



YOUR PERSONAL
**WEALTH
REPORT**

Report as of: May 17, 2023

Prepared for: Mark Dedeaux
Prepared by: Joe Costa

A MESSAGE FROM YOUR ADVISOR



Dear Mark,

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,

Joe Costa

Joe Costa

Wealth Coach

Ph: (646)245-7856

jcosta@parkplacefg.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.

TABLE OF CONTENTS

Your Personal Wealth Report Summary	4
Potential Risks to Consider During Retirement	6
Benefits of an Indexed Universal Life Policy	8
IUL Summary and Yearly Breakdown	9
Indexed Universal Life vs. Various Alternatives	
Account Values and Cash Flows	12
Yearly Breakdown	14
Summary of Charges	16
Yearly Breakdown	18
Theoretical Historical Performance of an IUL Policy	
Assumptions and Historical Results	20
The Power of Indexing	22
Average Hypothetical Indexed Return	23
Disclaimer	24

YOUR PERSONAL WEALTH REPORT SUMMARY

KEY ASSUMPTIONS

Age: 54

Annual Contribution: \$12,000*

Working/Retirement Tax Rate: 28%/33%

Income Distribution Age: 65

Lifetime Investment: \$120,000

IUL Interest Rate: 6%

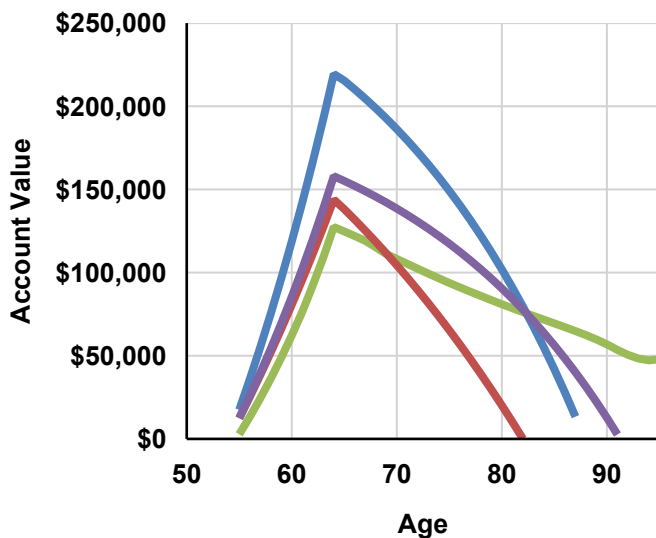
	Interest Rate	Expense Percent
Indexed Universal Life (IUL)	6%	Included in report
Taxable	6%	1%
Tax Deferred	6%	1%
Tax-Exempt	6%	1%

A hypothetical historical report showed that in a typical scenario an IUL has an average return of 10.88 % annually or greater. With IUL having a floor of 0%, you don't participate in the negative losses of that index.

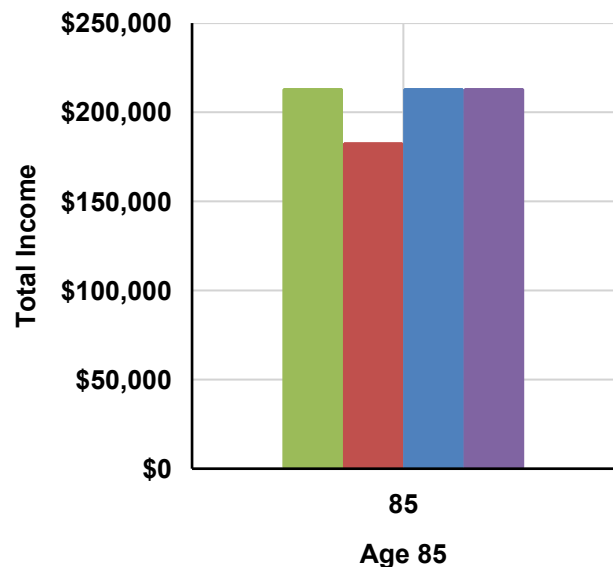
KEY TAKEAWAYS - \$10,167 ANNUAL RETIREMENT INCOME

		Values at Age 85						
		Total Income	Death Benefit	Total Benefit	Total Fees	Total Taxes	Cumulative Fees	Age You Run Out of Money
IUL		\$213,507	\$91,989	\$305,496	\$46,217	\$0	\$46,217	Never
Taxable		\$183,073	\$0	\$183,073	\$21,149	\$37,618	\$58,767	83
Tax Deferred		\$213,507	\$27,990	\$241,497	\$41,353	\$104,106	\$145,460	88
Tax-Exempt		\$213,507	\$56,240	\$269,747	\$32,132	\$0	\$32,132	92

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 \$16,667.



