



Insurance Insiders: What Most Insurance Agents Don't Want You To Know

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- ④ The Challenge With The Life Insurance Industry

- ④ Red Flags in the Life Insurance Industry
 - Intangibles – Behavior
 - Tangibles – Policy Design, Processes and Procedures
 - Examples and Impact

- ④ Service Expectations
 - Meaningful Annual Reviews and Policy Maintenance
 - Periodic Market Studies
 - Exit and Modification Analysis when needed



WEALTHPOINT – AREAS OF PRACTICE

🌀 Insurance Advisory Services

- 32 People, 4 Locations, Attorneys, CPA's and Planners on staff
- Help Advisors deliver value to clients by providing high-level insurance analysis and objective market studies to a given objective
- Niche specialists in various high-end insurance areas
 - Affluent Families and Businessowners
 - Complex Family Groups and Ultra-Affluent Families
 - Private Placement Life Insurance
 - Retirement Asset Maximization Plan
 - Annuity Analysis

🌀 Business Advisory Services

- Help Businessowners gain clarity on how they want their lives to play out and how to get their entity to feed that vision
- Help Businessowners to understand, evaluate and stress test various succession options and to optimize the value of the business



LIFE INSURANCE INDUSTRY – MISALIGNED SYSTEMS

⊗ How it usually is:

- Sales System – Direct to Clients
- Very little collaboration with other professionals
- Multiple Conflicts of Interest
- Often Fully Commissionable Policies
- Very little disclosure, if any
- Very little service after sale is made

⊗ How it should be:

- Operate through Fiduciary Advisors
- Collaborate with other professionals
- Reduced Conflicts of Interest
- Blend policies for efficiency whenever possible
- Meaningful Annual Reviews and regular policy maintenance



Ⓢ Product Pitches

- Leading with Product before deep discovery and identification of goals
- Solutions looking for problems

Ⓢ Market Limitations

- Same carrier again and again for different situations
- Same type of policy again and again for different situations
- Lack of licensing
- Formal Underwriting Only

Ⓢ Lack of Transparency

- Unwillingness to share carrier illustrations
- Unwillingness to disclose compensation on various insurance designs

Ⓢ Lack of Collaboration

- Discouraging or Limiting Advice from Advisors, CPA's, Attorney's, etc.
- Communicating with client without involving other advisors



- ⊗ Planning Assumptions
 - Maximum Illustrated Rate
 - All loans/Variable Loan Rate Assumptions when showing Income

- ⊗ Overly Enthusiastic or Negative on a Type of Product
 - Whole Life
 - IUL

- ⊗ Solution is Always a New Policy



Blending

- ④ Majority of permanent policies are not blended

- ④ The majority of permanent/cash value policies can be drastically improved (20-30% improvement) by moving to another policy that is blended
 - Improvements can result in:
 - Reduced premiums
 - Higher cash values
 - More income
 - Greater flexibility



WHAT IS BLENDING?

- *Compensation is a subjective element of policy design**

Base or basic face amount = fully commissionable

Supplemental or annual renewable term rider = no sales charges/compensation

- *We disclose all insurance product compensation*

- *We proactively reduce compensation via blending when and if appropriate*

Blending factors include age, complexity and total death benefit

Our compensation will be commensurate with the current and future value provided to your client



** Not all permanent products allow blending. Percentage of blend depends on age, complexity and total death benefit.*



HOW TO TELL IF A POLICY IS BLENDED

- ⊗ Fully commissionable policy – not blended

Annual Policy Review

06/19/2021 through 06/19/2022

Coverage Summary

Death Benefit

Benefit Amount

Base Face Coverage

\$24,284,090.00

Total Death Benefit

\$24,284,090.00

Your Death Benefit Option under this policy is **Level**. This means the base death benefit is equal to the Face Amount of this policy.



