



Real-Life Case Scenarios on Life Insurance Reviews

Examination, Investigation, and Comparison of Life Insurance or Annuity Policies to Verify that the Policy is Performing as Expected



Name: Tina Nguyen

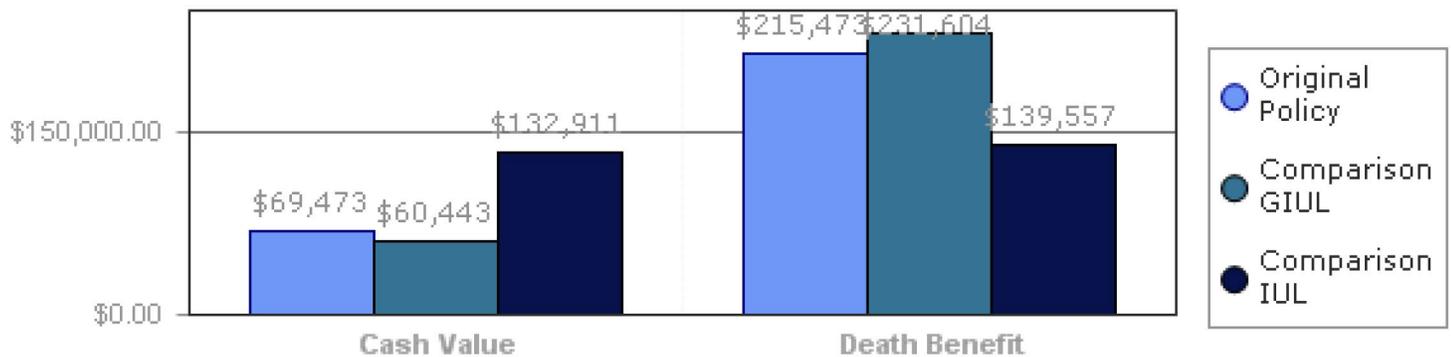
Age: 60

Current Policy: Variable Universal Life, \$2,400 Annual Premium, \$163,518 Death Benefit

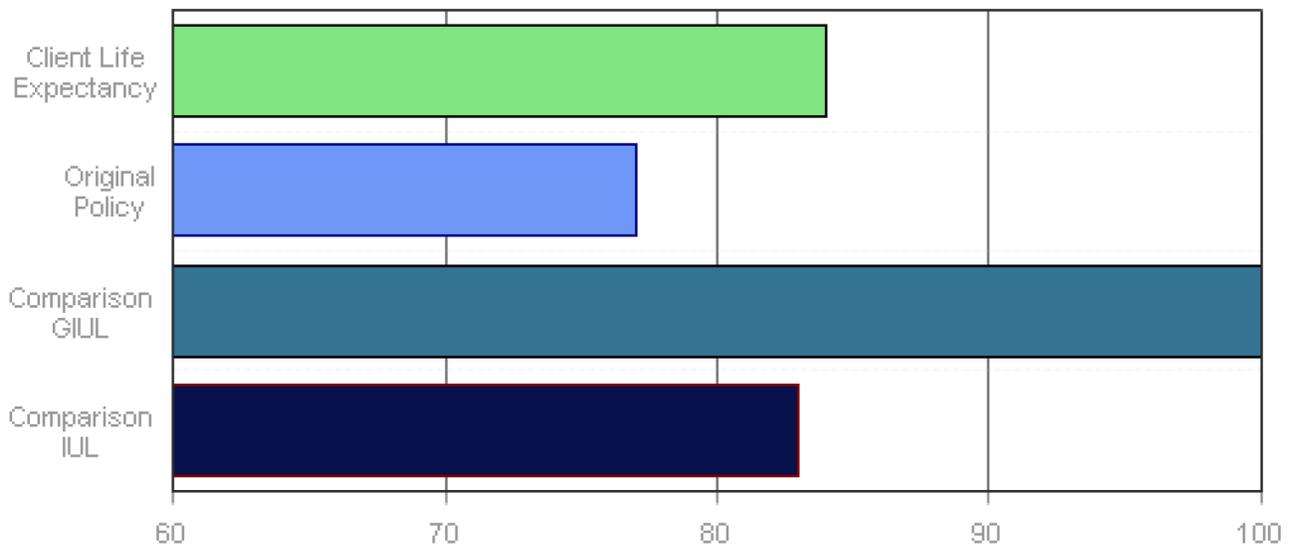
The current policy is a Variable Universal Life policy that is projected to age 95 based on a hypothetical 6% annual return and current life insurance expenses. If the subaccounts perform less favorably the projected policy duration may be shorter. This policy matures at age 95 meaning that if the insured is still alive at that age the cash value is paid out rather than the death benefit. Two alternative options were designed to compare against the current policy.