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.

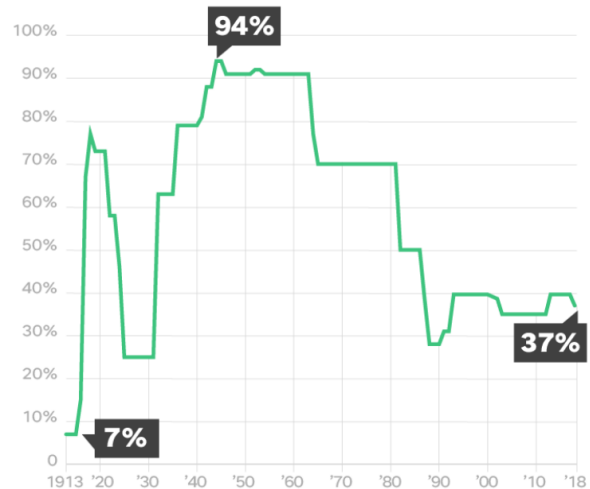
POTENTIAL RISKS TO CONSIDER DURING RETIREMENT



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.

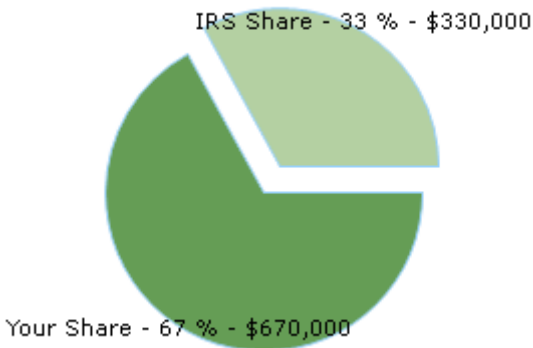


INFLATION RISK

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

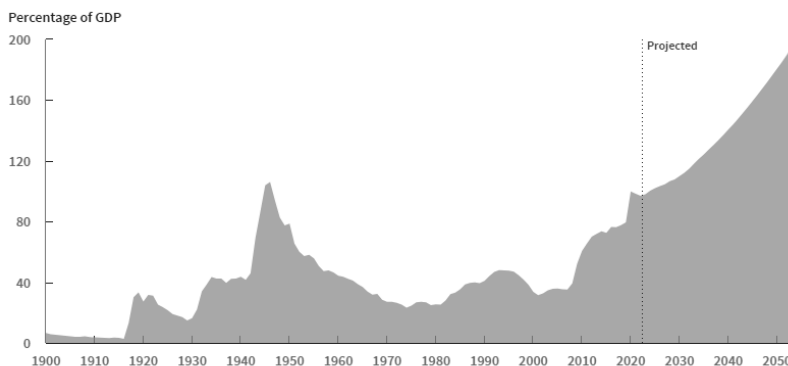
Pre-Tax Account Value	28% TAX RATE		33% TAX RATE	
	Your Share	IRS Share	Your Share	IRS Share
\$1,000,000	\$720,000	\$280,000	\$670,000	\$330,000

Tax-Deferred Annual Retirement Income and Taxes

Tax Exempt Income	28% TAX RATE				33% TAX RATE			
	Equivalent Income	Annual Taxes	Retirement Taxes to 85	Income Runs Out	Equivalent Income	Annual Taxes	Retirement Taxes to 85	Income Runs Out
\$10,167	\$14,121	\$3,954	\$79,077	Age 95	\$15,175	\$5,008	\$100,153	Age 91

PERCENTAGE OF GDP

Federal Debt Held by the Public, 1900 to 2053



The chart on the left shows the historical and projected US Gross Domestic Product to debt ratio. This chart is a gauge on a country's ability to pay off its debt. A high ratio, such as 101%, means that a country may not be producing enough to pay off its debt. In the 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 Summary

Description

The traditional approach to buying life insurance, such as term life insurance, is to buy the most amount of life insurance with the least amount of premium. While this approach can be efficient to provide death benefit protection it tends to be very inefficient in delivering living benefits such as liquidity, cash value accumulation and supplemental tax free income. Our approach completely turns the traditional approach upside down by focusing more on the living benefits and less on death benefit protection.

In order to do this we actually use another type of life insurance policy and purchase the LEAST amount of life insurance that the IRS will allow and fund the MAXIMUM allowable premiums within the Internal Revenue Code guidelines. By doing so we are able to reduce the life insurance policy expenses and maximize cash value growth potential. We refer to this as a maximum funded or maximum efficient Indexed Universal Life policy.