HOW TO TELL IF A POLICY IS BLENDED

⊗ Blended policy example

Total Death Benefit:		\$5,067,984.51
Base Policy Death Benefit:	\$1,275,223.00	
Paid-Up Additions Dividends Death Benefit:	\$0.00	
Enhanced Permanent Paid-Up Additions Death Benefit:	\$1,242,315.51	
Flexible Protection Rider Death Benefit:	\$2,550,446.00	



EXAMPLE OF BLENDING

		No Blend						Maximum Blend					
		Pacific Life Ins. Co.						Pacific Life Ins. Co.					
		93						93					
		Select VIII						Select VIII					
		\$100,000 for 20						\$100,000 for 20					
		Variable						Variable					
		Cash						Cash					
		Death						Death					
		Benefit						Benefit					
		IRR						IRR					
EOY	Year	Annual	Annual	Account	Cash	Death	Death	Annual	Annual	Account	Cash	Death	Death
Age		Outlay	Distribution	Value	Surrender	Benefit	Benefit	Outlay	Distribution	Value	Surrender	Benefit	Benefit
			Net of Tax		Value		IRR		Net of Tax		Value		IRR
46	1	\$100,000						\$100,000					
47	2	\$100,000						\$100,000					
48	3	\$100,000						\$100,000					
49	4	\$100,000						\$100,000					
50	5	\$100,000						\$100,000					
55	10	\$100,000					23.04%	\$100,000					23.04%
60	15	\$100,000		\$1,843,751	\$1,843,751	\$4,212,266	12.10%	\$100,000		\$2,229,990	\$2,229,990	\$4,718,825	13.36%
65	20	\$100,000		\$3,078,857	\$3,078,857	\$5,447,372	8.81%	\$100,000		\$3,604,211	\$3,604,211	\$6,093,046	9.73%
66	21		\$277,718	\$2,988,432	\$2,988,432	\$5,356,947	8.45%	\$323,114	\$3,500,336	\$3,500,336	\$5,989,171	9.33%	
67	22		\$277,718	\$2,899,285	\$2,899,285	\$3,450,150	5.42%	\$323,114	\$3,397,056	\$3,397,056	\$4,042,497	6.60%	
68	23		\$277,718	\$2,805,836	\$2,805,836	\$3,310,886	5.37%	\$323,114	\$3,288,683	\$3,288,683	\$3,880,646	6.48%	
69	24			\$2,708,368	\$2,708,368	\$3,168,790	5.32%		\$3,175,487	\$3,175,487	\$3,715,320	6.39%	
70	25			\$3,024,031	\$3,024,031		5.29%		\$3,546,677	\$3,546,677		6.32%	
71				\$2,775,807	\$2,775,807		5.27%		\$3,73,837	\$3,73,837		6.26%	
72				\$2,000,173	\$2,000,173		5.25%		\$2,974	\$2,974		6.22%	
73				\$2,546,357	\$2,546,357		5.23%		\$2,025,621	\$2,025,621		6.19%	
74	29			\$2,386,262	\$2,386,262		5.23%		\$2,832,235	\$2,832,235		6.16%	
75	30			\$2,015,070	\$2,015,070	\$2,212,311	5.22%		\$2,366,759	\$2,366,759	\$2,622,458	6.12%	
80	35		\$277,718	\$1,221,760	\$1,221,760	\$1,401,214	5.34%	\$323,114	\$1,440,323	\$1,440,323	\$1,669,737	6.17%	
85	40		\$277,718	\$123,602	\$123,602	\$335,588	5.41%	\$323,114	\$157,031	\$157,031	\$426,328	6.21%	
89	44			\$27,642	\$27,642	\$253,986	5.35%		\$22,719	\$22,719	\$309,637	6.14%	
90	45			\$27,800	\$27,800	\$259,214	5.34%		\$19,982	\$19,982	\$313,193	6.14%	
95	50			\$23,378	\$23,378	\$75,030	5.26%		\$0	\$0	\$65,320	6.05%	
100	55			\$14,919	\$14,919	\$72,538	5.26%		\$0	\$0	\$73,006	6.05%	
105	60			\$0	\$0	\$64,232	5.25%		\$0	\$0	\$81,598	6.05%	
110	65			\$0	\$0	\$71,791	5.25%		\$0	\$0	\$91,200	6.05%	
120	75			\$0	\$0	\$89,682	5.25%		\$0	\$0	\$113,927	6.05%	
Total at LE:		\$2,000,000	\$5,554,360					\$2,000,000	\$6,462,280				

