\square 105,251$ | 1,518 | 64,598 | 66,116 |
| 43 | 77 | 105,251 |  | 0 | 69,242 | 2,467 | 0 | 38,476 | \|l 37,451 | 540 | 67,967 | 68,507 |
| 44 | 78 | 37,451 |  | 0 | 37,451 | 0 | 0 | 0 | 0 | 0 | 36,761 | 36,761 |
| 45 | 79 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 46 | 80 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 47 | 81 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 48 | 82 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 49 | 83 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 50 | 84 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 51 | 85 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 52 | 86 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 53 | 87 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 54 | 88 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 55 | 89 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 56 | 90 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 57 | 91 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 58 | 92 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 59 | 93 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 60 | 94 | 0 |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  |  |  |  | 119,010 | 710,435 | 809,432 | 115,234 |  |  | 62,015 | 697,425 | 759,440 |

*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: 35.00\%
**Column (7) is reduced by a $1.25 \%$ 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

| Equity | Equity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Account | Account | Dividend | Income | Composite Capital | Turnover |
| Growth | Dividend | Tax Rate | Tax Rate | Gains Tax Rate* | Assumption |
| $6.85 \%$ | $2.00 \%$ | $25.00 \%$ | $35.00 \%$ | $29.00 \%$ | $40.00 \%$ |


| Yr | Female <br> Age | (1) <br> Beginning <br> of Year <br> Cost Basis | (2) <br> Annual Deposit to the Account | (3) <br> Sale of Equities to Fund Cash Flow | (4) <br> Capital Growth | (5) <br> After Tax Reinvested Dividends | (6) <br> Account Value Before Turnover | (7) <br> Adjusted Cost Basis | (8) <br> Sale of Equities Caused by Turnover | (9) <br> Cost Basis Used by Turnover | (10) <br>  <br> After Tax <br> Reinvested <br> Turnover | $(11)^{* *}$ <br> Year End <br> Value of <br> Account <br> After <br> Turnover |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 35 | 0 | 23,802 | 0 | 1,630 | 357 | 25,789 | 24,159 | 10,316 | 9,664 | 10,127 | 25,280 |
| 2 | 36 | 24,622 | 23,802 | 0 | 3,362 | 736 | 53,180 | 49,160 | 21,272 | 19,664 | 20,806 | 52,055 |
| 3 | 37 | 50,302 | 23,802 | 0 | 5,196 | 1,138 | 82,191 | 75,242 | 32,876 | 30,097 | 32,070 | 80,367 |
| 4 | 38 | 77,215 | 23,802 | 0 | 7,136 | 1,563 | 112,868 | 102,580 | 45,147 | 41,032 | 43,954 | $\square$ 110,279 |
| 5 | 39 | 105,502 | 23,802 | 0 | 9,185 | 2,011 | 145,277 | 131,315 | 58,111 | 52,526 | 56,491 | - 141,861 |
| 6 | 40 | 135,280 | 0 | 0 | 9,717 | 2,128 | 153,706 | 137,408 | 61,482 | 54,963 | 59,592 | $\square 149,918$ |
| 7 | 41 | 142,037 | 0 | 0 | 10,269 | 2,249 | 162,436 | 144,286 | 64,974 | 57,714 | 62,869 | -158,326 |
| 8 | 42 | 149,440 | 0 | 0 | 10,845 | 2,375 | 171,546 | 151,815 | 68,618 | 60,726 | 66,330 | -167,142 |
| 9 | 43 | 157,419 | 0 | 0 | 11,449 | 2,507 | 181,098 | 159,926 | 72,439 | 63,970 | 69,983 | -176,409 |
| 10 | 44 | 165,939 | 0 | 0 | 12,084 | 2,646 | 191,139 | 168,585 | 76,456 | 67,434 | 73,839 | 186,166 |
| 11 | 45 | 174,990 | 0 | 0 | 12,752 | 2,792 | 201,710 | 177,783 | 80,684 | 71,113 | 77,908 | 196,447 |
| 12 | 46 | 184,578 | 0 | 0 | 13,457 | 2,947 | 212,851 | 187,524 | 85,140 | 75,010 | 82,203 | 207,290 |
| 13 | 47 | 194,717 | 0 | 0 | 14,199 | 3,109 | 224,598 | 197,826 | 89,839 | 79,131 | 86,734 | 218,724 |
| 14 | 48 | 205,430 | 0 | 0 | 14,983 | 3,281 | 236,988 | 208,711 | 94,795 | 83,484 | 91,515 | 230,786 |
| 15 | 49 | 216,741 | 0 | 0 | 15,809 | 3,462 | 250,057 | 220,203 | 100,023 | 88,081 | 96,560 | 243,512 |
| 16 | 50 | 228,682 | 0 | 0 | 16,681 | 3,653 | 263,846 | 232,335 | 105,538 | 92,934 | 101,883 | 256,938 |
| 17 | 51 | 241,284 | 0 | 0 | 17,600 | 3,854 | 278,392 | 245,138 | 111,357 | 98,055 | 107,499 | 271,103 |
| 18 | 52 | 254,582 | 0 | 0 | 18,571 | 4,067 | 293,741 | 258,649 | 117,496 | 103,460 | 113,426 | 286,050 |
| 19 | 53 | 268,615 | 0 | 0 | 19,594 | 4,291 | 309,935 | 272,906 | 123,974 | 109,162 | 119,679 | 301,820 |
| 20 | 54 | 283,422 | 0 | 0 | 20,675 | 4,527 | 327,022 | 287,950 | 130,809 | 115,180 | 126,276 | 318,458 |
| 21 | 55 | 299,046 | 0 | 0 | 21,814 | 4,777 | 345,049 | 303,823 | 138,020 | 121,529 | 133,237 | 336,013 |
| 22 | 56 | 315,531 | 0 | 0 | 23,017 | 5,040 | 364,070 | 320,571 | 145,628 | 128,228 | 140,582 | 354,536 |
| 23 | 57 | 332,925 | 0 | 0 | 24,286 | 5,318 | 384,140 | 338,243 | 153,656 | 135,297 | 148,332 | 374,081 |
| 24 | 58 | 351,278 | 0 | 0 | 25,625 | 5,611 | 405,317 | 356,889 | 162,127 | 142,755 | 156,509 | 394,703 |
| 25 | 59 | 370,642 | 0 | 0 | 27,037 | 5,921 | 427,661 | 376,563 | 171,064 | 150,625 | 165,137 | 416,462 |
| 26 | 60 | 391,075 | 0 | 0 | 28,528 | 6,247 | 451,237 | 397,322 | 180,495 | 158,929 | 174,241 | 439,421 |
| 27 | 61 | 412,634 | 0 | 0 | 30,100 | 6,591 | 476,112 | 419,225 | 190,445 | 167,690 | 183,846 | 463,644 |
| 28 | 62 | 435,381 | 0 | 0 | 31,760 | 6,955 | 502,359 | 442,336 | 200,944 | 176,934 | 193,981 | 489,204 |
| 29 | 63 | 459,382 | 0 | 0 | 33,510 | 7,338 | 530,052 | 466,721 | 212,021 | 186,688 | 204,674 | 516,171 |
| 30 | 64 | 484,707 | 0 | 0 | 35,358 | 7,743 | 559,272 | 492,450 | 223,709 | 196,980 | 215,957 | 544,626 |

*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: 35.00\%
**Column (11) is reduced by a $1.25 \%$ 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

## Details of Portfolio Turnover


*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: 35.00\%
**Column (11) is reduced by a $1.25 \%$ management fee.

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

