

### Accumulation Analysis of IUL vs 401(k)

End of Year	S&P 500 Pt. To Pt. Growth Rate	Annual Beginning of Year Contribution \$12,000	End of Year 401(k) Balance	Yearly 401(k) Account Gain/Loss	401(k) 1.5% Annual Fee	Annual Average Cap History (LSW) IUL S&P Pt. to Pt.	End of Year (LSW) IUL S&P Pt. to Pt. Balance	Yearly IUL Account Gain/Loss	\$1500 Annual Insurance Expense
1999	19.53%	\$ 12,000	\$ 14,164	\$ 2,164	\$ 180	14.00%	\$ 12,180	\$ 180	\$ 1,500
2000	-10.14%	\$ 12,000	\$ 22,726	\$ (3,045)	\$ 392	14.00%	\$ 22,680	\$ (1,500)	\$ 1,500
2001	-13.04%	\$ 12,000	\$ 29,156	\$ (5,049)	\$ 521	14.00%	\$ 33,180	\$ (1,500)	\$ 1,500
2002	-23.37%	\$ 12,000	\$ 30,303	\$ (10,235)	\$ 617	14.00%	\$ 43,680	\$ (1,500)	\$ 1,500
2003	26.38%	\$ 12,000	\$ 52,193	\$ 10,525	\$ 635	14.00%	\$ 61,975	\$ 6,295	\$ 1,500
2004	8.99%	\$ 12,000	\$ 68,039	\$ 4,808	\$ 963	14.00%	\$ 79,126	\$ 5,150	\$ 1,500
2005	3.00%	\$ 12,000	\$ 80,039	\$ 1,201	\$ 1,201	14.00%	\$ 92,359	\$ 1,234	\$ 1,500
2006	13.62%	\$ 12,000	\$ 101,813	\$ 11,155	\$ 1,381	14.00%	\$ 117,073	\$ 12,714	\$ 1,500
2007	3.53%	\$ 12,000	\$ 114,416	\$ 2,310	\$ 1,707	16.00%	\$ 132,129	\$ 3,056	\$ 1,500
2008	-38.49%	\$ 12,000	\$ 73,966	\$ (50,554)	\$ 1,896	15.00%	\$ 142,629	\$ (1,500)	\$ 1,500
2009	23.45%	\$ 12,000	\$ 103,546	\$ 18,870	\$ 1,289	14.00%	\$ 174,777	\$ 20,148	\$ 1,500
2010	12.78%	\$ 12,000	\$ 126,847	\$ 13,034	\$ 1,733	13.50%	\$ 209,148	\$ 22,370	\$ 1,500
2011	0.00%	\$ 12,000	\$ 134,681	\$ (2,083)	\$ 2,083	13.50%	\$ 219,648	\$ (1,500)	\$ 1,500
2012	13.41%	\$ 12,000	\$ 161,951	\$ 17,470	\$ 2,200	13.21%	\$ 260,744	\$ 29,097	\$ 1,500
2013	29.60%	\$ 12,000	\$ 220,222	\$ 48,880	\$ 2,609	13.00%	\$ 306,701	\$ 33,957	\$ 1,500
2014	11.39%	\$ 12,000	\$ 251,705	\$ 22,967	\$ 3,483	13.00%	\$ 353,501	\$ 34,800	\$ 1,500
2015	-0.73%	\$ 12,000	\$ 253,869	\$ (5,881)	\$ 3,956	12.75%	\$ 364,001	\$ (1,500)	\$ 1,500
2016	9.54%	\$ 12,000	\$ 283,257	\$ 21,376	\$ 3,988	12.10%	\$ 410,372	\$ 34,371	\$ 1,500
2017	19.42%	\$ 12,000	\$ 343,738	\$ 52,910	\$ 4,429	12.42%	\$ 473,316	\$ 50,944	\$ 1,500
2018	-6.24%	\$ 12,000	\$ 322,868	\$ (27,534)	\$ 5,336	11.96%	\$ 483,816	\$ (1,500)	\$ 1,500
2019	28.88%	\$ 12,000	\$ 421,531	\$ 91,687	\$ 5,023	10.58%	\$ 546,790	\$ 50,974	\$ 1,500
*2020 YTD	-31.78%	\$ 12,000	\$ 282,744	\$ (144,284)	\$ 6,503	9.75%	\$ 557,290	\$ (1,500)	\$ 1,500
<b>Totals:</b>		<b>\$ 264,000.00</b>	<b>\$ 282,744</b>	<b>\$ 70,690</b>	<b>\$ 45,622</b>		<b>\$ 557,290</b>	<b>\$ 293,290</b>	<b>\$ 33,000</b>

Financial Data sourced from Bloomberg

\*S&P Close 2019: 3230.78

\*YTD 2020: 2204

	Total % Gain	401K Fees vs Insurance Cost
401(k) Ending Balance: \$ 282,744	107.1%	\$ 45,622
IUL Ending Balance: \$ 557,290	211.1%	\$ 33,000
<b>IUL Gain over 401(k): \$ 274,546</b>	<b>104%</b>	<b>\$ 12,622 Less</b>