Comp: \$112,200

Comp: \$23,032

Yr 1 Value: \$0

Yr 1 Value: \$79,025

Income: \$277,718

Income: \$323,114

EXAMPLE OF BLENDING

Premium Solve, Male Age 65, Standard Rating
\$5,000,000 Death Benefit
Solving for 20-Pay Premium to Age 120*

Year	100% Base (Commissionable Target Premium \$252,050)			50/50 Blend (Commissionable Target Premium \$126,025)			WP Maximum Blend (20/80) (Commissionable Target Premium \$50,410)		
	Cash Outlay	Cash Surrender Value	Annual Agent Compensation	Cash Outlay	Cash Surrender Value	Annual Agent Compensation	Cash Outlay	Cash Surrender Value	Annual Agent Compensation
1	\$160,702	\$0	\$160,702	\$140,818	\$0	\$126,469	\$128,887	\$54,974	\$52,764
2	\$160,702	\$0	\$93,429	\$140,818	\$91,418	\$4,225	\$128,887	\$151,419	\$3,867
3	\$160,702	\$85,695	\$4,821	\$140,818	\$186,276	\$4,225	\$128,887	\$246,623	\$3,867
4	\$160,702	\$178,936	\$4,821	\$140,818	\$280,838	\$4,225	\$128,887	\$341,976	\$3,752
5	\$160,702	\$273,162	\$4,821	\$140,818	\$377,191	\$4,225	\$128,887	\$439,606	\$2,578
10	\$160,702	\$770,878	\$4,821	\$140,818	\$901,466	\$2,816	\$128,887	\$979,810	\$2,578
20	\$160,702	\$2,859,130	\$3,214	\$140,818	\$2,859,152	\$2,816	\$128,887	\$2,859,134	\$2,578
Totals:	\$3,214,040		\$333,974	\$2,816,360		\$191,173	\$2,577,740		\$105,498
30	\$0	\$3,601,404	\$0	\$0	\$3,601,493	\$0	\$0	\$3,601,419	\$0
40	\$0	\$4,213,973	\$0	\$0	\$4,214,955	\$0	\$0	\$4,214,138	\$0

\$228,476 more in product compensation is paid in the 100% Base illustration vs. Maximum Blend design
Same carrier, product and assumptions – different case design and blending philosophy

An all base design is **25%** more expensive, or **\$636,300** more in premiums versus a maximum blend design

\$160,702 buys **\$6,238,134** in a maximum blend design instead of \$5,000,000

Provides for **25%** more death benefit over an all base design



Formal vs. Informal Underwriting

UNDERWRITING IMPACT

Typical Agent Process/Formal	Informal Light	Family Office Process/Informal
Choose carrier based on Assumptions	Request Medical Records	Request and Audit Medical Records
Client Complete Exam	Client Complete Exam	Client Interview – Reconcile Med Records
Complete Formal Application	Submit to Carriers for Informal Offers	Client Complete Exam
Carrier orders and reviews medical records	Negotiate for Best Offers	Physician Interview – Chief Underwriter
Hope for the best offer	Submit formal application to chosen carrier	Identify gaps in client and physician view of health history
Start the whole process over if needed		Request clarification from Physician if necessary
		Craft detailed underwriting information letter
		Submit to Carriers for informal offers
		Negotiate for best offers
		Submit formal application to chosen carrier

EXAMPLE OF UNDERWRITING OFFERS

Carrier	Offer
American General	Table B
AXA	Standard NT
John Hancock	Preferred NT
Lincoln	Preferred NT
Mass Mutual	Standard NT
Nationwide	Preferred NT
New York Life	Standard NT
Pacific Life	Preferred NT
Penn Mutual	Preferred Plus
Protective	Standard NT
Prudential	Nonsmoker Plus
Securian	Table B
Symetra	Preferred NT
Zurich	Standard NT



