



BIRDSEYE FINANCIAL
INSURANCE - INVESTMENTS - PLANNING
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YOUR PERSONAL
WEALTH
REPORT

Report as of: Jun 06, 2022

Prepared for: Valued Client
Prepared by: Corbin Lindsey

A MESSAGE FROM YOUR ADVISOR



Dear Valued,

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,

Corbin Lindsey
Birdseye Financial, LLC

Corbin Lindsey

Financial Advisor

Ph: (360)722-7889

corbin@birdseyefinancial.com

<https://www.birdseyefinancial.com/>

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.

YOUR PERSONAL WEALTH REPORT SUMMARY

KEY ASSUMPTIONS

Age: 45

Income Distribution Age: 65

Annual Contribution: \$25,000*

Lifetime Investment: \$375,000

Working/Retirement Tax Rate: 22%/ 28%

IUL Interest Rate: 5.64%

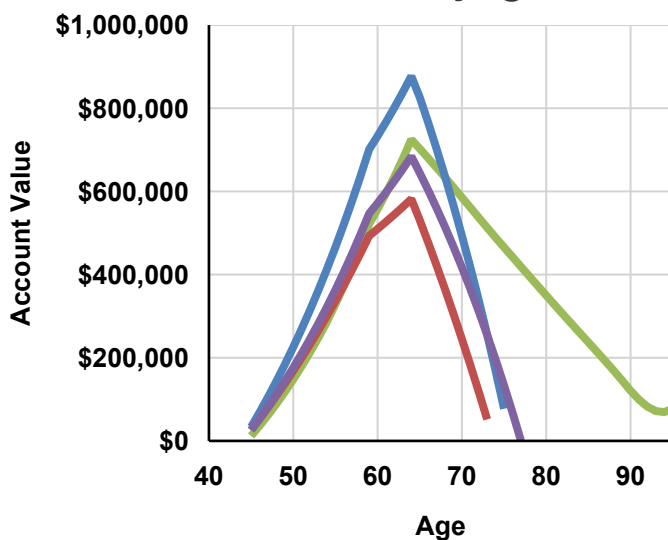
		Interest Rate	Expense Percent
	Indexed Universal Life (IUL)	5.64%	Included in report
	Taxable	5.64%	1%
	Tax Deferred	5.64%	1%
	Tax-Exempt	5.64%	1%

A hypothetical historical report showed that in a typical scenario an IUL has an average return of **5.46 %** annually or greater. With IUL having a floor of **0%**, you don't participate in the negative losses of that index.

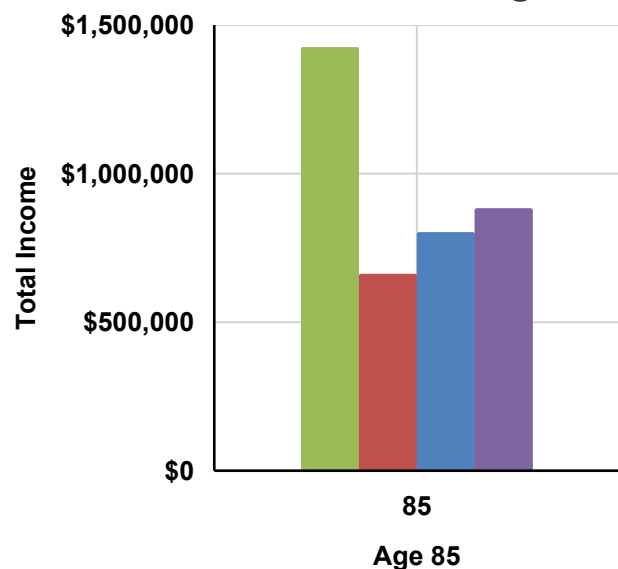
KEY TAKEAWAYS - \$67,878 ANNUAL RETIREMENT INCOME

Values at Age 85								
		Total Income	Death Benefit	Total Benefit	Total Fees	Total Taxes	Cumulative Fees	Age You Run Out of Money
	IUL	\$1,425,438	\$361,831	\$1,787,269	\$165,976	\$0	\$165,976	Never
	Taxable	\$662,524	\$	\$662,524	\$91,585	\$116,051	\$207,636	74
	Tax Deferred	\$802,311	\$	\$802,311	\$144,346	\$304,758	\$449,104	76
	Tax-Exempt	\$882,947	\$	\$882,947	\$117,069	\$0	\$117,069	78

Account Value by Age



Cumulative Income at Age 85



IUL Taxable Tax-Deferred Tax-Exempt

*The tax deferred contributions are grossed up to account for the pre-taxed contributions. The equivalent annual contribution in this report is \$32,051.

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.

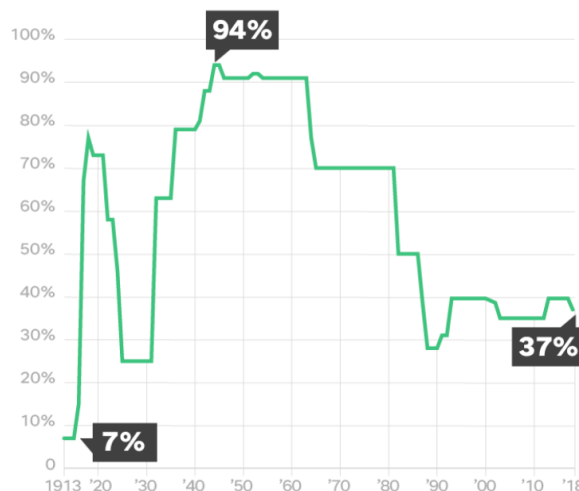
POTENTIAL RISKS TO CONSIDER DURING RETIREMENT



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.

