



YOUR PERSONAL  
**WEALTH  
REPORT**

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Report as of: **Date**

Prepared for: Sample Client Prepared  
by: **Patricia Martín**

# A MESSAGE FROM YOUR ADVISOR



Dear Friend,

For years, I've been educating our community on wealth-building practices and hope you find the following information valuable to you and your family.

Before we get started, I want you to feel comfortable and confident that you're making the best decision about your financial future. Below you will find my team who serves as my back-office support. With a combined experience of well over 200 years, I want you to know that we have done our research and have concluded that the enclosed strategy is the very best approach for you.

Once again, I greatly appreciate the opportunity to sit down with you and discuss the wealth strategies currently available for you.

Sincerely,

Patricia Martín  
Sapphire Shield Financial

**Patricia Martín**

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## MEET MY TEAM



### Operations

*Assists with back-office needs and helps with overall business activities.*



### Business Support

*Researches and informs me on the best opportunities that are available to you.*



### Account Management

*Oversees all activity within your wealth building plan.*



### Wealth Designers

*Designs conservative wealth strategies built for longevity.*

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# YOUR PERSONAL WEALTH REPORT SUMMARY

## KEY ASSUMPTIONS

**Age:** 35

**Income Distribution Age:** 66

**Annual Contribution:** \$25,000

**Lifetime Investment:** \$500,000

**Working/Retirement Tax Rate:** 28%/ 28%

**IUL Interest Rate:** 7%

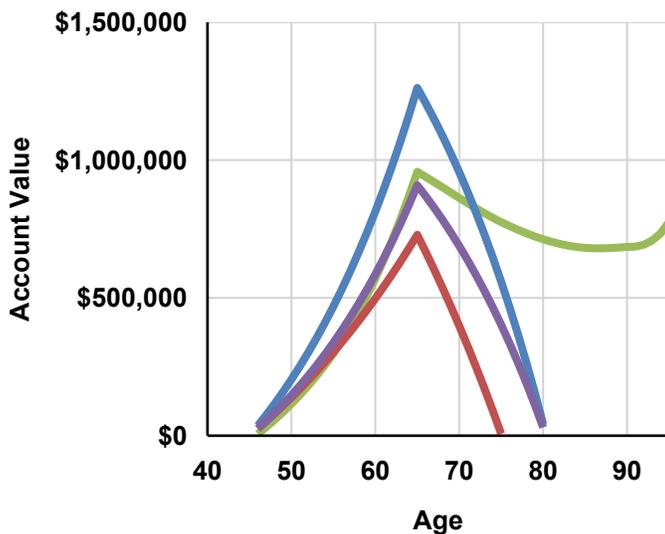
	Interest Rate	Expense Percent
Indexed Universal Life (IUL)	7%	Included in report
Taxable	7%	1.5%
Tax Deferred	7%	1.5%
Tax-Exempt	7%	1.5%

A hypothetical historical report showed that in a typical scenario an IUL has an average return of 7.29% annually or greater. With IUL having a floor of 0%, you don't participate in the negative losses of that index.

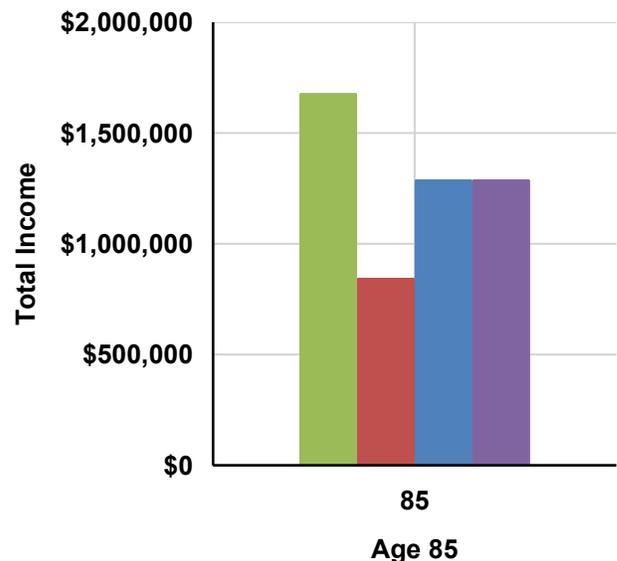
## KEY TAKEAWAYS - \$84,000 ANNUAL RETIREMENT INCOME

		Values at Age 85						
		Total Income	Death Benefit	Total Benefit	Total Fees	Total Taxes	Cumulative Fees	Age You Run Out of Money
IUL		\$1,680,000	\$861,415	\$2,541,415	\$153,445	\$0	\$153,445	Never
Taxable		\$846,634	\$	\$846,634	\$157,648	\$196,110	\$353,758	76
Tax Deferred		\$1,290,000	\$	\$1,290,000	\$326,421	\$501,667	\$828,088	81
Tax-Exempt		\$1,290,000	\$	\$1,290,000	\$235,023	\$0	\$235,023	81

**Account Value by Age**



**Cumulative Income at Age 85**



IUL Taxable Tax-Deferred Tax-Exempt

\* Projections and information in this report regarding potential outcomes are hypothetical and are not intended to reflect actual results nor guarantee future results. Please view the last page for a further explanation of this report.



# WHAT DO YOU WANT

YOUR FUTURE TO LOOK LIKE?



## FINANCIAL SECURITY

When it's time for you to retire, you want to rest assured that the wealth you have built up throughout the years remains secure and protected.



## MAINTAIN STANDARD OF LIVING

Your golden years are supposed to be the greatest years of your life. Create a plan that allows you to maintain or exceed the lifestyle you currently live.



## PEACE OF MIND

Have confidence in knowing that you are completely prepared for what's ahead and that your family will be taken care of if any unforeseen circumstances occur.