Effect on Premium

	Premium	Cumulative Cost Yr 20
Preferred NT	\$73,850	\$1,477,000
Standard NT	\$108,183	\$2,163,660

Effect on Cash Value

	Premium	Cash Value Year 20
Preferred NT	\$100,000	\$2,789,557
Standard NT	\$100,000	\$2,617,380

**Premium Savings of
\$686,660!**

**\$172,177 of Improved
Cash Value!**

1 – 45 year old, \$10,000,000 death benefit, premium solve to age 100 for lifetime coverage
2 – 45 year old, Minimum Allowable Level Death Benefit \$5,825,000, \$100,000 for 20 years



COLLABORATIVE PLANNING EXAMPLES

- ④ Advisor onboards a client and they have existing insurance policies or annuities
 - Ideally, Insurance advisor is willing to:
 - Review and summarize what they have
 - Help with conversation to establish objectives
 - Brainstorm in collaboration with other advisors and bring creative solutions to add value
 - Help to quantify and validate solutions using other advisors' assumptions where applicable

- ④ A client is being pitched something from another insurance agent or has questions on a concept
 - Review and summarize what they're being shown
 - Provide risk assessment on assumptions being made
 - Stress test and quantify realistic scenarios

- ④ You want to learn more about a concept or strategy
 - A Non-Salesy Educational Environment

Trust is Key to All of This!



Benchmarking and Product Assumptions

INDEX RATE OF RETURN ASSUMPTIONS

		December to December			
		S&P 500 ¹	S&P 500 ²	Pt-Pt Index ³	Pt-Pt Index ³
From	To	1-Year Return	1-Year Return	1-Year Return	10-yr Rolling
1982	1983	22.56%	17.27%	10.00%	
1983	1984	6.27%	1.41%	1.41%	
1984	1985	31.73%	26.33%	10.00%	
1985	1986	18.67%	14.62%	10.00%	
1986	1987	5.26%	2.03%	2.03%	
1987	1988	16.16%	12.40%	10.00%	
1988	1989	31.69%	27.25%	10.00%	
1989	1990	-3.10%	-6.56%	0.00%	
1990	1991	30.46%	26.31%	10.00%	
1991	1992	7.62%	4.46%	4.46%	6.79%
1992	1993	10.07%	7.06%	7.06%	6.50%
1993	1994	1.32%	-1.53%	0.00%	6.35%
1994	1995	37.58%	34.11%	10.00%	6.35%
1995	1996	22.96%	20.26%	10.00%	6.35%
1996	1997	33.36%	31.08%	10.00%	7.15%
1997	1998	28.58%	26.66%	10.00%	7.15%
1998	1999	21.04%	19.53%	10.00%	7.15%
1999	2000	-9.10%	-10.14%	0.00%	7.15%
2000	2001	-11.89%	-13.04%	0.00%	6.15%
2001	2002	-22.10%	-23.37%	0.00%	5.71%
2002	2003	28.68%	26.38%	10.00%	6.00%
2003	2004	10.88%	8.99%	8.99%	6.90%
2004	2005	4.91%	3.00%	3.00%	6.20%
2005	2006	15.79%	13.61%	10.00%	6.20%
2006	2007	5.49%	3.52%	3.52%	5.55%
2007	2008	-36.99%	-38.48%	0.00%	4.55%
2008	2009	26.46%	23.45%	10.00%	4.55%
2009	2010	15.06%	12.78%	10.00%	5.55%
2010	2011	2.11%	0.02%	0.02%	5.55%
2011	2012	16.03%	13.41%	10.00%	6.55%
2012	2013	32.39%	29.60%	10.00%	6.55%
2013	2014	13.69%	11.39%	10.00%	6.65%
2014	2015	1.38%	-0.72%	0.00%	6.35%
2015	2016	11.96%	9.54%	9.54%	6.31%
2016	2017	21.83%	19.42%	10.00%	6.96%
2017	2018	-4.38%	-6.23%	0.00%	6.96%
2018	2019	31.48%	28.87%	10.00%	6.96%
2019	2020	18.39%	16.26%	10.00%	6.96%
2020	2021	27.02%	18.40%	10.00%	7.95%
2021	2022	-17.29%	-15.93%	0.00%	6.95%
	High	37.58%	34.11%	10.00%	7.95%
	Low	-36.99%	-38.48%	0.00%	4.55%
	Average	12.60%	9.84%	6.50%	6.42%
	Actual Average ⁴	11.22%	8.55%	6.44%	6.36%
	Standard Deviation	16.59%	15.86%	4.41%	0.73%

