

# Strategy 3: Abbreviated Term Reports

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

For: Tony Callahan & Jennifer Callahan

## Spendable Cash Flow Required

As you can see, the five \$100,000 premiums for IUL have been replaced with the twenty \$2,450 premiums for the term insurance.

Year	M/F Ages	(1) After Tax Cash Flow for Living Expenses	+	(2) Proposed Term Insurance Premiums	=	(3) After Tax Spendable Cash Flow Required
1	45/40	0		2,450		2,450
2	46/41	0		2,450		2,450
3	47/42	0		2,450		2,450
4	48/43	0		2,450		2,450
5	49/44	0		2,450		2,450
6	50/45	0		2,450		2,450
7	51/46	0		2,450		2,450
8	52/47	0		2,450		2,450
9	53/48	0		2,450		2,450
10	54/49	0		2,450		2,450
11	55/50	0		2,450		2,450
12	56/51	0		2,450		2,450
13	57/52	0		2,450		2,450
14	58/53	0		2,450		2,450
15	59/54	0		2,450		2,450
16	60/55	0		2,450		2,450
17	61/56	0		2,450		2,450
18	62/57	0		2,450		2,450
19	63/58	0		2,450		2,450
20	64/59	0		2,450		2,450
21	65/60	300,000		0		300,000
22	66/61	309,000		0		309,000
23	67/62	318,270		0		318,270
24	68/63	327,818		0		327,818
25	69/64	337,653		0		337,653
26	70/65	347,782		0		347,782
27	71/66	358,216		0		358,216
28	72/67	368,962		0		368,962
29	73/68	380,031		0		380,031
30	74/69	391,432		0		391,432
31	75/70	403,175		0		403,175
32	76/71	415,270		0		415,270
33	77/72	427,728		0		427,728
34	78/73	440,560		0		440,560
35	79/74	453,777		0		453,777
36	80/75	467,390		0		467,390
37	81/76	481,412		0		481,412
38	82/77	495,854		0		495,854
39	83/78	510,730		0		510,730
40	84/79	526,052		0		526,052
		<u>8,061,112</u>		<u>49,000</u>		<u>8,110,112</u>

Column (1) assumes 0.00% inflation for 21 years, 3.00% thereafter.

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For: Tony Callahan & Jennifer Callahan

## Spendable Cash Flow Required

Year	M/F Ages	(1) After Tax Cash Flow for Living Expenses	+	(2) Proposed Term Insurance Premiums	=	(3) After Tax Spendable Cash Flow Required
41	85/80	541,833		0		541,833
42	86/81	558,088		0		558,088
43	87/82	574,831		0		574,831
44	88/83	592,076		0		592,076
45	89/84	609,838		0		609,838
46	90/85	628,133		0		628,133
47	91/86	646,977		0		646,977
48	92/87	666,387		0		666,387
49	93/88	686,378		0		686,378
50	94/89	706,970		0		706,970

14,272,623	+	49,000	=	14,321,623
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Column (1) assumes 0.00% inflation for 21 years, 3.00% thereafter.

# Strategy 3: Abbreviated Term Reports

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For: Tony Callahan & Jennifer Callahan

## Expected Cash Flow

The policy loans from the IUL are no longer present on this report.

Year	M/F Ages	(1) After Tax Cash Flow from Social Security*	(2) Total Expected After Tax Cash Flow
1	45/40	0	0
2	46/41	0	0
3	47/42	0	0
4	48/43	0	0
5	49/44	0	0
6	50/45	0	0
7	51/46	0	0
8	52/47	0	0
9	53/48	0	0
10	54/49	0	0
11	55/50	0	0
12	56/51	0	0
13	57/52	0	0
14	58/53	0	0
15	59/54	0	0
16	60/55	0	0
17	61/56	0	0
18	62/57	0	0
19	63/58	0	0
20	64/59	0	0
21	65/60	0	0
22	66/61	0	0
23	67/62	39,159	39,159
24	68/63	40,334	40,334
25	69/64	41,544	41,544
26	70/65	42,791	42,791
27	71/66	44,074	44,074
28	72/67	90,973	90,973
29	73/68	93,702	93,702
30	74/69	96,513	96,513
31	75/70	99,409	99,409
32	76/71	102,391	102,391
33	77/72	105,463	105,463
34	78/73	108,626	108,626
35	79/74	111,885	111,885
36	80/75	115,242	115,242
37	81/76	118,699	118,699
38	82/77	122,260	122,260
39	83/78	125,928	125,928
40	84/79	129,706	129,706
		<b>1,628,699</b>	<b>1,628,699</b>

Column (1) assumes 3.00% inflation.

\*The above calculations are based upon client furnished data. These results may be based on incomplete information. For precise estimates, call the Social Security Administration at 1-800-772-1213 or go to <http://socialsecurity.gov/estimator/>.