# POTENTIAL RISKS TO CONSIDER DURING RETIREMENT



## TOP MARGINAL TAX RATES

While taxes will always impact the amount of wealth you build, the question is: how much do you want to pay in taxes? At top marginal tax rates below historical averages it may be important to use tax-advantageous vehicles to build wealth.



## STOCK MARKET VOLATILITY

Pre-retirees may be heavily invested in stocks as they approach retirement which could result in large losses to their investments. Emotions can also play a role when investing in the stock market; some may invest too conservatively and miss out on large gains, while others may experience upside growth by being too aggressive, but then feel the effects when/if the stock market were to plunge (again).



## LONGEVITY RISK

Improvements in medicine and health care have provided people with the ability to live longer, healthier lives. In the past, people may have planned for income to last about 10-15 years in retirement, but now retirees may live 20-30 years into their retirement and sometimes even longer.



## INFLATION RISK

Inflation is a fact of life in our economy. Every year the costs of goods and services we need are becoming more expensive. Over the course of a 30-year retirement, an inflation rate of 3% could decrease the buying power of your money by 50%. The inflation challenge is a reality and should be taken into account when planning.



## BENEFITS OF **INDEXED UNIVERSAL LIFE**

An IUL policy is for the insured who would like death benefit protection as well as the ability to avoid the volatility of the market while still receiving competitive returns.

Indexed Universal Life (IUL) insurance shares the coverage and premium flexibility of other universal life policies, but the crediting of interest is very unique. Indexed interest is linked to the performance of an external index such as the S&P 500. The cash value increases are linked to positive changes in the equity index.

What if the index were to go down? If the index stays flat or declines, you will still receive credited interest equal to the annual floor.

Indexed Universal Life insurance provides you the peace of mind of a death benefit protection, but also offers upside potential for your cash value accumulation which can be used towards many different financial needs such as income replacement, mortgage and other debts, supplemental college fund, and much more.

### **BUILT SPECIFICALLY FOR YOUR NEEDS**

#### **ALONG WITH DEATH BENEFIT PROTECTION, IUL ALSO PROVIDES THREE TAX BENEFITS**

Given today's economic realities and the awareness in knowing that taxes are likely to increase, this financial vehicle is more beneficial than ever before:

1. Tax-free death benefit
2. Tax-deferred accumulation
3. Tax-free distributions

# IUL VERSUS VARIOUS ALTERNATIVES VALUES & CASH FLOWS

The purpose of this report is to give you comparisons between the hypothetical values from an Indexed Universal Life illustration and other various alternatives so you can make an informed decision on the policy.

We will be looking at the taxes on the account now and in retirement, as well as the fees in the investment, which can include internal expenses, management fees, transaction fees and annual account fees. We will be comparing the Indexed Universal Life illustrated values to the following alternatives with the following assumptions:

- Indexed Universal Life with 7% assumed interest rate
- Taxable Account with 7% Growth and 1.5% Expense - Investors must pay taxes on their investment income in the year it was received. Examples include investment accounts and bank accounts.
- Tax Deferred Account with 7% Growth and 1.5% Expense - The investment is sheltered from taxes as long as they remain in the account. Examples include retirement accounts like a 401(k).
- Tax-Exempt Account with 7% Growth and 1.5% Expense - Contributions are made with after-tax dollars, however, withdrawals at retirement are not subject to taxes. Examples include a Roth IRA.
- Assumed Current Marginal Tax Rate - 28%
- Assumed Retirement Marginal Tax Rate - 28%

## IUL SUMMARY

**\$2,520,000**

TOTAL INCOME AGE 95

**\$775,522**

ACCOUNT VALUE AGE 95

**\$841,876**

DEATH BENEFIT AGE 95

\*The IUL values on this page come from the nonguaranteed values shown in the carrier illustration. This presentation is not valid unless combined with the carrier illustration. Please view the last page for a further explanation of this report.

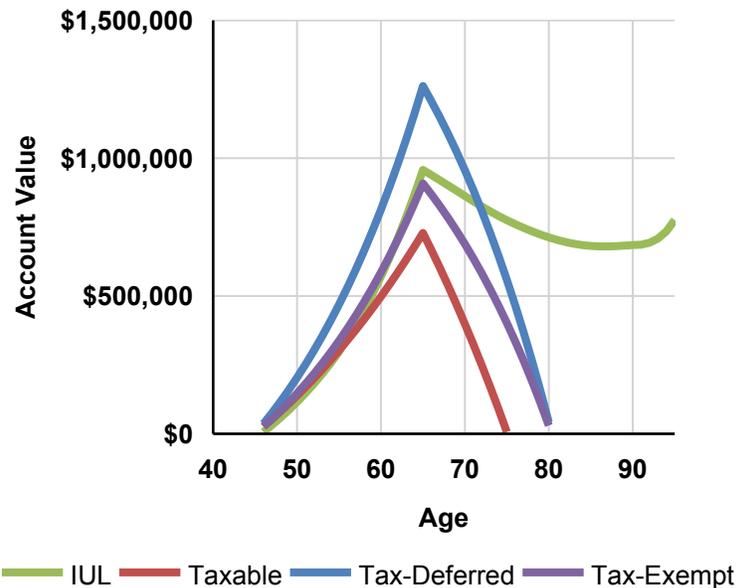
	Account or Surrender Value			Total Income	Notes
	Age 65	Age 85	Age 95	Age 95	
IUL	\$957,398	\$681,518	\$775,522	\$2,520,000	Death Benefit @ 95 is \$841,876
Taxable	\$728,815	\$	\$	\$846,634	Account Went to \$0 at Age 76
Tax Deferred Pre Tax	\$1,261,832	\$	\$	\$1,791,666	Account Went to \$0 at Age 81
Tax Deferred After Tax	\$908,519	\$	\$	\$1,290,000	
Tax-Exempt	\$908,519	\$	\$	\$1,290,000	Account Went to \$0 at Age 81