Pacific Life - Horizon SIUL (1 Yr Indexed)

Indexed accounts are intended to optimize the potential of capturing the upside of the market, while protecting against the exposure to loss. They do this by offering a maximum and minimum earnings: "collar" (cap and floor).

Current Floor Rate:	0.00%	Current Cap Rate:	10.00%
Current Participation Rate:	100.00%	Current Spread Rate:	0.00%
		Asset Charge:	-

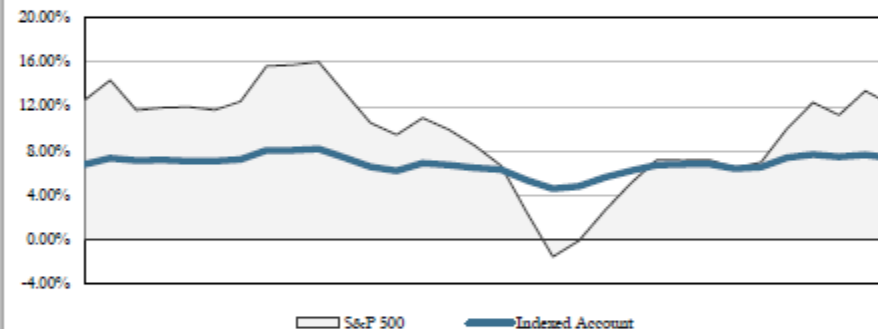
WealthPoint Recommended Rate: 5.70%

⁴ The WP recommended rate is determined by reducing the 20-Year Rolling average by 2 standard deviations. This is to give us a 95% probability of achieving the illustrated rate of return, long term.

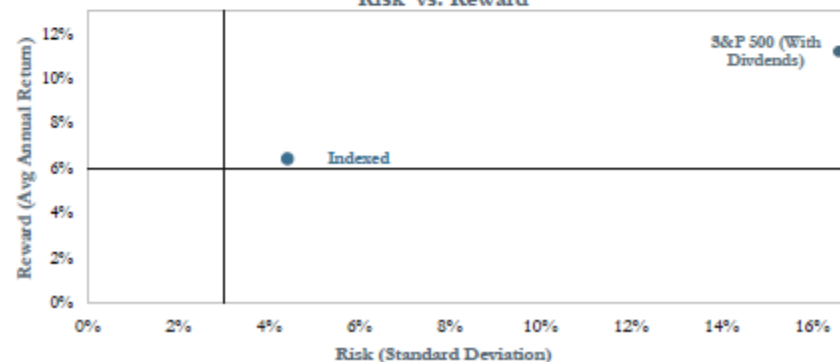
Performance of Rolling Periods -- 12 Annual segments; Jan 1982 to Dec 2022

	Lowest	Highest	Average	Standard Deviation	Recommended Rate: 5.70%
5-Year Rolling	2.24%	10.00%	6.85%	1.55%	80th Percentile
10-Year Rolling	3.38%	9.23%	6.81%	1.00%	87th Percentile
15-Year Rolling	5.10%	8.49%	6.72%	0.71%	92nd Percentile
20-Year Rolling	5.55%	8.10%	6.65%	0.50%	99th Percentile