Top federal income tax rate for individuals



SOURCE IRS, Tax Foundation



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.

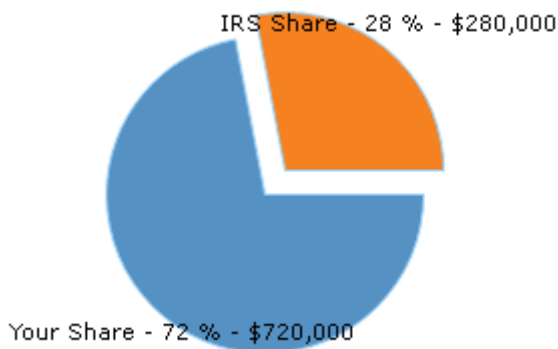


INFLATION RISK

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.

THE IMPACT OF POTENTIAL HIGHER FUTURE TAXES

When choosing between a taxable, tax deferred (such as 401(k)s or IRAs) or tax-free accounts it's important to examine key variables that will affect the potential outcomes. One of the biggest variables to consider is how taxation will impact your accounts growth, distribution and transfer. A common retirement vehicle used is a tax deferred account which defers both the income tax and income tax calculation.



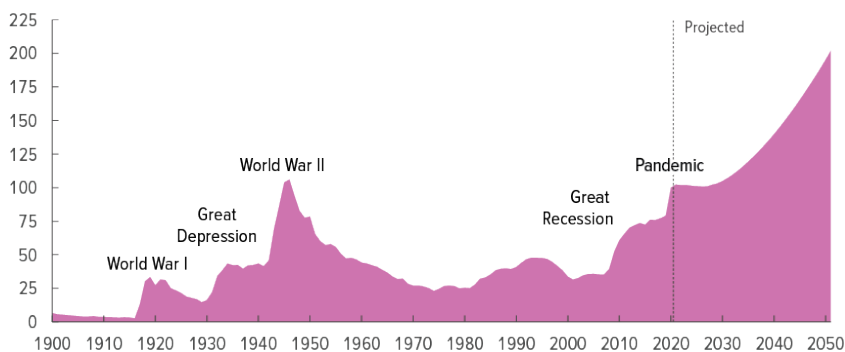
Tax-Deferred Account Balance at Retirement

Pre-Tax Account Value	22% TAX BRACKET		28% TAX BRACKET	
	Your Share	IRS Share	Your Share	IRS Share
\$1,000,000	\$780,000	\$220,000	\$720,000	\$280,000

Tax-Deferred Annual Retirement Income and Taxes

Tax Exempt Income	22% TAX BRACKET				28% TAX BRACKET			
	Equivalent Income	Annual Taxes	Retirement Taxes to 85	Income Runs Out	Equivalent Income	Annual Taxes	Retirement Taxes to 85	Income Runs Out
\$67,878	\$87,023	\$19,145	\$248,886	Age 79	\$94,275	\$26,397	\$343,161	Age 78

Percentage of Gross Domestic Product



The chart on the left shows the historical and projected US GDP to debt ratio. This chart is a gauge on a country's ability to pay off its debt. A high ratio, like 101%, means that a country may not be producing enough to pay off its debt. In CBO's projections, federal debt held by the public may reach 107% of GDP in 2031 and continue to climb.

*Source:

<https://www.cbo.gov/publication/57038>

WHERE DO YOU THINK TAX RATES ARE HEADED?





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 one or more external indexes. 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 5.64% assumed interest rate
- Taxable Account with 5.64% Growth and 1% Expense - Investors must pay tax on their investment income in the year it was received. An example is a savings account.
- Tax Deferred Account with 5.64% Growth and 1% 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 5.64% Growth and 1% 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 - 22%
- Assumed Retirement Marginal Tax Rate - 28%

IUL SUMMARY

\$1,425,438

TOTAL INCOME AGE 85

\$237,135

ACCOUNT VALUE AGE 85

\$361,831

DEATH BENEFIT 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.

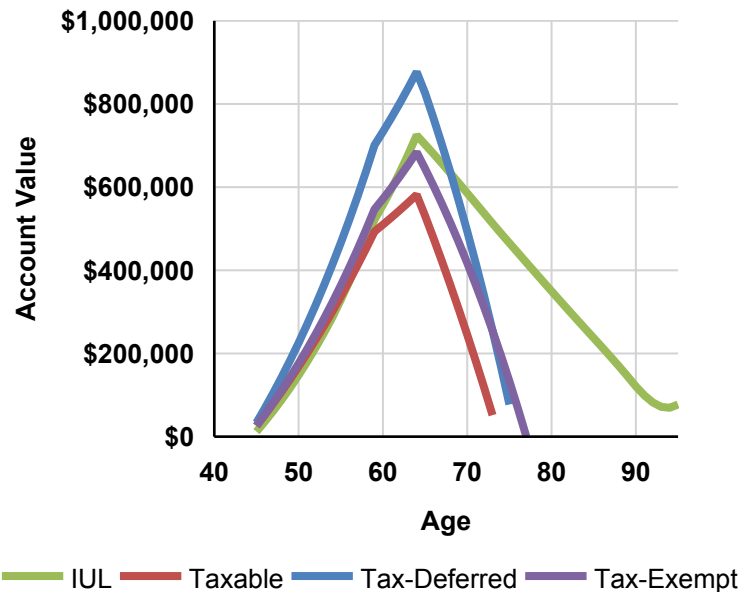
	Account or Cash Value			Total Income	Notes
	Age 65	Age 85	Age 95	Age 95	
IUL	\$702,651	\$237,135	\$77,298	\$2,104,218	Death Benefit @ 95 Is \$77,298
Taxable	\$531,143	\$	\$	\$662,524	Account Went to \$0 at Age 74
Tax Deferred Pre Tax	\$826,344	\$	\$	\$1,107,069	Account Went to \$0 at Age 76
Tax Deferred After Tax	\$644,548	\$	\$	\$802,311	
Tax-Exempt (2)	\$644,548	\$	\$	\$882,947	Account Went to \$0 at Age 78