## ACCOUNT OR SURRENDER VALUE BY AGE

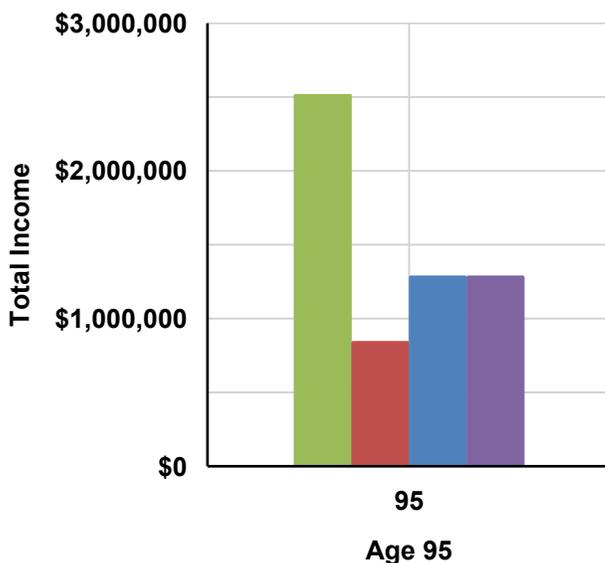
The illustration to the right shows you the projections of each account or surrender value by age. Surrender value is if you needed to liquidate the money for any circumstance.

As you can see, the IUL starts out lower during the first few years, but you have to remember: IUL is a long-term financial vehicle.

At Age 66 when you begin to access your money, the reason why your IUL value still increases is because your money still participates in the market gains while the alternative accounts are simply taking money out directly; decreasing your overall value.



## CUMULATIVE AFTER TAX CASH FLOW



The bar graph to the left demonstrates the cumulative after tax cash flow at Age 95. As you can see, you will have \$2,520,000 in income that you could have used for retirement or any other life event.

In addition to this graph, you also have the tax-free death benefit of \$841,876 which none of the other alternative accounts can offer you.

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# IUL VERSUS VARIOUS ALTERNATIVES

## YEARLY BREAKDOWN

Age	Prem	Indexed Universal Life Illustrated Policy Values				Taxable Acct. w/ 7% Growth & 1.5% Expense		Tax Deferred Acct. w/ 7% Growth & 1.5% Expense - After Tax Income \$84,000			Tax-Exempt Acct. w/ 7% Growth & 1.5% Expense	
		After Tax Policy Loan	Accum Value	Surrend. Value	Death Benefit	After Tax Cash Flow	Account Value	Pre Tax Cash Flow	Account Value Before Tax	Account Value After Tax	After Tax Cash Flow	Account Value
46	25,000	0	21,830	6,509	548,865	0	25,866	0	36,595	26,349	0	26,349
47	25,000	0	45,100	31,307	572,135	0	52,628	0	75,165	54,119	0	54,119
48	25,000	0	69,926	57,667	596,961	0	80,318	0	115,816	83,387	0	83,387
49	25,000	0	96,432	85,707	623,467	0	108,966	0	158,660	114,235	0	114,235
50	25,000	0	124,720	115,529	651,755	0	138,607	0	203,815	146,747	0	146,747
51	25,000	0	155,006	147,348	682,041	0	169,275	0	251,406	181,012	0	181,012
52	25,000	0	187,419	181,290	714,454	0	201,006	0	301,565	217,127	0	217,127
53	25,000	0	222,111	217,516	749,146	0	233,836	0	354,430	255,190	0	255,190
54	25,000	0	259,249	256,187	786,284	0	267,803	0	410,147	295,306	0	295,306
55	25,000	0	299,012	297,484	826,047	0	302,947	0	468,870	337,586	0	337,586
Tot.	250,000	0	299,012	297,484	826,047	0	302,947	0	468,870	337,586	0	337,586
56	25,000	0	346,005	346,005	873,040	0	339,308	0	530,761	382,148	0	382,148
57	25,000	0	396,440	396,440	923,475	0	376,929	0	595,991	429,113	0	429,113
58	25,000	0	450,558	450,558	977,593	0	415,854	0	664,740	478,613	0	478,613
59	25,000	0	508,625	508,625	1,035,660	0	456,126	0	737,198	530,783	0	530,783
60	25,000	0	570,927	570,927	1,097,962	0	497,795	0	813,566	585,767	0	585,767
61	25,000	0	637,757	637,757	1,164,792	0	540,906	0	894,053	643,718	0	643,718
62	25,000	0	709,453	709,453	1,236,488	0	585,512	0	978,883	704,796	0	704,796
63	25,000	0	786,367	786,367	1,313,402	0	631,662	0	1,068,289	769,168	0	769,168
64	25,000	0	868,879	868,879	1,395,914	0	679,412	0	1,162,519	837,013	0	837,013
65	25,000	0	957,398	957,398	1,484,433	0	728,815	0	1,261,832	908,519	0	908,519
Tot.	500,000	0	957,398	957,398	1,484,433	0	728,815	0	1,261,832	908,519	0	908,519
66	0	84,000	1,027,131	938,931	1,144,357	84,000	667,154	116,667	1,206,947	869,002	84,000	869,002
67	0	84,000	1,100,993	920,183	1,129,371	84,000	603,357	116,667	1,149,101	827,353	84,000	827,353
68	0	84,000	1,179,255	901,204	1,113,470	84,000	537,350	116,667	1,088,134	783,456	84,000	783,456
69	0	84,000	1,262,191	882,038	1,096,611	84,000	469,055	116,667	1,023,878	737,192	84,000	737,192
70	0	84,000	1,350,081	862,720	1,078,733	84,000	398,395	116,667	956,155	688,432	84,000	688,432
71	0	84,000	1,443,554	843,626	1,060,159	84,000	325,287	116,667	884,779	637,041	84,000	637,041
72	0	84,000	1,543,187	825,062	1,025,676	84,000	249,646	116,667	809,552	582,878	84,000	582,878
73	0	84,000	1,649,502	807,271	988,716	84,000	171,385	116,667	730,267	525,792	84,000	525,792
74	0	84,000	1,763,014	790,471	949,142	84,000	90,412	116,667	646,704	465,627	84,000	465,627
75	0	84,000	1,884,261	774,891	906,789	84,000	6,634	116,667	558,632	402,215	84,000	402,215
Tot.	500,000	840,000	1,884,261	774,891	906,789	840,000	6,634	1,166,667	558,632	402,215	840,000	402,215
76	0	84,000	2,013,596	760,557	861,237	6,634	0	116,667	465,810	335,383	84,000	335,383
77	0	84,000	2,150,934	747,043	854,590	0	0	116,667	367,979	264,945	84,000	264,945
78	0	84,000	2,296,739	734,454	849,291	0	0	116,667	264,871	190,707	84,000	190,707
79	0	84,000	2,451,527	722,928	845,505	0	0	116,667	156,200	112,464	84,000	112,464
80	0	84,000	2,615,810	712,581	843,372	0	0	116,667	41,666	30,000	84,000	30,000
81	0	84,000	2,790,070	703,479	842,983	0	0	41,666	0	0	30,000	0