10 -Year Rolling Returns



Risk vs. Reward



INDEXED VS. VARIABLE LOANS

	Indexed Universal Life					Indexed Universal Life				
	Penn Mutual Life Ins. Co.					Penn Mutual Life Ins. Co.				
	93					93				
	Accumulation IUL					Accumulation IUL				
	Standard Loans					Variable Loans				
	Preferred Non-Tobacco					Preferred Non-Tobacco				
	Medical Underwriting Complete					Medical Underwriting Complete				
	5.80%					5.80%				
	EOY	Age	Income	Equivalent	IRR	Income	Equivalent	IRR	IRR	IRR
51										
52										
53										
54	4									
55	5									
56	6									
57	7		\$729,994	\$700,666	\$2,131,469	28.18%	43.36%			
58	8		\$867,793	\$844,781	\$2,269,268	23.02%	35.42%			
59	9		\$1,013,592	\$988,252	\$2,415,067	19.36%	29.78%			
60	10		\$1,169,289	\$1,140,289	\$2,569,289	16.66%	25.63%			
61	11		\$1,334,711	\$1,304,711	\$2,731,711	14.66%	22.55%			
62	12		\$1,508,711	\$1,478,711	\$2,901,711	13.02%	20.16%			
63	13		\$1,690,711	\$1,660,711	\$3,078,711	11.66%	18.28%			
64	14		\$1,880,711	\$1,850,711	\$3,261,711	10.50%	16.77%			
65	15		\$2,078,711	\$2,048,711	\$3,451,711	9.50%	15.56%			
66	16		\$2,284,711	\$2,254,711	\$3,648,711	8.60%	14.03%			
67	17		\$2,498,711	\$2,468,711	\$3,852,711	7.80%	12.60%			
68	18		\$2,720,711	\$2,690,711	\$4,063,711	7.10%	11.30%			
69	19		\$2,950,711	\$2,920,711	\$4,281,711	6.50%	10.10%			
70	20		\$3,188,711	\$3,158,711	\$4,507,711	6.00%	9.00%			
71	21		\$3,435,711	\$3,405,711	\$4,741,711	5.60%	8.00%			
72	22		\$3,690,711	\$3,660,711	\$4,983,711	5.30%	7.20%			
73	23		\$3,953,711	\$3,923,711	\$5,234,711	5.00%	6.50%			
74	24		\$4,225,711	\$4,195,711	\$5,494,711	4.80%	5.90%			
75	25		\$4,506,711	\$4,476,711	\$5,763,711	4.60%	5.40%			
76	26		\$4,796,711	\$4,766,711	\$6,041,711	4.50%	5.00%			
77	27		\$5,095,711	\$5,065,711	\$6,328,711	4.40%	4.70%			
78	28		\$5,403,711	\$5,373,711	\$6,624,711	4.30%	4.50%			
79	29		\$5,720,711	\$5,690,711	\$6,929,711	4.20%	4.40%			
80	30		\$6,047,711	\$6,017,711	\$7,243,711	4.10%	4.30%			
81	31		\$6,384,711	\$6,354,711	\$7,566,711	4.00%	4.20%			
82	32		\$6,731,711	\$6,701,711	\$7,898,711	3.90%	4.10%			
83	33		\$7,088,711	\$7,058,711	\$8,239,711	3.80%	4.00%			
84	34		\$7,455,711	\$7,425,711	\$8,589,711	3.70%	3.90%			
85	35		\$7,832,711	\$7,802,711	\$8,948,711	3.60%	3.80%			
86	36		\$8,219,711	\$8,189,711	\$9,316,711	3.50%	3.70%			
87	37		\$8,616,711	\$8,586,711	\$9,693,711	3.40%	3.60%			
88	38		\$9,023,711	\$8,993,711	\$10,079,711	3.30%	3.50%			
89	39		\$9,440,711	\$9,410,711	\$10,474,711	3.20%	3.40%			
90	40		\$9,867,711	\$9,837,711	\$10,878,711	3.10%	3.30%			
95	45		\$148,883	\$148,883	\$271,852	5.32%	8.18%			
100	50		\$178,110	\$178,110	\$194,699	5.26%	8.10%			
105	55		\$237,133	\$237,133	\$259,539	5.27%	8.10%			
110	60		\$313,561	\$313,561	\$343,823	5.27%	8.10%			
120	70		\$535,187	\$535,187	\$590,376	5.27%	8.11%			
Total at LE:			\$1,500,000	\$4,254,000						
CSV/\$1035:			\$0							