# Strategy 3: Abbreviated Term Reports

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

For: Tony Callahan & Jennifer Callahan

## Expected Cash Flow

Year	M/F Ages	(1) After Tax Cash Flow from Social Security*	(2) Total Expected After Tax Cash Flow
41	85/80	133,597	133,597
42	86/81	137,605	137,605
43	87/82	141,733	141,733
44	88/83	145,985	145,985
45	89/84	150,364	150,364
46	90/85	154,875	154,875
47	91/86	159,522	159,522
48	92/87	164,307	164,307
49	93/88	169,236	169,236
50	94/89	174,313	174,313
		3,160,236	3,160,236

Column (1) assumes 3.00% inflation.

\*The above calculations are based upon client furnished data. These results may be based on incomplete information. For precise estimates, call the Social Security Administration at 1-800-772-1213 or go to <http://socialsecurity.gov/estimator/>.

# Strategy 3: Abbreviated Term Reports

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

For: Tony Callahan & Jennifer Callahan

## Hypothetical Net Worth (After Providing Required Cash Flow)

The cash value of the IUL is no longer present on this report.

Year	M/F Ages	(1) Year End Net Equity of Illiquid Assets	(2) Year End Value of Retirement Plan Assets	(3) Year End Value of Taxable Assets	(4) Year End Value of Tax Exempt Assets	(5) Year End Value of Equity Assets	(6) Year End Hypothetical Net Worth
1	45/40	625,830	192,600	508,496	257,500	562,404	2,146,830
2	46/41	655,015	206,082	517,179	265,225	630,022	2,273,523
3	47/42	687,633	220,508	526,053	273,182	702,811	2,410,187
4	48/43	723,770	235,944	535,122	281,377	780,805	2,557,018
5	49/44	763,521	252,460	544,391	289,818	864,107	2,714,297
6	50/45	806,995	270,132	553,864	298,513	952,874	2,882,378
7	51/46	854,309	289,041	563,545	307,468	1,047,314	3,061,677
8	52/47	905,592	309,274	573,439	316,692	1,147,670	3,252,667
9	53/48	960,982	330,923	583,551	326,193	1,254,226	3,455,875
10	54/49	1,020,634	354,088	593,885	335,979	1,367,297	3,671,883
11	55/50	1,084,712	378,874	604,447	346,058	1,487,229	3,901,320
12	56/51	1,153,393	405,395	615,241	356,440	1,614,402	4,144,871
13	57/52	1,226,871	433,773	626,272	367,133	1,749,221	4,403,270
14	58/53	1,305,349	464,137	637,546	378,147	1,892,124	4,677,303
15	59/54	1,389,051	496,627	649,068	389,491	2,043,578	4,967,815
16	60/55	1,478,214	531,391	660,844	401,176	2,204,080	5,275,705
17	61/56	1,573,092	568,588	672,879	413,211	2,374,164	5,601,934
18	62/57	1,673,957	608,389	685,178	425,607	2,554,393	5,947,524
19	63/58	1,781,098	650,976	697,748	438,375	2,745,365	6,313,562
20	64/59	1,894,828	696,544	710,595	451,526	2,947,718	6,701,211
21	65/60	1,210,869	745,302	419,628	465,072	3,789,377	6,630,248
22	66/61	1,256,845	797,473	113,062	479,024	4,022,040	6,668,444
23	67/62	1,306,288	853,296	0	322,364	4,266,873	6,748,821
24	68/63	1,359,388	913,027	0	35,926	4,524,998	6,833,339
25	69/64	1,416,354	976,939	0	0	4,511,375	6,904,668
26	70/65	1,477,411	1,007,174	0	0	4,467,300	6,951,885
27	71/66	1,542,801	1,037,009	0	0	4,410,670	6,990,480
28	72/67	1,612,788	1,066,256	0	0	4,391,735	7,070,779
29	73/68	1,687,652	1,094,704	0	0	4,363,410	7,145,766
30	74/69	1,767,702	1,122,118	0	0	4,325,108	7,214,928
31	75/70	1,853,261	1,148,235	0	0	4,276,161	7,277,657
32	76/71	1,944,687	1,172,765	0	0	4,215,826	7,333,278
33	77/72	2,042,355	1,195,667	0	0	4,143,134	7,381,156
34	78/73	2,146,681	1,216,341	0	0	4,057,349	7,420,371
35	79/74	2,258,100	1,234,743	0	0	3,957,328	7,450,171
36	80/75	2,377,090	1,250,524	0	0	3,842,013	7,469,627
37	81/76	2,504,155	1,263,308	0	0	3,710,267	7,477,730
38	82/77	2,639,845	1,272,690	0	0	3,560,875	7,473,410
39	83/78	2,784,748	1,278,234	0	0	3,392,532	7,455,514
40	84/79	2,939,496	1,279,471	0	0	3,203,845	7,422,812