Age	Prem	After Tax Policy Loan	Accum Value	Surrend. Value	Death Benefit	After Tax Cash Flow	Account Value	Pre Tax Cash Flow	Account Value Before Tax	Account Value After Tax	After Tax Cash Flow	Account Value
82	0	84,000	2,974,842	695,721	844,463	0	0	0	0	0	0	0
83	0	84,000	3,170,695	689,419	847,954	0	0	0	0	0	0	0
84	0	84,000	3,378,195	684,655	853,564	0	0	0	0	0	0	0
85	0	84,000	3,597,935	681,518	861,415	0	0	0	0	0	0	0
Tot.	500,000	1,680,000	3,597,935	681,518	861,415	846,634	0	1,791,666	0	0	1,290,000	0
86	0	84,000	3,830,380	679,942	871,461	0	0	0	0	0	0	0
87	0	84,000	4,075,932	679,772	883,569	0	0	0	0	0	0	0
88	0	84,000	4,334,932	680,764	897,511	0	0	0	0	0	0	0
89	0	84,000	4,607,710	682,634	913,019	0	0	0	0	0	0	0
90	0	84,000	4,894,337	684,807	929,523	0	0	0	0	0	0	0
91	0	84,000	5,194,304	686,098	945,813	0	0	0	0	0	0	0
92	0	84,000	5,515,000	693,183	913,783	0	0	0	0	0	0	0
93	0	84,000	5,859,288	708,181	883,959	0	0	0	0	0	0	0
94	0	84,000	6,231,045	734,182	858,803	0	0	0	0	0	0	0
95	0	84,000	6,635,428	775,522	841,876	0	0	0	0	0	0	0
Tot.	500,000	2,520,000	6,635,428	775,522	841,876	846,634	0	1,791,666	0	0	1,290,000	0



### NOTE FROM YOUR WEALTH ADVISOR:

Please note that the after tax income per year in all four accounts are the same until that account runs to \$0. Make sure to review the account value and income after taxes in the tax-deferred account. Uncle Sam is owed his portion of that account.

# IUL VERSUS VARIOUS ALTERNATIVES

## SUMMARY CHARGES

Below is a comparison of the estimated expenses from an Indexed Universal Life illustration and various alternatives. The Indexed Universal Life policy will have policy administration charges as well as a charge for the cost of insurance, while the various alternatives will have management expenses as well as possible taxes.

Again, we will be comparing the Indexed Universal Life illustrated values to the following alternatives with the following assumptions:

- Indexed Universal Life with 7% assumed interest rate
- Taxable Account with 7% Growth and 1.5% Expense - Investors must pay taxes on their investment income in the year it was received. Examples include investment accounts and bank accounts.
- Tax Deferred Account with 7% Growth and 1.5% Expense - The investment is sheltered from taxes as long as they remain in the account. Examples include retirement accounts like a 401(k).
- Tax-Exempt Account with 7% Growth and 1.5% Expense - Contributions are made with after-tax dollars, however, withdrawals at retirement are not subject to taxes. Examples include a Roth IRA.
- Assumed Current Marginal Tax Rate - 28%
- Assumed Retirement Marginal Tax Rate - 28%