ACCOUNT OR CASH VALUE BY AGE

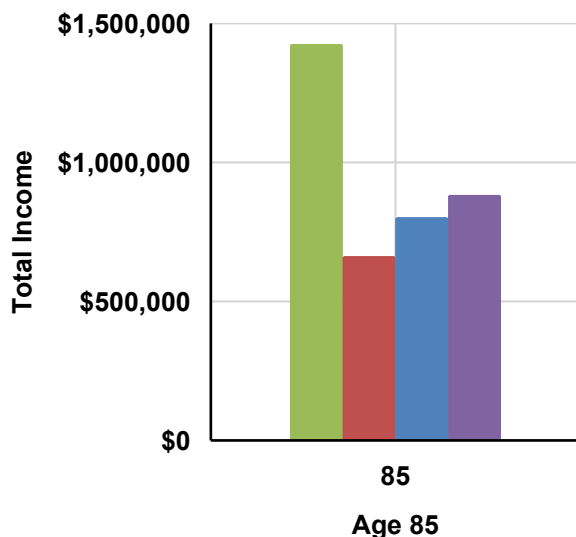
The illustration to the right shows you the projections of each account or available cash value by age. Available cash value is if you needed to liquidate the money for any circumstance.

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 65 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 85. As you can see, you will have \$1,425,438 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 \$361,831 which none of the other alternative accounts can offer you.

IUL VERSUS VARIOUS ALTERNATIVES

YEARLY BREAKDOWN

Age	Contribution	Indexed Universal Life Illustrated Policy Values				Taxable Acct. w/ 5.64% Growth & 1% Expense		Tax Deferred Acct. w/ 5.64% Growth & 1% Expense - After Tax Income \$67,878			Tax-Exempt Acct. w/ 5.64% Growth & 1% Expense	
		After Tax Policy Loan	Account Value	Available Cash 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
45	25,000	0	21,821	12,056	419,913	0	25,839	0	33,520	26,146	0	26,146
46	25,000	0	45,159	36,317	443,251	0	52,545	0	68,577	53,490	0	53,490
47	25,000	0	69,853	61,947	467,945	0	80,146	0	105,241	82,088	0	82,088
48	25,000	0	96,006	89,044	494,098	0	108,674	0	143,585	111,996	0	111,996
49	25,000	0	123,719	117,716	521,811	0	138,159	0	183,687	143,276	0	143,276
50	25,000	0	152,916	147,880	551,008	0	168,634	0	225,627	175,989	0	175,989
51	25,000	0	183,837	179,785	581,929	0	200,130	0	269,489	210,201	0	210,201
52	25,000	0	216,569	213,512	614,661	0	232,684	0	315,362	245,982	0	245,982
53	25,000	0	251,198	249,148	649,290	0	266,330	0	363,337	283,403	0	283,403
54	25,000	0	287,900	286,869	685,992	0	301,105	0	413,511	322,539	0	322,539
Tot.	250,000	0	287,900	286,869	685,992	0	301,105	0	413,511	322,539	0	322,539
55	25,000	0	328,859	328,859	726,951	0	337,046	0	465,985	363,469	0	363,469
56	25,000	0	372,552	372,552	770,644	0	374,193	0	520,865	406,274	0	406,274
57	25,000	0	419,148	419,148	817,240	0	412,587	0	578,259	451,042	0	451,042
58	25,000	0	468,830	468,830	866,922	0	452,269	0	638,285	497,862	0	497,862
59	25,000	0	521,780	521,780	919,872	0	493,283	0	701,062	546,828	0	546,828
60	0	0	557,290	557,290	724,477	0	509,833	0	733,195	571,892	0	571,892
61	0	0	595,182	595,182	761,832	0	526,939	0	766,802	598,106	0	598,106
62	0	0	635,615	635,615	800,875	0	544,619	0	801,949	625,520	0	625,520
63	0	0	678,763	678,763	841,666	0	562,892	0	838,707	654,192	0	654,192
64	0	0	724,816	724,816	884,275	0	581,778	0	877,150	684,177	0	684,177
Tot.	375,000	0	724,816	724,816	884,275	0	581,778	0	877,150	684,177	0	684,177
65	0	67,878	773,243	702,651	857,299	67,878	531,143	87,023	826,344	644,548	67,878	644,548
66	0	67,878	824,074	680,065	836,639	67,878	477,256	94,275	765,624	551,249	67,878	603,102
67	0	67,878	877,416	657,054	814,989	67,878	421,742	94,275	702,121	505,527	67,878	559,757
68	0	67,878	933,417	633,648	792,329	67,878	364,552	94,275	635,707	457,709	67,878	514,425
69	0	67,878	992,213	609,860	768,614	67,878	305,634	94,275	566,249	407,699	67,878	467,015
70	0	67,878	1,053,936	585,697	743,787	67,878	244,936	94,275	493,607	355,397	67,878	417,431
71	0	67,878	1,118,945	561,384	706,847	67,878	182,406	94,275	417,636	300,698	67,878	365,575
72	0	67,878	1,187,487	537,031	667,654	67,878	117,987	94,275	338,183	243,492	67,878	311,343
73	0	67,878	1,259,857	512,789	626,177	67,878	51,622	94,275	255,088	183,663	67,878	254,624
74	0	67,878	1,336,415	488,873	582,422	51,622	0	94,275	168,184	121,092	67,878	195,306
Tot.	375,000	678,780	1,336,415	488,873	582,422	662,524	0	935,498	168,184	121,092	678,780	195,306
75	0	67,878	1,417,653	465,616	536,499	0	0	94,275	77,296	55,653	67,878	133,269
76	0	67,878	1,503,065	442,354	517,507	0	0	77,296	0	0	67,878	68,388
77	0	67,878	1,592,848	419,115	498,758	0	0	0	0	0	67,878	533
78	0	67,878	1,687,207	395,932	480,293	0	0	0	0	0	533	0
79	0	67,878	1,786,353	372,835	462,153	0	0	0	0	0	0	0
80	0	67,878	1,890,506	349,855	444,380	0	0	0	0	0	0	0

