

This is an In-force illustration (which **MUST be requested**), showing that someone's current, 'permanent' policy will **terminate** @ age 75 after paying premiums for 43 years (a total of **\$25,800**)!

Female Issue Age 32  
 Current Face Amount: \$150,000  
 Current Monthly Premium: \$50.00  
 Increasing Death Benefit Option

1986-038 Non-nicotine Plan Code 138  
 1991-103(038) Monthly Disability Benefit: \$50.00

End of yr	Age	Annual Premium Outlay	Deposits & Withdrawals	Net Loan Activity	Loan Balance	--Non Guaranteed--		
						--Projected Cash Value	Policy Accumulation Account	Values at 4.50% Death Benefit
20	52	600.00	0.00	0.00	0	8,693	8,693	158,693
21	53	600.00	0.00	0.00	0	9,157	9,157	159,157
22	54	600.00	0.00	0.00	0	9,596	9,596	159,596
23	55	600.00	0.00	0.00	0	10,016	10,016	160,016
24	56	600.00	0.00	0.00	0	10,408	10,408	160,408
25	57	600.00	0.00	0.00	0	10,752	10,752	160,752
26	58	600.00	0.00	0.00	0	11,039	11,039	161,039
27	59	600.00	0.00	0.00	0	11,277	11,277	161,277
28	60	600.00	0.00	0.00	0	11,461	11,461	161,461
29	61	600.00	0.00	0.00	0	11,683	11,683	161,683
30	62	600.00	0.00	0.00	0	11,811	11,811	161,811
31	63	600.00	0.00	0.00	0	11,877	11,877	161,877
32	64	600.00	0.00	0.00	0	11,856	11,856	161,856
33	65	600.00	0.00	0.00	0	11,754	11,754	161,754
34	66	600.00	0.00	0.00	0	11,496	11,496	161,496
35	67	600.00	0.00	0.00	0	11,109	11,109	161,109
36	68	600.00	0.00	0.00	0	10,586	10,586	160,586
37	69	600.00	0.00	0.00	0	9,919	9,919	159,919
38	70	600.00	0.00	0.00	0	8,978	8,978	158,978
39	71	600.00	0.00	0.00	0	7,811	7,811	157,811
40	72	600.00	0.00	0.00	0	6,387	6,387	156,387
41	73	600.00	0.00	0.00	0	4,685	4,685	154,685
42	74	600.00	0.00	0.00	0	2,472	2,472	152,472
43	75	0.00	0.00	0.00	0	0	0	0

This is because there is not enough Cash Value build-up to cover the escalating mortality costs.

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						Cash Value	Accumulation Account	Death Benefit
20	52	600.00	0.00	0.00	0	8,693	8,693	158,693
21	53	600.00	0.00	0.00	0	9,157	9,157	159,157
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31	63	600.00	0.00	0.00	0	11,877	11,877	161,877
32	64	600.00	0.00	0.00	0	11,856	11,856	161,856
33	65	600.00	0.00	0.00	0	11,754	11,754	161,754
34	66	600.00	0.00	0.00	0	11,496	11,496	161,496
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36	68	600.00	0.00	0.00	0	10,586	10,586	160,586
37	69	600.00	0.00	0.00	0	9,919	9,919	159,919
38	70	600.00	0.00	0.00	0	8,978	8,978	158,978
39	71	600.00	0.00	0.00	0	7,811	7,811	157,811
40	72	600.00	0.00	0.00	0	6,387	6,387	156,387
41	73	600.00	0.00	0.00	0	4,685	4,685	154,685
42	74	600.00	0.00	0.00	0	2,472	2,472	152,472
43	75	0.00	0.00	0.00	0	0	0	0

Sometimes, companies suggest just using the Cash Value to pay the premiums (you don't have to pay).

But this means a policy such as this would lapse even sooner.