## IUL SUMMARY

**\$0**

TOTAL TAXES PAID AGE 85

**\$153,445**

TOTAL EXPENSES AGE 85

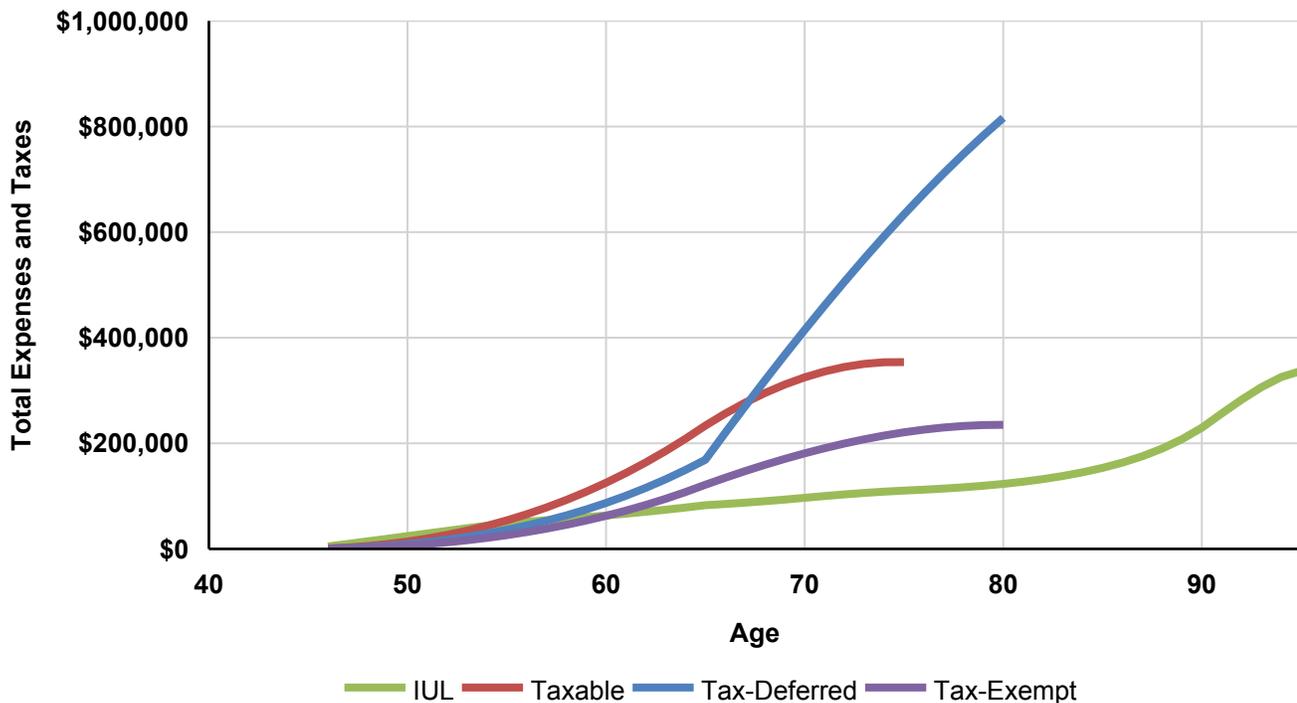
**\$153,445**

TOTAL CHARGES PAID AGE 85

\*The IUL values on this page come from the nonguaranteed values shown in the carrier illustration. This presentation is not valid unless combined with the carrier illustration. Please view the last page for a further explanation of this report.

Total Expenses and Taxes Paid @ Age 85							
	Total Premium	Expenses	Taxes	Total Expense	Expenses/ Premium	Notes	
IUL	\$500,000	\$153,445	\$0	\$153,445	30.7%	Death Benefit @ 95 is \$841,876	
Taxable	\$500,000	\$157,648	\$196,110	\$353,758	70.8%	Account Went to \$0 at Age 76	
Tax Deferred	\$694,444	\$326,421	\$501,667	\$828,088	119.2%	Account Went to \$0 at Age 81	
Tax-Exempt	\$500,000	\$235,023	\$0	\$235,023	47%	Account Went to \$0 at Age 81	

## TOTAL CHARGES BY AGE



The graph above illustrates the total charges (both expenses and taxes) by age. The general public believes IUL is expensive because of all of the charges. As you can see, over the long run, IUL and the total charges can end up being considerably less than other accounts.

The total premium that you will put into your IUL account will be \$500,000 through age 85. The total charges will be \$153,445 at Age 85. That is 30.7% of your total premium. Taking a look at the other accounts Taxable ends up being 70.8%, Tax-Deferred is 119.2%, and the Tax-Exempt is 47%.

IUL also becomes the superior account because of its additional benefit of a death benefit protection. Which is \$841,876 at Age 95. That benefit is also tax-free for your heirs.