Age	Contribution	After Tax Policy Loan	Account Value	Available Cash 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
81	0	67,878	1,999,868	326,998	426,991	0	0	0	0	0	0	0
82	0	67,878	2,114,665	304,287	410,021	0	0	0	0	0	0	0
83	0	67,878	2,235,129	281,744	393,500	0	0	0	0	0	0	0
84	0	67,878	2,361,498	259,385	377,460	0	0	0	0	0	0	0
Tot.	375,000	1,357,560	2,361,498	259,385	377,460	662,524	0	1,107,069	0	0	882,947	0
85	0	67,878	2,493,925	237,135	361,831	0	0	0	0	0	0	0
86	0	67,878	2,632,432	214,777	346,398	0	0	0	0	0	0	0
87	0	67,878	2,777,135	192,181	331,038	0	0	0	0	0	0	0
88	0	67,878	2,928,090	169,146	315,550	0	0	0	0	0	0	0
89	0	67,878	3,085,320	145,426	299,692	0	0	0	0	0	0	0
90	0	67,878	3,248,897	120,814	283,259	0	0	0	0	0	0	0
91	0	67,878	3,423,121	99,321	236,246	0	0	0	0	0	0	0
92	0	67,878	3,609,707	82,363	190,654	0	0	0	0	0	0	0
93	0	67,878	3,810,700	71,670	147,884	0	0	0	0	0	0	0
94	0	67,878	4,028,564	69,380	109,666	0	0	0	0	0	0	0
Tot.	375,000	2,036,340	4,028,564	69,380	109,666	662,524	0	1,107,069	0	0	882,947	0
95	0	67,878	4,265,442	77,298	77,298	0	0	0	0	0	0	0
Tot.	375,000	2,104,218	4,265,442	77,298	77,298	662,524	0	1,107,069	0	0	882,947	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 5.64% assumed interest rate
- Taxable Account with 5.64% Growth and 1% Expense - Investors must pay tax on their investment income in the year it was received. An example is a savings account.
- Tax Deferred Account with 5.64% Growth and 1% 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 5.64% Growth and 1% 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 - 22%
- Assumed Retirement Marginal Tax Rate - 28%