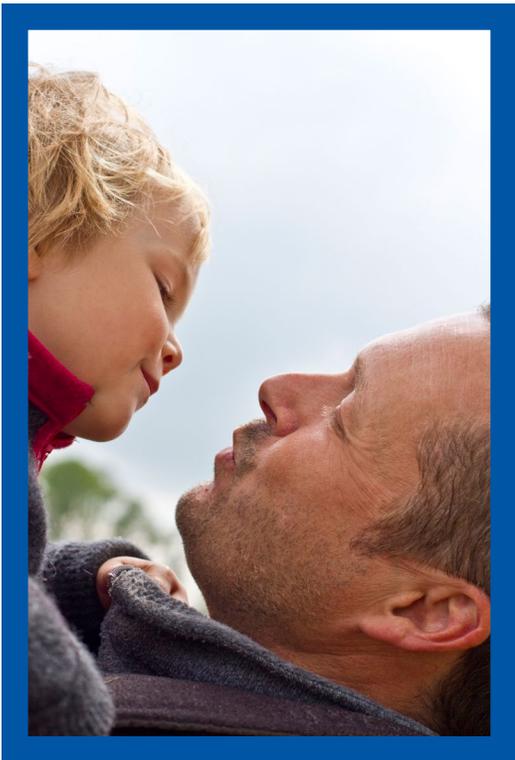
The first option is a Guaranteed Indexed UL which offers significant guaranteed death benefit as well as the opportunity for cash value growth. The second option is an Indexed UL structured with the minimum level death benefit. This option provides significantly higher projected cash value growth when compared against the current policy.