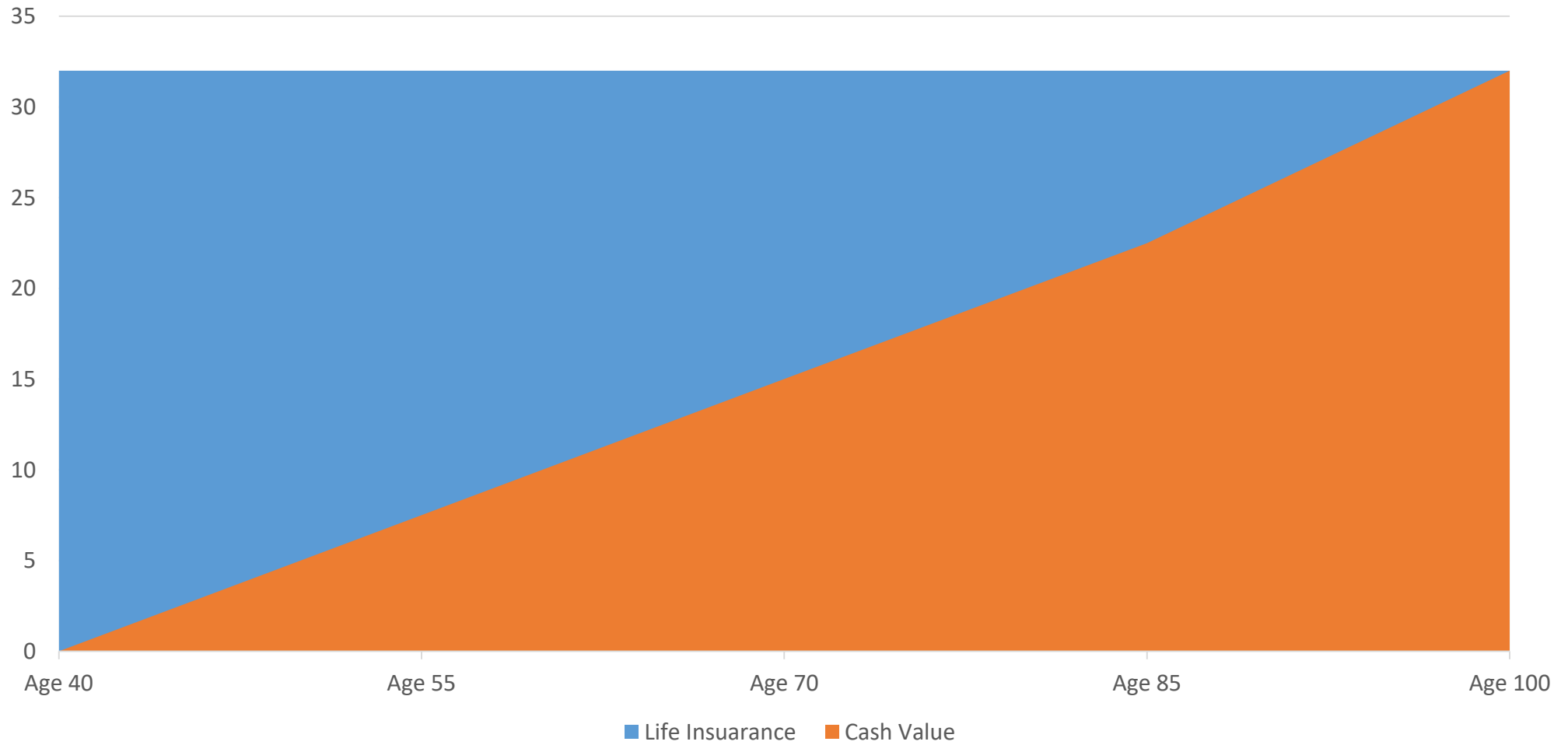
Female Issue Age 32  
 Current Face Amount: \$150,000  
 Current Monthly Premium: \$50.00  
 Increasing Death Benefit Option

1986-038  
 1991-103(038)