IUL SUMMARY

\$0

TOTAL TAXES PAID AGE 85

\$165,976

TOTAL EXPENSES AGE 85

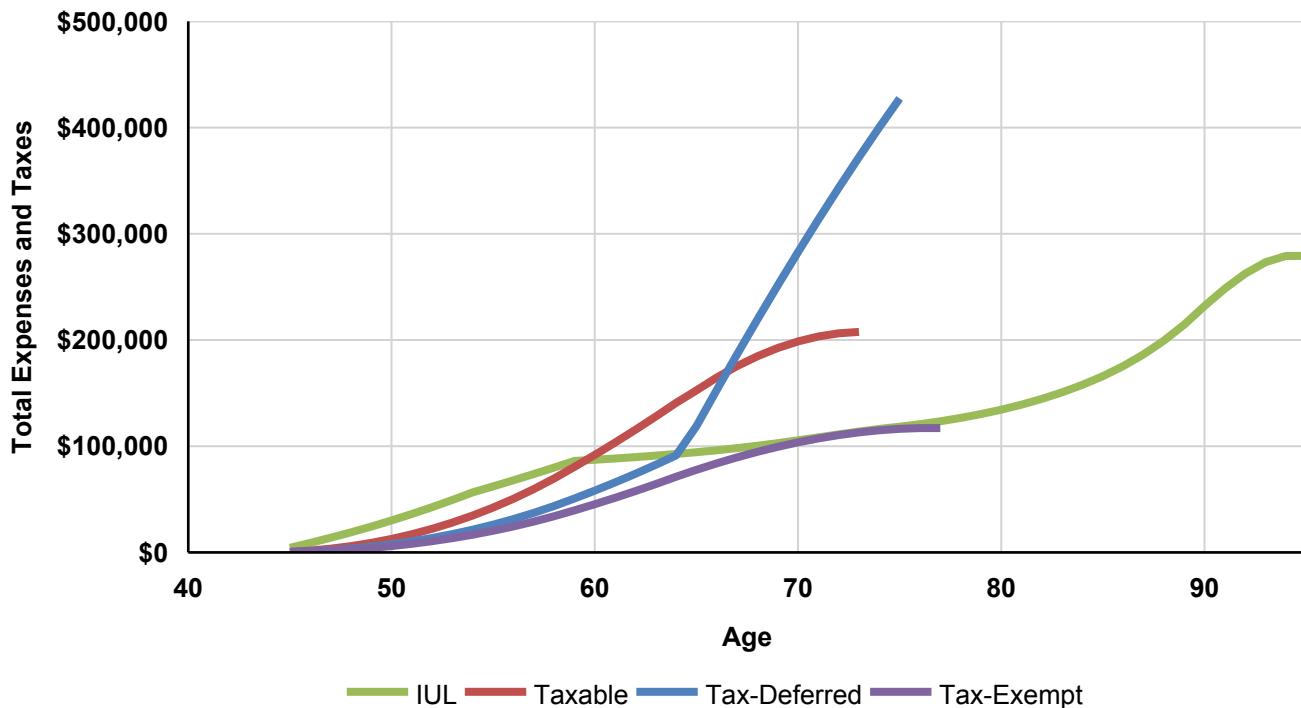
\$165,976

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	\$375,000	\$165,976	\$0	\$165,976	44.3%	Death Benefit @ 95 Is \$77,298
	Taxable	\$375,000	\$91,585	\$116,051	\$207,636	55.4%	Account Went to \$0 at Age 74
	Tax Deferred	\$480,769	\$144,346	\$304,758	\$449,104	93.4%	Account Went to \$0 at Age 76
	Tax-Exempt	\$375,000	\$117,069	\$0	\$117,069	31.2%	Account Went to \$0 at Age 78

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 \$375,000 through age 85. The total charges will be \$165,976 at Age 85. That is 44.3% of your total premium. Taking a look at the other accounts Taxable ends up being 55.4%, Tax-Deferred is 93.4%, and the Tax-Exempt is 31.2%.

IUL also becomes the superior account because of its additional benefit of a death benefit protection which is \$77,298 at Age 95. That benefit is also tax-free for your heirs.

TOTAL EXPENSES AND TAXES PAID YEARLY BREAKDOWN

Age Contribution		Indexed Universal Life Illustrated Policy Values			Taxable Acct. w/ 5.64% Growth & 1% Expense			Tax Deferred Acct. w/ 5.64% Growth & 1% Expense			Tax-Exempt Acct. w/ 5.64% Growth & 1% Expense
		Policy Admin Charges	Cost of Ins.	Total Charges	Mgt Expense	Taxes	Total Expense	Mgt Expense	Taxes	Total Expense	Mgt Expense
45	25,000	4,119	212	4,331	261	310	571	339	0	339	264
46	25,000	4,253	345	4,598	531	631	1,162	693	0	693	540
47	25,000	4,395	464	4,859	810	962	1,772	1,063	0	1,063	829
48	25,000	4,546	569	5,115	1,098	1,305	2,402	1,450	0	1,450	1,131
49	25,000	4,707	666	5,373	1,396	1,659	3,054	1,855	0	1,855	1,447
50	25,000	4,876	927	5,803	1,703	2,024	3,728	2,279	0	2,279	1,778
51	25,000	5,055	1,051	6,106	2,022	2,403	4,424	2,722	0	2,722	2,123
52	25,000	5,244	1,197	6,441	2,350	2,793	5,144	3,185	0	3,185	2,485
53	25,000	5,444	1,371	6,815	2,690	3,197	5,888	3,670	0	3,670	2,863
54	25,000	5,656	1,494	7,150	3,041	3,615	6,656	4,177	0	4,177	3,258
Tot.	250,000	48,295	8,296	56,591	15,901	18,899	34,801	21,434	0	21,434	16,718
55	25,000	3,984	1,613	5,597	3,405	4,046	7,451	4,707	0	4,707	3,671
56	25,000	3,984	1,749	5,733	3,780	4,492	8,272	5,261	0	5,261	4,104
57	25,000	3,984	1,905	5,889	4,168	4,953	9,121	5,841	0	5,841	4,556
58	25,000	3,984	2,080	6,064	4,568	5,430	9,998	6,447	0	6,447	5,029
59	25,000	3,984	2,288	6,272	4,983	5,922	10,905	7,081	0	7,081	5,524
60	0	72	1,015	1,087	5,150	6,121	11,270	7,406	0	7,406	5,777
61	0	72	1,122	1,194	5,323	6,326	11,649	7,745	0	7,745	6,041
62	0	72	1,235	1,307	5,501	6,538	12,039	8,100	0	8,100	6,318
63	0	72	1,354	1,426	5,686	6,758	12,443	8,472	0	8,472	6,608
64	0	72	1,473	1,545	5,877	6,984	12,861	8,860	0	8,860	6,911
Tot.	375,000	68,575	24,130	92,705	64,340	76,469	140,810	91,356	0	91,356	71,257
65	0	72	1,571	1,643	5,365	6,376	11,742	8,347	19,145	27,492	6,511
66	0	72	1,751	1,823	4,821	7,316	12,137	7,734	26,397	34,131	6,092
67	0	72	1,958	2,030	4,260	6,465	10,725	7,092	26,397	33,489	5,654
68	0	72	2,160	2,232	3,682	5,588	9,271	6,421	26,397	32,818	5,196
69	0	72	2,377	2,449	3,087	4,685	7,772	5,720	26,397	32,117	4,717
70	0	72	2,618	2,690	2,474	3,755	6,229	4,986	26,397	31,383	4,216
71	0	72	2,681	2,753	1,842	2,796	4,639	4,219	26,397	30,616	3,693
72	0	72	2,692	2,764	1,192	1,809	3,000	3,416	26,397	29,813	3,145
73	0	72	2,621	2,693	521	791	1,313	2,577	26,397	28,974	2,572
74	0	72	2,424	2,496	0	0	0	1,699	26,397	28,096	1,973
Tot.	375,000	69,295	46,983	116,278	91,585	116,051	207,636	143,565	256,718	400,283	115,026
75	0	72	2,002	2,074	0	0	0	781	26,397	27,178	1,346
76	0	72	2,317	2,389	0	0	0	0	21,643	21,643	691
77	0	72	2,676	2,748	0	0	0	0	0	0	5
78	0	72	3,085	3,157	0	0	0	0	0	0	0
79	0	72	3,547	3,619	0	0	0	0	0	0	0
80	0	72	4,070	4,142	0	0	0	0	0	0	0
81	0	72	4,679	4,751	0	0	0	0	0	0	0