Income:
\$212,700

Loan Regime:
Withdraw to
Basis, then
Fixed Loans

Income:
\$239,256

Loan Regime:
Variable Loans
for Life of
Policy

Higher Risk
of Lapse



Service Expectations

The Pulse of the Policy

- Annual review...every year!
- Benchmark policy against “as issued” illustration
- Make minor adjustments before major problems exist
- Quarterly performance review for variable policies
- Communicate to all stakeholders



PULSE OF THE POLICY – SAMPLE

Policy Information

Policy #	1112345
Insured	John and Debbie Smith
Owner	J and D Smith ILIT
Beneficiary	J and D Smith ILIT
Underwriting Class	Standard NT/Preferred Plus NT
Death Benefit	\$10,000,000
Carrier	Penn Mutual Life Ins. Co.
Product	Survivorship Plus Select IUL
Issue Date	11/23/2020
Policy Year	4

Premium Details

Planned Premium	N/A
Premium Mode	Annual
Next Premium Due Date	N/A
Premiums Paid to Date	\$1,656,500.00
Policy Cost Basis	\$1,656,500.00

Original Plan & Purpose

The policy was designed for the purpose of estate liquidity. It features total premiums of \$1M in year one, and \$656K in year two. This is done to support a level death benefit of \$10M through Debbie's age 104. Original illustrations assumed an indexed rate of return of 4.80%

Carrier Comdex Rating

The Comdex rating for Penn Mutual Life Ins. Co. is 96.

Comdex ratings are the average percentile ranking of all the ratings received by a company on a scale of 1 to 100 of where the company ranks among approximately 1,100 companies that have been rated.

*The original policy and illustration should be referenced for additional detail.

Policy Performance

Beginning of Year Account Balance	\$856,051.73
Premium	\$656,500.00
Policy Charges	\$ (88,252.66)
Interest Credited	\$76,362.53
End of Year Account Balance	\$1,500,661.60

The annual return for this policy was 5.36%.

Illustrated Performance

Premiums Paid as Planned	Yes
Last Premium Amount Paid	\$656,500.00
Date of Last Premium	1/11/2023
Current Projected Lapse	Year 50
Action Required	No

Index Allocation	Allocation	Value
1 Yr S&P 500 Indexed Account	100.00%	\$1,501,667.92
Total	100.00%	\$1,501,667.92

Index growth rates are determined by tracking an underlying stock index. A minimum crediting rate, floor, will protect policy principal from losing money due to negative market performance. A maximum crediting rate, cap, will limit the upside potential.

Recommendations & Next Steps

The policy is performing as expected. It is recommended to continue paying premiums as scheduled.