Projected Values at Age 84



Guaranteed Death Benefit Duration





Name: Ryan Turner

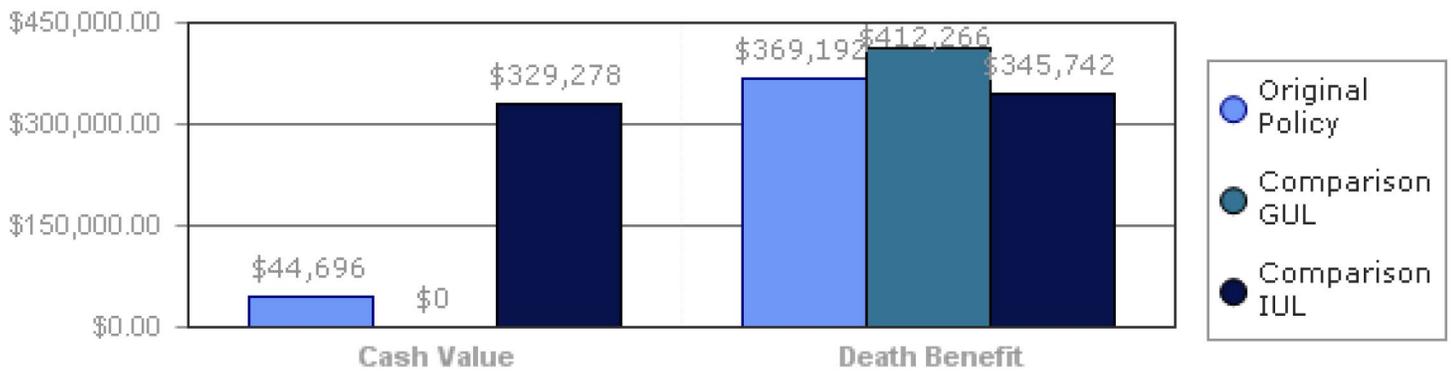
Age: 46

Current Policy: Universal Life, \$1,800 Annual Premium,
\$356,612 Death Benefit

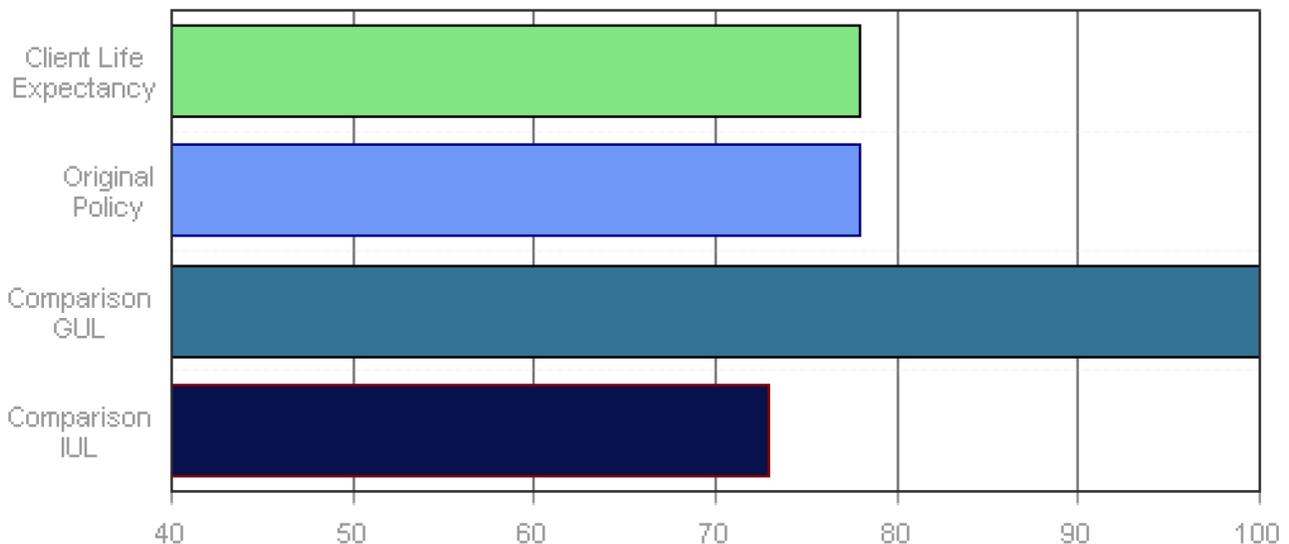
The inforce policy is a current assumption Universal Life policy that was purchased in 1997. The current interest rate has dropped all the way down to the contractual minimum. In impact on the projections is that the policy is only projected to last to age 81 based on current interest rate and expenses. Using the guaranteed assumptions this policy is guaranteed to age 78. If the client is concerned about the longevity of this policy the client may consider either increasing premiums or reducing life insurance coverage. The current insurance company sent a second inforce illustration showing a premium increase to \$9,324 a year. At that premium the policy face is guaranteed to age 100 and the policy accumulates cash value. Two alternative options were designed in order to compare against the current policy.

The first is a Guaranteed UL which provides a guaranteed death benefit for life. At the same premium outlay this policy provides a \$412,000 death benefit for life assuming a Preferred Non Tobacco health class. The Second option is an Indexed UL structured with the minimum level death benefit. This option provides significant cash value growth opportunity when compared against the current policy.

Projected Values at Age 78



Guaranteed Death Benefit Duration





Name: Judy Matthews

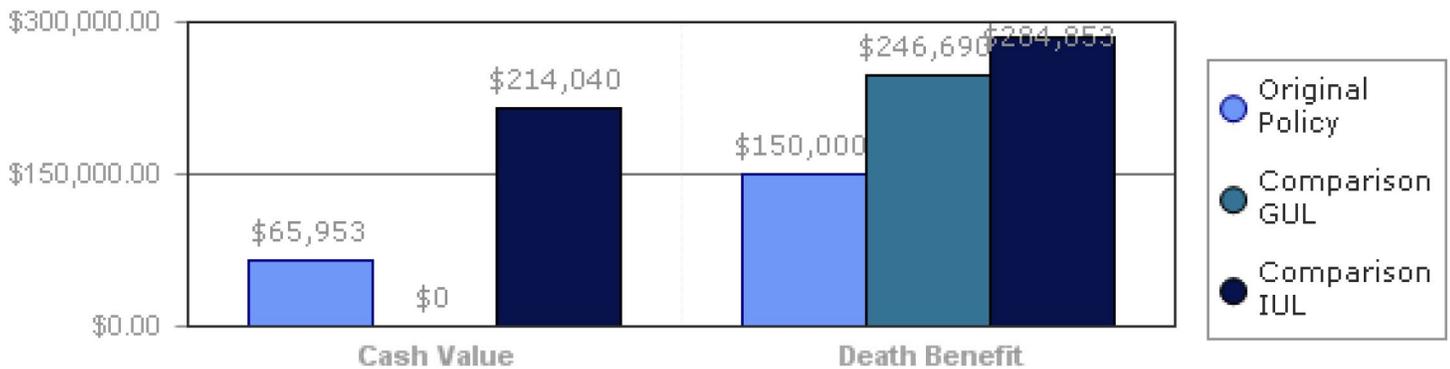
Age: 44

Current Policy: Universal Life, \$908 Annual Premium, \$150K Death Benefit

The inforce policy is a current assumption Universal Life that is projected to age 91 and guaranteed to age 77. If the client is concerned about the longevity of this policy the client may consider either increasing premiums or reducing life insurance coverage. Two alternative policies were designed to compare against the current contract. The first is a Guaranteed UL which offers almost \$250,000 of guaranteed coverage for life. The benefit of this option is significant guaranteed insurance. The downside is limited cash value growth.

The second option is an Indexed UL which offers significant cash value growth potential. At life expectancy the projected cash value is \$214,000 compared to \$65,953 for the current policy. In addition a Guaranteed IUL was also included in this packet but not listed on the page 5 summary comparison. The Guaranteed IUL offers both guaranteed life insurance coverage and projected cash value growth.

Projected Values at Age 82



Guaranteed Death Benefit Duration