Age Contribution		Policy Admin Charges	Cost of Ins.	Total Charges	Mgt Expense	Taxes	Total Expense	Mgt Expense	Taxes	Total Expense	Mgt Expense
82	0	72	5,365	5,437	0	0	0	0	0	0	0
83	0	72	6,134	6,206	0	0	0	0	0	0	0
84	0	72	6,994	7,066	0	0	0	0	0	0	0
Tot.	375,000	70,015	87,852	157,867	91,585	116,051	207,636	144,346	304,758	449,104	117,069
85	0	72	8,037	8,109	0	0	0	0	0	0	0
86	0	72	9,395	9,467	0	0	0	0	0	0	0
87	0	72	10,976	11,048	0	0	0	0	0	0	0
88	0	72	12,844	12,916	0	0	0	0	0	0	0
89	0	72	15,028	15,100	0	0	0	0	0	0	0
90	0	72	17,484	17,556	0	0	0	0	0	0	0
91	0	72	16,259	16,331	0	0	0	0	0	0	0
92	0	72	14,049	14,121	0	0	0	0	0	0	0
93	0	72	10,657	10,729	0	0	0	0	0	0	0
94	0	72	5,821	5,893	0	0	0	0	0	0	0
Tot.	375,000	70,735	208,402	279,137	91,585	116,051	207,636	144,346	304,758	449,104	117,069
95	0	72	0	72	0	0	0	0	0	0	0
Tot.	375,000	70,807	208,402	279,209	91,585	116,051	207,636	144,346	304,758	449,104	117,069



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

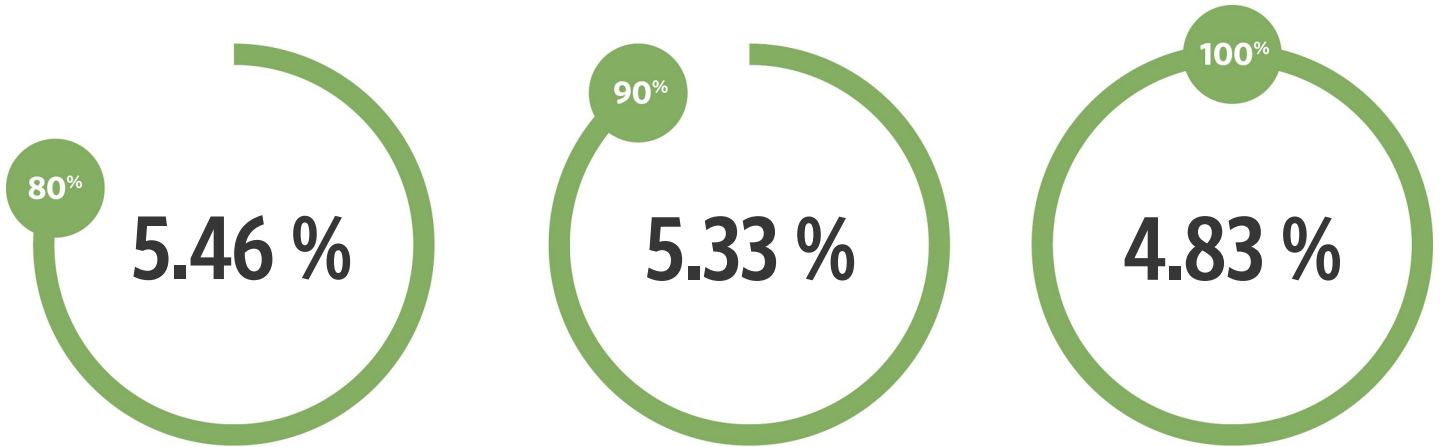


This report is intended to help you understand indexing strategies, making it easy for you to view hypothetical historical interest credits of an indexed product given certain index criteria. It can help you decide which hypothetical rates to use when illustrating a product and view how certain products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

CALCULATOR ASSUMPTIONS

Index Strategy:	Single Index with the S&P 500
Index Crediting Period:	One Year Point to Point
Participation Rate:	100%
Index Cap:	8.75%
Index Floor:	0%
Index Fee:	0%
Index Crediting Period Start Date:	1/1/1990
Index Crediting Period Last Period Start Date:	5/20/2002
Number of Years:	20

INDEX RESULTS FOR HYPOTHETICAL PERCENTILE RATES FOR ROLLING 20 YEAR PERIODS



TYPICAL SCENARIO

80% of the 20 year periods would have received at least this annual return.