# TOTAL EXPENSES AND TAXES PAID YEARLY BREAKDOWN

Age	Premium	Indexed Universal Life Illustrated Policy Values			Taxable Acct. w/ 7% Growth & 1.5% Expense			Tax Deferred Acct. w/ 7% Growth & 1.5% Expense			Tax-Exempt Acct. w/ 7% Growth & 1.5% Expense
		Policy Admin Charges	Cost of Ins.	Total Charges	Mgt Expense	Taxes	Total Expense	Mgt Expense	Taxes	Total Expense	Mgt Expense
46	25,000	3,800	901	4,701	394	490	884	557	0	557	401
47	25,000	3,800	986	4,786	801	997	1,798	1,145	0	1,145	824
48	25,000	3,800	1,057	4,857	1,223	1,522	2,745	1,764	0	1,764	1,270
49	25,000	3,800	1,112	4,912	1,659	2,064	3,724	2,416	0	2,416	1,740
50	25,000	3,800	1,182	4,982	2,111	2,626	4,737	3,104	0	3,104	2,235
51	25,000	3,800	1,166	4,966	2,578	3,207	5,785	3,829	0	3,829	2,757
52	25,000	3,800	1,158	4,958	3,061	3,808	6,869	4,592	0	4,592	3,306
53	25,000	3,800	1,149	4,949	3,561	4,430	7,991	5,397	0	5,397	3,886
54	25,000	3,800	1,133	4,933	4,078	5,073	9,151	6,246	0	6,246	4,497
55	25,000	3,800	1,108	4,908	4,613	5,739	10,352	7,140	0	7,140	5,141
<b>Tot.</b>	<b>250,000</b>	<b>38,000</b>	<b>10,952</b>	<b>48,952</b>	<b>24,080</b>	<b>29,955</b>	<b>54,035</b>	<b>36,190</b>	<b>0</b>	<b>36,190</b>	<b>26,057</b>
56	25,000	1,340	1,222	2,562	5,167	6,428	11,595	8,083	0	8,083	5,820
57	25,000	1,340	1,357	2,697	5,740	7,140	12,880	9,076	0	9,076	6,535
58	25,000	1,340	1,513	2,853	6,333	7,878	14,211	10,123	0	10,123	7,289
59	25,000	1,340	1,684	3,024	6,946	8,641	15,587	11,226	0	11,226	8,083
60	25,000	1,340	1,867	3,207	7,581	9,430	17,011	12,389	0	12,389	8,920
61	25,000	1,340	2,082	3,422	8,237	10,247	18,484	13,615	0	13,615	9,803
62	25,000	1,340	2,302	3,642	8,916	11,092	20,008	14,907	0	14,907	10,733
63	25,000	1,340	2,539	3,879	9,619	11,966	21,585	16,268	0	16,268	11,713
64	25,000	1,340	2,796	4,136	10,346	12,871	23,217	17,703	0	17,703	12,746
65	25,000	1,340	3,069	4,409	11,099	13,806	24,905	19,216	0	19,216	13,835
<b>Tot.</b>	<b>500,000</b>	<b>51,400</b>	<b>31,383</b>	<b>82,783</b>	<b>104,065</b>	<b>129,453</b>	<b>233,518</b>	<b>168,796</b>	<b>0</b>	<b>168,796</b>	<b>121,533</b>
66	0	90	2,197	2,287	10,160	12,638	22,798	18,380	32,667	51,047	13,234
67	0	90	2,448	2,538	9,188	11,430	20,618	17,499	32,667	50,166	12,599
68	0	90	2,697	2,787	8,183	10,179	18,362	16,571	32,667	49,237	11,931
69	0	90	2,958	3,048	7,143	8,886	16,029	15,592	32,667	48,259	11,226
70	0	90	3,245	3,335	6,067	7,547	13,614	14,561	32,667	47,227	10,484
71	0	90	3,236	3,326	4,954	6,162	11,116	13,474	32,667	46,140	9,701
72	0	90	3,030	3,120	3,802	4,729	8,531	12,328	32,667	44,995	8,876
73	0	90	2,716	2,806	2,610	3,247	5,857	11,121	32,667	43,787	8,007
74	0	90	2,339	2,429	1,377	1,713	3,090	9,848	32,667	42,515	7,091
75	0	90	1,907	1,997	101	126	227	8,507	32,667	41,174	6,125
<b>Tot.</b>	<b>500,000</b>	<b>52,300</b>	<b>58,156</b>	<b>110,456</b>	<b>157,648</b>	<b>196,110</b>	<b>353,758</b>	<b>306,677</b>	<b>326,667</b>	<b>633,344</b>	<b>220,807</b>
76	0	90	1,638	1,728	0	0	0	7,094	32,667	39,760	5,107
77	0	90	1,974	2,064	0	0	0	5,604	32,667	38,270	4,035
78	0	90	2,377	2,467	0	0	0	4,034	32,667	36,700	2,904
79	0	90	2,829	2,919	0	0	0	2,379	32,667	35,045	1,713
80	0	90	3,367	3,457	0	0	0	635	32,667	33,301	457
81	0	90	4,055	4,145	0	0	0	0	11,667	11,667	0
82	0	90	4,870	4,960	0	0	0	0	0	0	0

Age	Premium	Policy Admin Charges	Cost of Ins.	Total Charges	Mgt Expense	Taxes	Total Expense	Mgt Expense	Taxes	Total Expense	Mgt Expense
83	0	90	5,815	5,905	0	0	0	0	0	0	0
84	0	90	6,933	7,023	0	0	0	0	0	0	0
85	0	90	8,231	8,321	0	0	0	0	0	0	0
<b>Tot.</b>	<b>500,000</b>	<b>53,200</b>	<b>100,245</b>	<b>153,445</b>	<b>157,648</b>	<b>196,110</b>	<b>353,758</b>	<b>326,421</b>	<b>501,667</b>	<b>828,088</b>	<b>235,023</b>
86	0	90	9,873	9,963	0	0	0	0	0	0	0
87	0	90	11,945	12,035	0	0	0	0	0	0	0
88	0	90	14,532	14,622	0	0	0	0	0	0	0
89	0	90	17,664	17,754	0	0	0	0	0	0	0
90	0	90	21,605	21,695	0	0	0	0	0	0	0
91	0	90	26,912	27,002	0	0	0	0	0	0	0
92	0	90	25,958	26,048	0	0	0	0	0	0	0
93	0	90	23,621	23,711	0	0	0	0	0	0	0
94	0	90	19,130	19,220	0	0	0	0	0	0	0
95	0	90	11,531	11,621	0	0	0	0	0	0	0
<b>Tot.</b>	<b>500,000</b>	<b>54,100</b>	<b>283,016</b>	<b>337,116</b>	<b>157,648</b>	<b>196,110</b>	<b>353,758</b>	<b>326,421</b>	<b>501,667</b>	<b>828,088</b>	<b>235,023</b>



### NOTE FROM YOUR WEALTH ADVISOR:

Often the charges are frontloaded in the IUL policy. When you look 20, 30, 40 years in the future, these IUL charges are often minimal compared to the alternative accounts.

# IUL PERFORMANCE IN HISTORICAL MARKETS



This report is intended to help you understand indexing strategies, making it easy for you to view hypothetical historical interest credits of an indexed product given certain index criteria. It can help you decide which hypothetical rates to use when illustrating a product and view how certain products would have performed in historical markets. The returns listed are average annual returns over the certain number of years.

## CALCULATOR ASSUMPTIONS

<b>Index Strategy:</b>	Barclays US Dynamic Balanced Index
<b>Index Crediting Period:</b>	One Year Point to Point
<b>Participation Rate:</b>	130%
<b>Index Cap:</b>	None
<b>Index Floor:</b>	0%
<b>Index Fee:</b>	0%
<b>Index Crediting Period Start Date:</b>	3/2/1989
<b>Index Crediting Period Last Period Start Date:</b>	2/17/2002
<b>Number of Years:</b>	15

## INDEX RESULTS FOR HYPOTHETICAL PERCENTILE RATES FOR ROLLING 15 YEAR PERIODS



### TYPICAL SCENARIO

80% of the 15 year periods would have received at least this annual return.