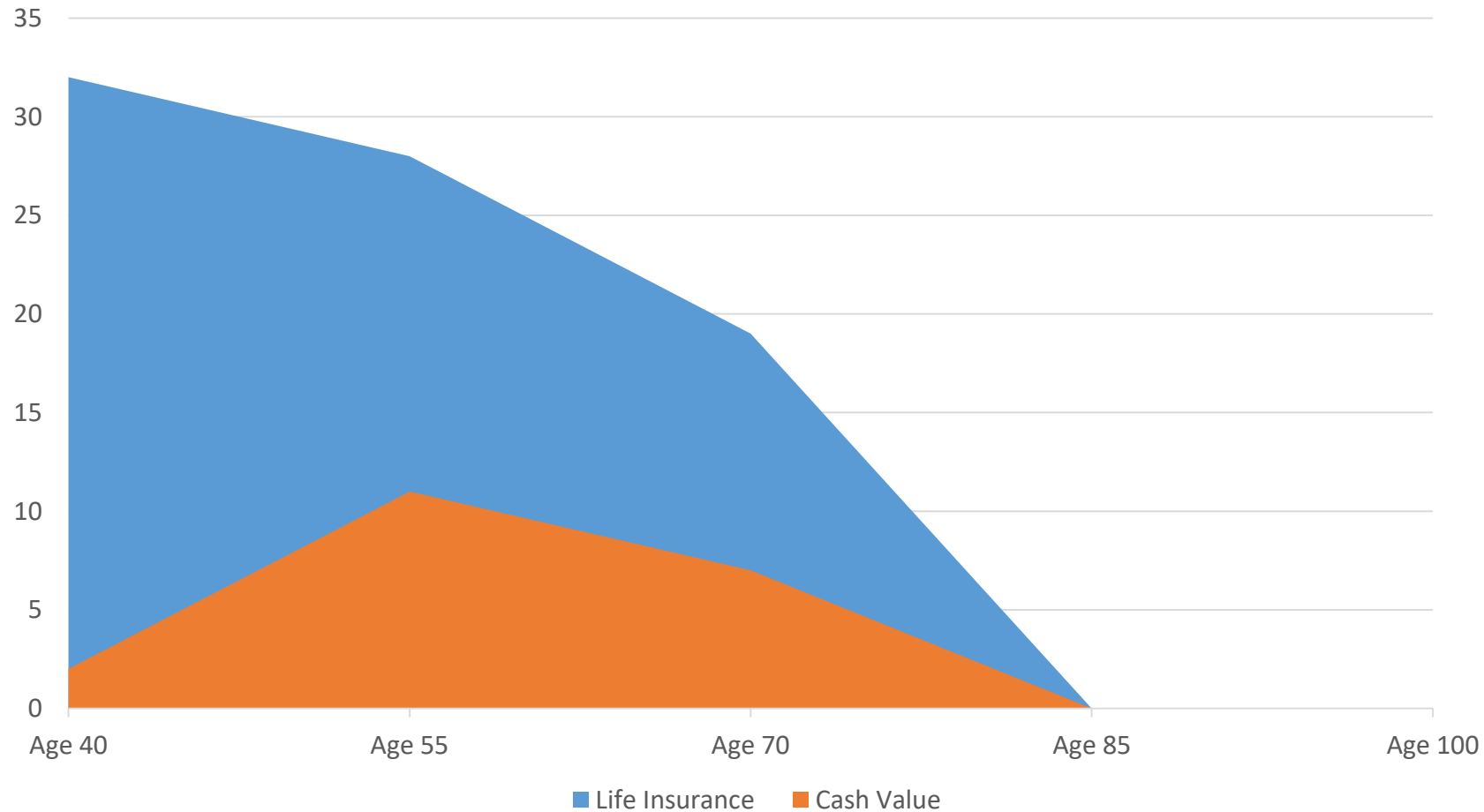
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27	59	600.00	0.00	0.00	0	11,277	11,277	161,277
28	60	600.00	0.00	0.00	0	11,461	11,461	161,461
29	61	600.00	0.00	0.00	0	11,683	11,683	161,683
30	62	600.00	0.00	0.00	0	11,811	11,811	161,811
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40	72	600.00	0.00	0.00	0	6,387	6,387	156,387
41	73	600.00	0.00	0.00	0	4,685	4,685	154,685
42	74	600.00	0.00	0.00	0	2,472	2,472	152,472
43	75	0.00	0.00	0.00	0	0	0	0

Instead of this Permanent policy performing like this



## It performed like this & lapsed



**Unfortunately, many policies are doomed to lapse as in previous real example**

The only **solution** is the **get** the **Cash Value bigger** by putting more \$ into the current policy, converting to a better one, or both.

Fortunately, we were able to give her a **choice** of

- **paying the same** to have a policy last until age 89 or
- **paying \$250 more** / year to have to policy last her whole lifetime

by **converting** to a better policy.

Many permanent policies work this way today. However, there are also Guaranteed Universal Life policies which are **guaranteed NOT to lapse** as long as the premiums are paid (like term for life). For example, a competitively priced \$150,000 **GUL**, for a health 32 year old female, would be \$528 / year (w/ Co. E), even less than she's paying now.

There are also '**Whole Life**' policies which guarantee the death benefit & cash value, which make them more expensive (about \$1,688 / year w/ Co. F).

That's why it's important to **shop for your best deal!**