CONSERVATIVE SCENARIO

90% of the 20 year periods would have received at least this annual return.

WORST CASE SCENARIO

100% of the 20 year periods would have received at least this return. For comparison the S&P 500 minimum annual return was 3.77 %

7.17 %

MAXIMUM RETURN

This is the highest annual return of all the 20 year periods analyzed.

5.82 %

AVERAGE RETURN

This is the average annual return of all the 20 year periods analyzed.

COMPARISON AGAINST S&P 500

12.93 %

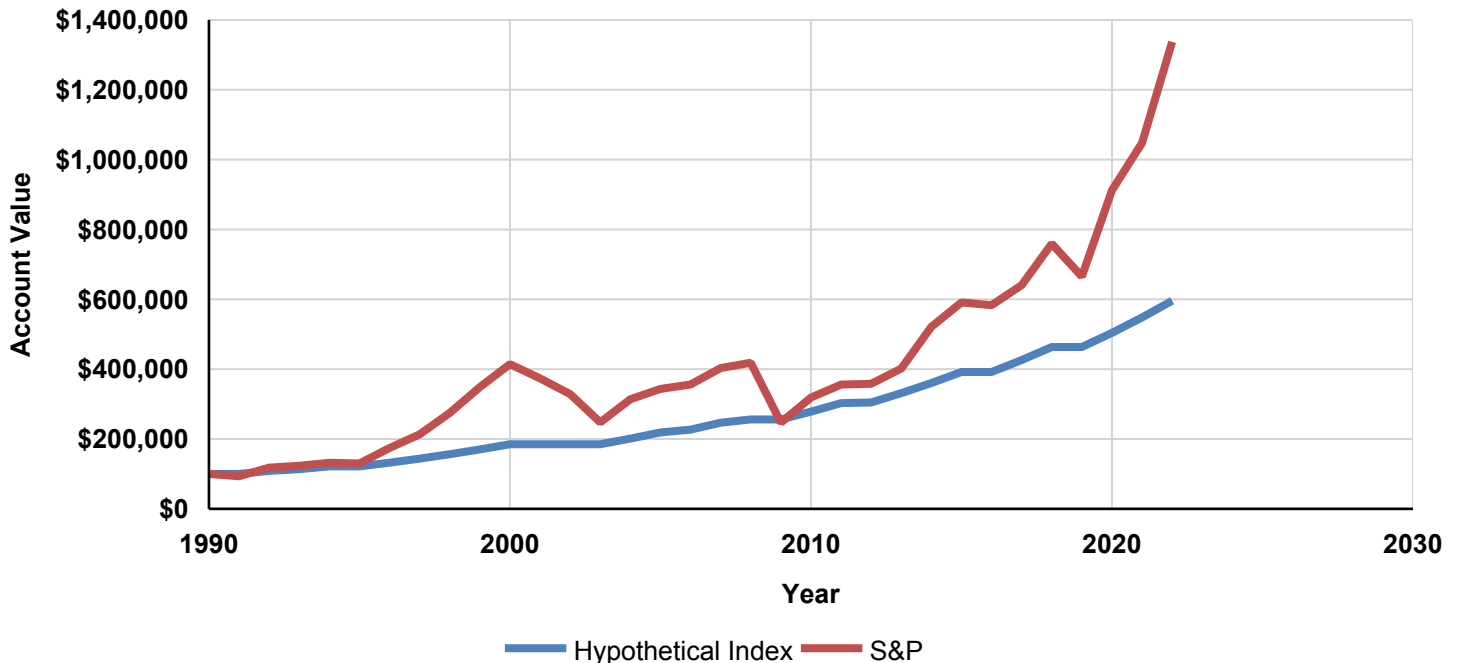
Within a 20-year period starting on 1/1/1990, your hypothetical IUL would have outperformed the S&P 500 12.93 % of the time



THE POWER OF INDEXING

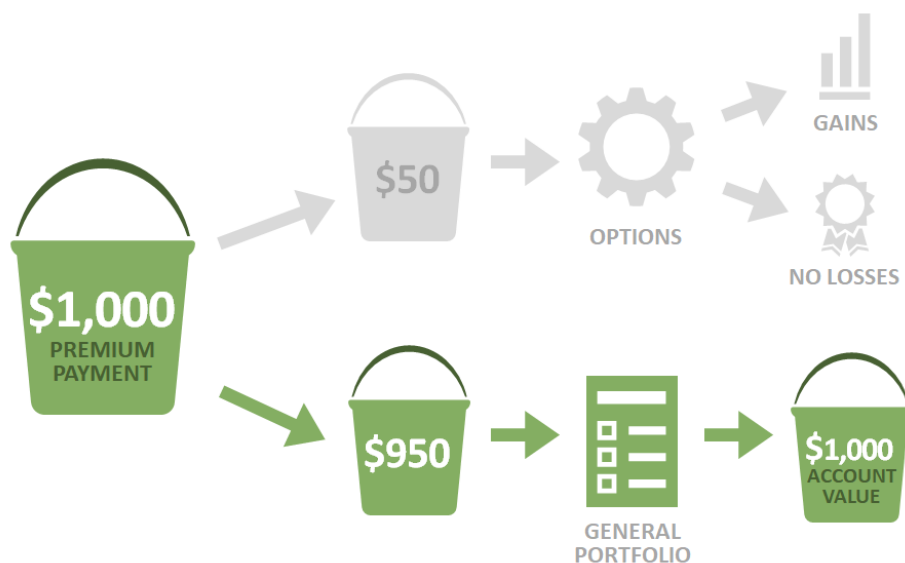
The graph below shows what would hypothetically happen if you were credited the returns each year for our hypothetical index, as well as the S&P 500. Keep in mind that this is just one data point and in this report we looked at numerous situations. This graph does not include fees.