### CONSERVATIVE SCENARIO

90% of the 15 year periods would have received at least this annual return.

### WORST CASE SCENARIO

100% of the 15 year periods would have received at least this return. For comparison the S&P 500 minimum annual return was 2.54 %

**11.61 %**

MAXIMUM RETURN

This is the highest annual return of all the 15 year periods analyzed.

**8.70 %**

AVERAGE RETURN

This is the average annual return of all the 15 year periods analyzed.

## COMPARISON AGAINST S&P 500

**88.07 %**

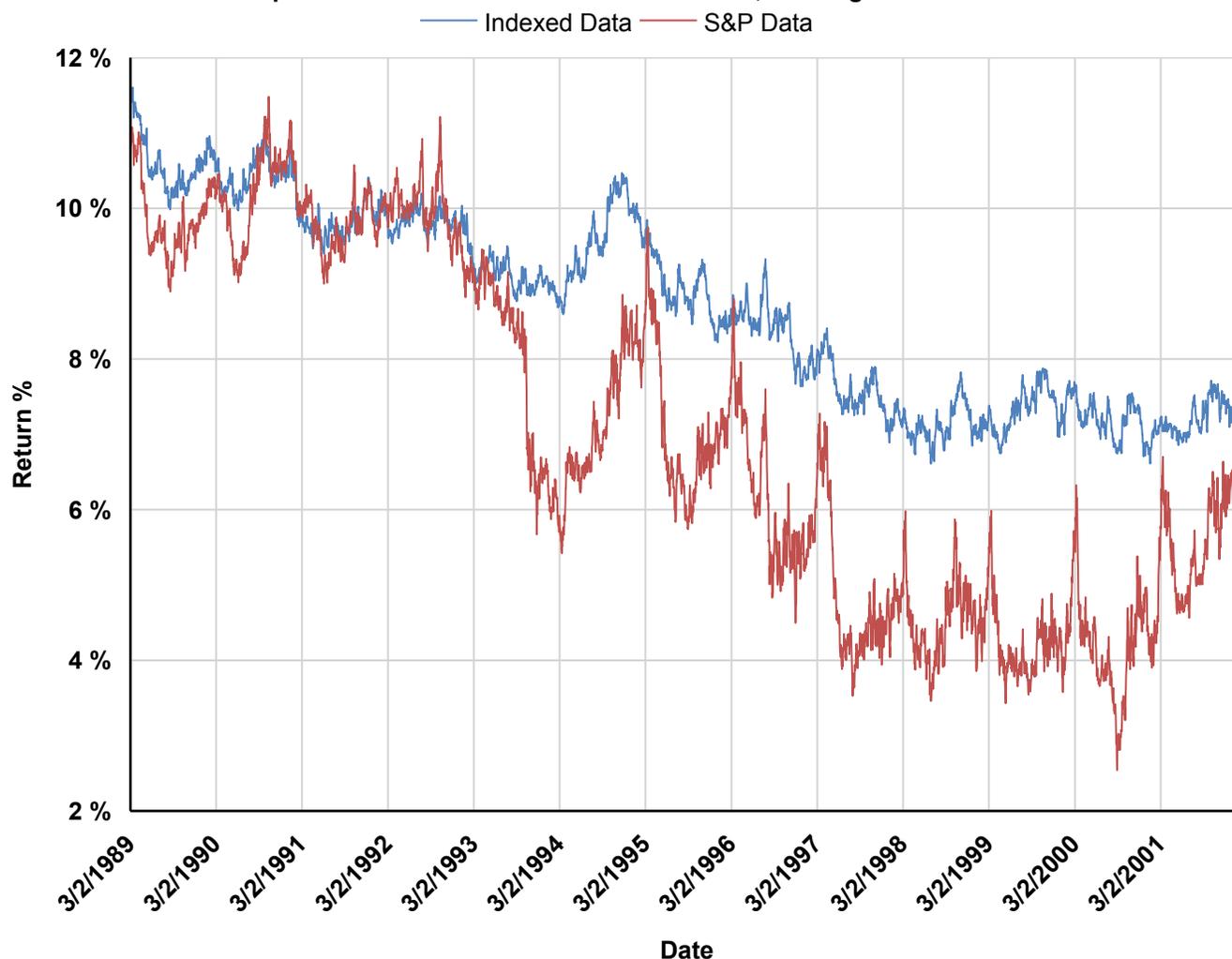
Within a 15-year period starting on 3/2/1989, your hypothetical IUL would have outperformed the S&P 500 88.07 % of the time



# AVERAGE HYPOTHETICAL INDEXED RETURN

The graph below shows the hypothetical indexed return as well as the S&P 500 return for each of the 4736 data points in our model. From the graph you can view the historical trends of our proposed indexed product and of the S&P 500.

**S&P Versus Barclays US Dynamic Balanced Index Indexed Returns with no Cap and a 0% Floor and a Participation Rate of 130% For a 15 Year Period, Starting From 3/2/1989**