ILLUSTRATION ANALYSIS

		Original Plan Design				Current In-Force			
		5/13/2021				1/23/2024			
Date Run		2-Pay - Level Death Benefit				In Force			
Design		<i>Indexed: 4.80%</i>				<i>Indexed: 4.80%</i>			
Rate of Return		Cash				Cash			
EOY	Year	Annual Outlay	Account Value	Surrender Value	Death Benefit	Annual Outlay	Account Value	Surrender Value	Death Benefit
62/55	1	\$1,000,000	\$861,850	\$775,638	\$10,000,000	\$1,000,000			
63/56	2	\$656,500	\$1,507,359	\$1,430,631	\$10,000,000	\$0			
64/57	3		\$1,543,979	\$1,476,734	\$10,000,000	\$656,500			
65/58	4		\$1,582,406	\$1,524,644	\$10,000,000		\$1,536,364	\$1,478,602	\$10,000,000
66/59	5		\$1,622,632	\$1,574,353	\$10,000,000		\$1,574,470	\$1,526,191	\$10,000,000
67/60	6		\$1,703,518	\$1,664,723	\$10,000,000		\$1,652,958	\$1,614,162	\$10,000,000
68/61	7		\$1,788,273	\$1,758,961	\$10,000,000		\$1,735,074	\$1,705,762	\$10,000,000
69/62	8		\$1,877,188	\$1,857,359	\$10,000,000		\$1,821,212	\$1,801,383	\$10,000,000
70/63	9		\$1,970,323	\$1,959,978	\$10,000,000		\$1,911,422	\$1,901,076	\$10,000,000
71/64	10		\$2,068,327	\$2,068,327	\$10,000,000		\$2,006,348	\$2,006,348	\$10,000,000
72/65	11		\$2,180,846	\$2,180,846	\$10,000,000		\$2,115,448	\$2,115,448	\$10,000,000
73/66	12		\$2,299,217	\$2,299,217	\$10,000,000		\$2,230,179	\$2,230,179	\$10,000,000
74/67	13		\$2,423,585	\$2,423,585	\$10,000,000		\$2,350,702	\$2,350,702	\$10,000,000
75/68	14		\$2,554,053	\$2,554,053	\$10,000,000		\$2,477,108	\$2,477,108	\$10,000,000
76/69	15		\$2,690,569	\$2,690,569	\$10,000,000		\$2,609,331	\$2,609,331	\$10,000,000
81/74	20		\$3,463,536	\$3,463,536	\$10,000,000		\$3,356,773	\$3,356,773	\$10,000,000
86/79	25		\$4,370,596	\$4,370,596	\$10,000,000		\$4,229,066	\$4,229,066	\$10,000,000
91/84	30		\$5,341,966	\$5,341,966	\$10,000,000		\$5,149,001	\$5,149,001	\$10,000,000
96/89	35		\$6,214,444	\$6,214,444	\$10,000,000		\$5,930,531	\$5,930,531	\$10,000,000
97/90	36		\$6,360,904	\$6,360,904	\$10,000,000		\$6,049,285	\$6,049,285	\$10,000,000
98/91	37		\$6,492,691	\$6,492,691	\$10,000,000		\$6,148,124	\$6,148,124	\$10,000,000
99/92	38		\$6,607,304	\$6,607,304	\$10,000,000		\$6,223,107	\$6,223,107	\$10,000,000
100/93	39		\$6,702,283	\$6,702,283	\$10,000,000		\$6,269,926	\$6,269,926	\$10,000,000
101/94	40		\$6,774,007	\$6,774,007	\$10,000,000		\$6,282,453	\$6,282,453	\$10,000,000
102/95	41		\$6,817,122	\$6,817,122	\$10,000,000		\$6,251,868	\$6,251,868	\$10,000,000
107/100	46		\$6,286,181	\$6,286,181	\$10,000,000		\$4,895,106	\$4,895,106	\$10,000,000
110/103	49		\$4,382,709	\$4,382,709	\$10,000,000		\$1,441,003	\$1,441,003	\$10,000,000
112/105	51		\$1,010,737	\$1,010,737	\$10,000,000				
		As Illustrated, Policy Lapses Year 52				As Illustrated, Policy Lapses Year 50			
Premium to LE:		\$1,656,500				\$1,656,500			
Paid Premium:		\$1,656,500				\$1,656,500			



INSURANCE VERIFICATION STUDY (IVS)

Insurance Verification Study

- Comprehensive review and market study every 5 years
- Reconfirm planning objectives
- Get updated analysis of health and obtain informal offers based on current health
- Create credible baseline and benchmark against existing policy design
- Produce comprehensive “fiduciary quality” report for policy owner



🕒 **IVS Exit Analysis**

- Analysis of exit options modifying or discontinuing coverage
 - Stay the course
 - Policy restructure
 - Policy replacement
 - Premium holiday
 - Death benefit reduction
 - Reduced paid-up
 - Surrender for cash value
 - Cost basis recovery
 - Life settlement
 - Gift to charity



Fee-Based Insurance Options

Private Placement Life Insurance (PPLI) & VUL

- Non-Commissionable Products
- Low to No Surrender Charges
- Designed for Cash Accumulation
- Asset Manager Retains Control of Assets



Know your story.[®]