S&P Versus Single Index with the S&P 500 Indexed Returns For a 8.75% Cap and a 0% Floor, Starting From 1/1/1990



This illustration shows generally how the insurance companies are able to offer upside in a market based index without downside risk. In the illustration below, for a \$1,000 premium payment \$950 goes towards the general portfolio which is made up of highly rated investment grade bonds. Assuming a 5% return on those underlying investments the account value will equal \$1,000 at the end of the indexed segment. The other \$50 goes into options that will provide the upside potential return in the account.

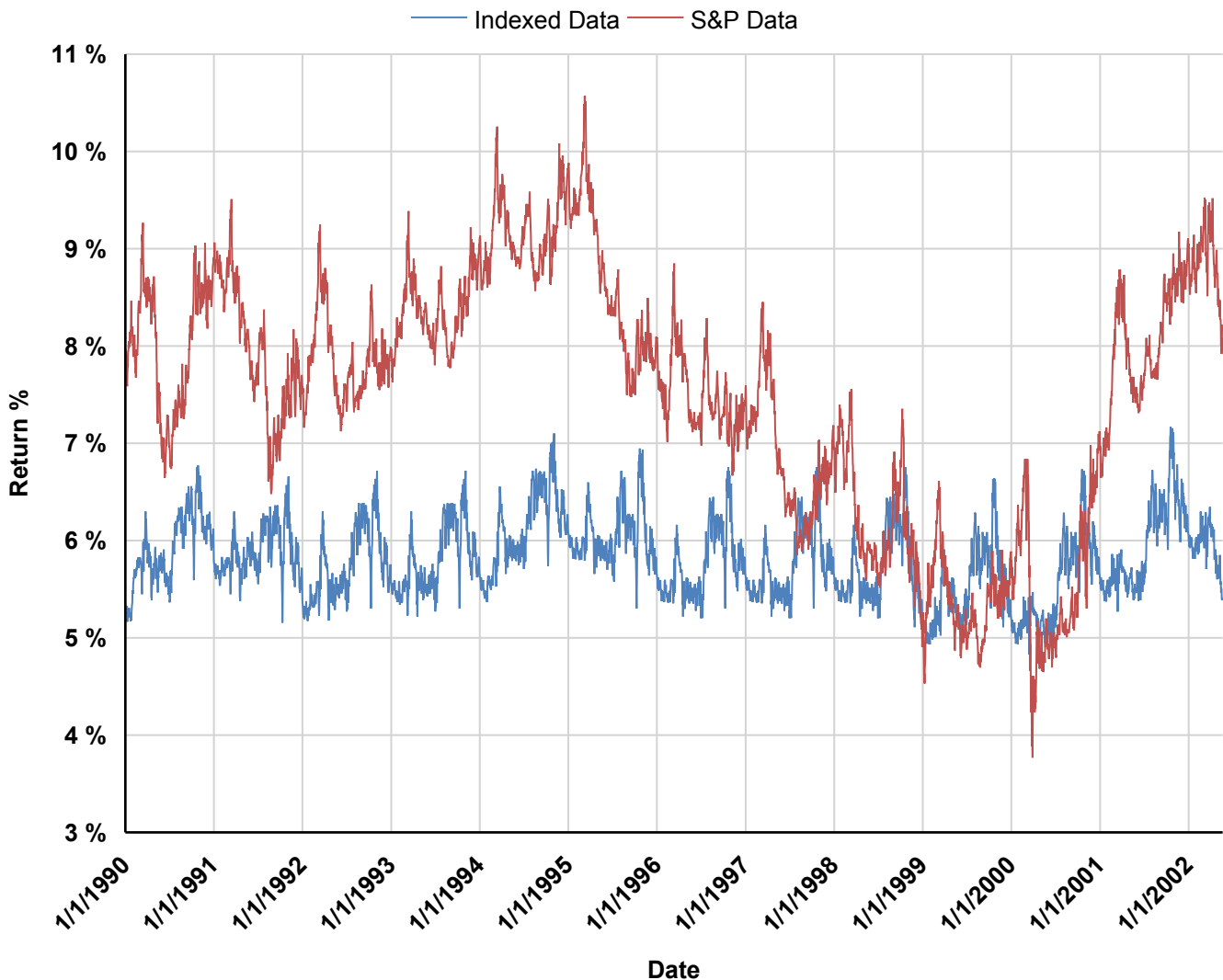
THE POWER OF INDEXING



AVERAGE HYPOTHETICAL INDEXED RETURN

The graph below shows the hypothetical indexed return as well as the S&P 500 return for each of the 4523 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 Single Index with the S&P 500 Indexed Returns For a 8.75% Cap and a 0% Floor For a 20 Year Period, Starting From 1/1/1990



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.

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.

(2) 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. Every case is different and further analysis should be done to ensure the product recommended is suitable. This report is intended to assist in comparing the differences between the various types of life/retirement vehicles often used. 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.