# Strategy 3: Abbreviated Term Reports

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

For: Tony Callahan & Jennifer Callahan

## Hypothetical Net Worth (After Providing Required Cash Flow)

Year	M/F Ages	(1) Year End Net Equity of Illiquid Assets	(2) Year End Value of Retirement Plan Assets	(3) Year End Value of Taxable Assets	(4) Year End Value of Tax Exempt Assets	(5) Year End Value of Equity Assets	(6) Year End Hypothetical Net Worth
41	85/80	3,104,768	1,276,531	0	0	2,992,962	7,374,261
42	86/81	3,281,292	1,269,017	0	0	2,758,213	7,308,522
43	87/82	3,469,855	1,256,516	0	0	2,497,809	7,224,180
44	88/83	3,671,298	1,238,608	0	0	2,209,825	7,119,731
45	89/84	3,886,527	1,214,868	0	0	1,892,198	6,993,593
46	90/85	4,116,512	1,185,882	0	0	1,542,127	6,844,521
47	91/86	4,362,299	1,151,403	0	0	1,157,132	6,670,834
48	92/87	4,625,010	1,111,216	0	0	734,540	6,470,766
49	93/88	4,905,848	1,065,146	0	0	271,473	6,242,467
50	94/89	5,206,110	604,014	0	0	0	5,810,124

# Strategy 3: Abbreviated Term Reports

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

For: Tony Callahan & Jennifer Callahan

## Estate Assets Details

The life insurance death benefit in Column 3 no longer reflects the life-long coverage of the IUL.

Year	M/F Ages	(1) Liquid Assets*	+	(2) Net Illiquid Assets**	+	(3) Proposed Term Insurance Death Benefit	=	(4) Total Estate Assets
1	45/40	1,521,000		625,830		2,276,000		4,422,830
2	46/41	1,618,508		655,015		2,276,000		4,549,523
3	47/42	1,722,554		687,633		2,276,000		4,686,187
4	48/43	1,833,248		723,770		2,276,000		4,833,018
5	49/44	1,950,776		763,521		2,276,000		4,990,297
6	50/45	2,075,383		806,995		2,276,000		5,158,378
7	51/46	2,207,368		854,309		2,276,000		5,337,677
8	52/47	2,347,075		905,592		2,276,000		5,528,667
9	53/48	2,494,893		960,982		2,276,000		5,731,875
10	54/49	2,651,249		1,020,634		2,276,000		5,947,883
11	55/50	2,816,608		1,084,712		2,276,000		6,177,320
12	56/51	2,991,478		1,153,393		2,276,000		6,420,871
13	57/52	3,176,399		1,226,871		2,276,000		6,679,270
14	58/53	3,371,954		1,305,349		2,276,000		6,953,303
15	59/54	3,578,764		1,389,051		2,276,000		7,243,815
16	60/55	3,797,491		1,478,214		2,276,000		7,551,705
17	61/56	4,028,842		1,573,092		2,276,000		7,877,934
18	62/57	4,273,567		1,673,957		2,276,000		8,223,524
19	63/58	4,532,464		1,781,098		2,276,000		8,589,562
20	64/59	4,806,383		1,894,828		2,276,000		8,977,211
21	65/60	5,419,379		1,210,869		0		6,630,248
22	66/61	5,411,599		1,256,845		0		6,668,444
23	67/62	5,442,533		1,306,288		0		6,748,821
24	68/63	5,473,951		1,359,388		0		6,833,339
25	69/64	5,488,314		1,416,354		0		6,904,668
26	70/65	5,474,474		1,477,411		0		6,951,885
27	71/66	5,447,679		1,542,801		0		6,990,480
28	72/67	5,457,991		1,612,788		0		7,070,779
29	73/68	5,458,114		1,687,652		0		7,145,766
30	74/69	5,447,226		1,767,702		0		7,214,928
31	75/70	5,424,396		1,853,261		0		7,277,657
32	76/71	5,388,591		1,944,687		0		7,333,278
33	77/72	5,338,801		2,042,355		0		7,381,156
34	78/73	5,273,690		2,146,681		0		7,420,371
35	79/74	5,192,071		2,258,100		0		7,450,171
36	80/75	5,092,537		2,377,090		0		7,469,627
37	81/76	4,973,575		2,504,155		0		7,477,730
38	82/77	4,833,565		2,639,845		0		7,473,410
39	83/78	4,670,766		2,784,748		0		7,455,514
40	84/79	4,483,316		2,939,496		0		7,422,812

\*Including taxable assets, tax exempt assets, equity assets, and retirement plan assets.

\*\*Net of any liabilities.

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Strategy 3: Abbreviated Term Reports

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

For: Tony Callahan & Jennifer Callahan

## Estate Assets Details

Year	M/F Ages	(1) Liquid Assets*	+	(2) Net Illiquid Assets**	+	(3) Proposed Term Insurance Death Benefit	=	(4) Total Estate Assets
41	85/80	4,269,493		3,104,768		0		7,374,261
42	86/81	4,027,230		3,281,292		0		7,308,522
43	87/82	3,754,325		3,469,855		0		7,224,180
44	88/83	3,448,433		3,671,298		0		7,119,731
45	89/84	3,107,066		3,886,527		0		6,993,593
46	90/85	2,728,009		4,116,512		0		6,844,521
47	91/86	2,308,535		4,362,299		0		6,670,834
48	92/87	1,845,756		4,625,010		0		6,470,766
49	93/88	1,336,619		4,905,848		0		6,242,467
50	94/89	604,014		5,206,110		0		5,810,124

\*Including taxable assets, tax exempt assets, equity assets, and retirement plan assets.

\*\*Net of any liabilities.

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.