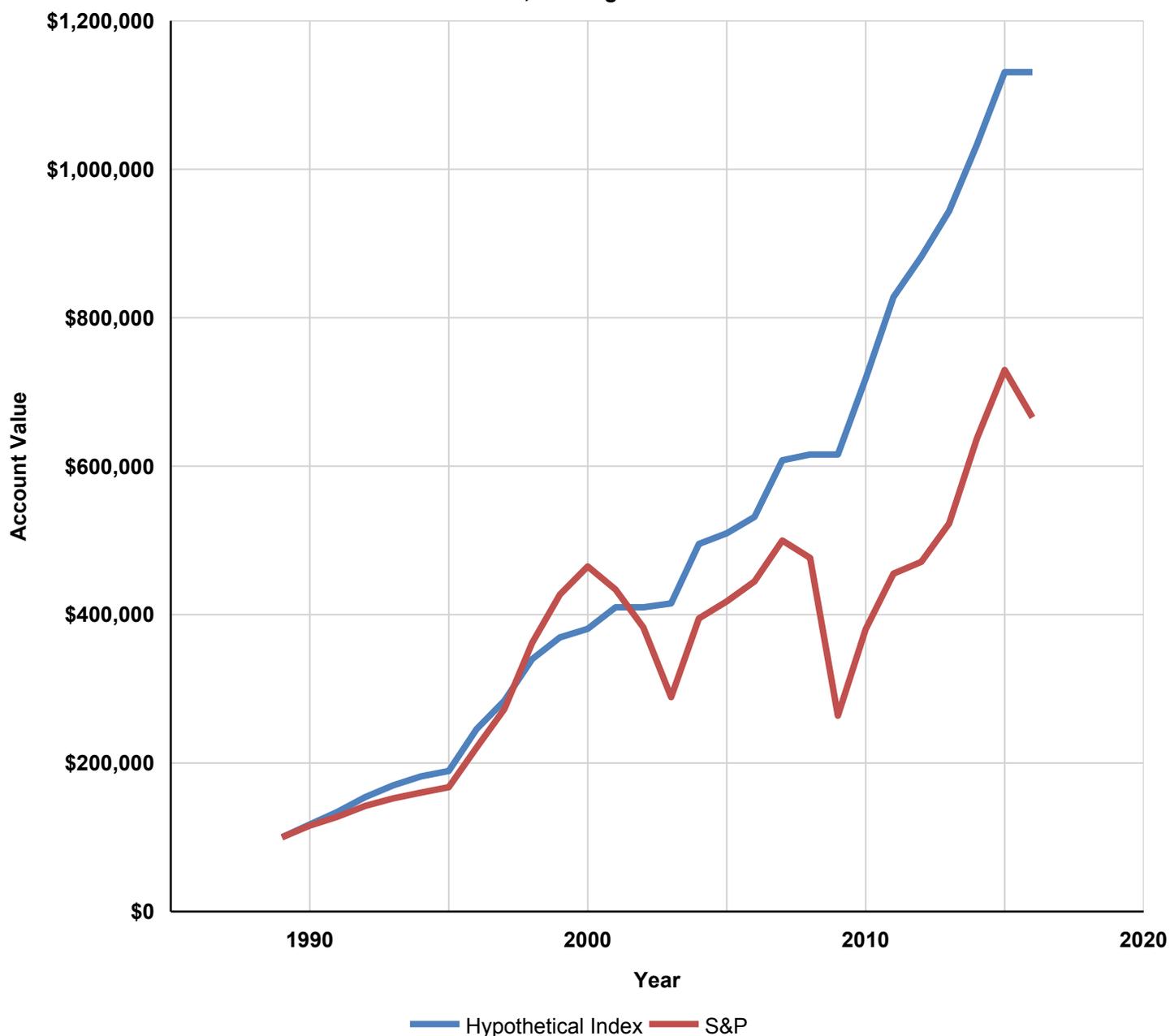


The index values do not reflect dividends payable on the underlying stocks, any underlying fees or charges in any particular investment. Due to the overlapping of data, the percentile rates given should not provide a direct level of confidence of future index performance. The actual consequences of a particular planning alternative will depend on many variables, some of which may not be fully accounted for in this presentation. This material does not constitute tax, legal or accounting advice. It is important to remember that these numbers are solely historical and do not and should not be used to predict future indexed performance. This calculator does not include a specific product's fees and charges that may occur. You should view a personalized illustration from a specific insurance company before deciding to purchase any indexed product from that company.

# HISTORICAL EFFECTS OF CASH ACCUMULATION

The graph below shows what would hypothetically happen if you were credited the returns each year for our hypothetical index, as well as the S&P 500. Keep in mind that this is just one data point and in this report we looked at numerous situations. This graph does not include fees.

**S&P Versus Barclays US Dynamic Balanced Index Indexed Returns with no Cap and a 0% Floor and a Participation Rate of 130%, Starting From 3/2/1989**



# Disclosures

Projections and information in this report regarding potential outcomes are hypothetical and are not intended to reflect actual results nor guarantee future results. Results may be more or less favorable due to uncontrollable future data such as investment returns, inflation rates, tax rates and product expenses.

Please review all of the inputs and assumptions made in this report for accuracy. If you see the need to change these assumptions or have corrections, let me know and the report will be updated.

Some tax deferred and tax-exempt financial vehicles have limits on the amount that can be funded into an account or ages that there are penalties for withdrawing or not withdrawing funds. This report assumes that the same amount that can be added or withdrawn from the IUL policy can be added or withdrawn with the alternatives without penalty and that may not be the case. For the tax deferred account we are assuming the income necessary is equal to the IUL income plus the amount taxed at the marginal tax rate. All taxes shown are assumed to be the marginal tax rates and are merely hypothetical.

Any historical returns from an index is done so excluding dividends. Although we are assuming that other investment vehicles are having returns from an index you are not able to invest in an index.

This report is not valid unless accompanied by a personalized insurance carrier illustration from that specific insurance company. Past performance does not guarantee future results. The content of this report is not intended to provide legal, tax or accounting advice. Please consult your tax advisor for specific tax advice.

The information presented is not securities related and the topics presented do not participate in the stock market nor are stock market investments. Any guarantees are backed by the claims paying ability of the insurance company and are subject to change. The real life cases presented are for informational purposes for illustrative purposes only. They should not be deemed a representation of past or guarantee future results. The cases do not represent any specific product, nor does it reflect sales charges or other expenses that may be required for some policies. No representation is made as to the accurateness of the analysis.