The following pages show how this Indexed Universal Life policy hypothetically works and gives a breakdown year by year the policy fees, returns, loan amounts and life insurance values. As you can see even with a maximum efficient design the upfront policy fees tend to be relatively high. However in the years when you need to use this policy for income the fees tend to be minimal.

- Indexed Universal Life with 6% assumed interest rate
- Guaranteed loan rate percentage is 5.00%
- The estimated death benefit at age 85 is \$91,989

IUL SUMMARY

\$143,474

INITIAL DEATH BENEFIT

\$120,000

TOTAL CONTRIBUTIONS

\$315,177

TOTAL INCOME @ 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.

IUL Summary

YEARLY BREAKDOWN

Indexed Universal Life Illustrated Policy Values

Age	Contribution	Total Expenses	Interest + Bonus	Account Value	Tax Free Policy Loans	Loan Interest	Loan Balance	Available Cash Value	Life Insurance	Death Benefit
55	12,000	2,703	347	9,644	0	0	0	2,760	133,830	143,474
56	12,000	2,740	1,012	19,915	0	0	0	13,248	133,830	153,745
57	12,000	2,782	1,719	30,851	0	0	0	24,400	133,830	164,681
58	12,000	2,831	2,471	42,490	0	0	0	36,254	133,830	176,320
59	12,000	2,885	3,273	54,878	0	0	0	48,854	133,830	188,708
60	12,000	2,947	4,125	68,055	0	0	0	62,243	133,830	201,885
61	12,000	3,015	5,032	82,071	0	0	0	76,468	133,830	215,901
62	12,000	3,090	5,996	96,977	0	0	0	92,308	133,830	230,807
63	12,000	3,167	7,022	112,831	0	0	0	109,096	133,830	246,661
64	12,000	2,770	8,130	130,192	0	0	0	127,390	133,830	264,022
Tot.	120,000	28,930	39,127	130,192	0	0	0	127,390	133,830	264,022
65	0	1,522	8,600	137,269	10,167	508	10,675	124,727	30,199	156,793
66	0	1,532	9,045	144,781	10,167	1,042	21,884	121,964	28,956	151,853
67	0	1,556	9,516	152,741	10,167	1,603	33,654	119,087	29,021	148,108
68	0	1,585	10,016	161,172	10,167	2,191	46,012	115,160	29,011	144,171
69	0	1,617	10,546	170,101	10,167	2,809	58,988	111,113	28,917	140,030
70	0	450	11,151	180,802	10,167	3,458	72,613	108,189	28,928	137,117
71	0	476	11,829	192,154	10,167	4,139	86,919	105,236	28,824	134,059
72	0	467	12,550	204,238	10,167	4,854	101,940	102,298	26,551	128,849
73	0	451	13,319	217,105	10,167	5,605	117,712	99,393	23,881	123,274
74	0	427	14,138	230,816	10,167	6,394	134,273	96,543	20,773	117,316
Tot.	120,000	39,013	149,837	230,816	101,670	32,603	134,273	96,543	20,773	117,316
75	0	391	15,011	245,436	10,167	7,222	151,662	93,774	17,180	110,954
76	0	338	15,944	261,042	10,167	8,091	169,921	91,121	13,052	104,173
77	0	380	16,937	277,600	10,167	9,004	189,092	88,507	13,879	102,387
78	0	429	17,991	295,162	10,167	9,963	209,222	85,940	14,758	100,698
79	0	488	19,109	313,784	10,167	10,969	230,359	83,425	15,689	99,114
80	0	560	20,295	333,519	10,167	12,026	252,552	80,967	16,676	97,643
81	0	637	21,552	354,434	10,167	13,136	275,855	78,579	17,722	96,301
82	0	754	22,884	376,564	10,167	14,301	300,323	76,241	18,828	95,069
83	0	892	24,293	399,965	10,167	15,525	326,015	73,950	19,998	93,948
84	0	1,060	25,782	424,687	10,167	16,809	352,991	71,696	21,235	92,931
Tot.	120,000	44,942	349,635	424,687	203,340	149,649	352,991	71,696	21,235	92,931
85	0	1,275	27,355	450,767	10,167	18,158	381,316	69,451	22,538	91,989
86	0	1,546	29,012	478,233	10,167	19,574	411,057	67,176	23,912	91,088
87	0	1,857	30,758	507,134	10,167	21,061	442,285	64,849	25,357	90,206
88	0	2,236	32,592	537,490	10,167	22,623	475,074	62,415	26,874	89,290
89	0	2,719	34,516	569,287	10,167	24,262	509,503	59,784	28,464	88,248
90	0	3,305	36,528	602,511	10,167	25,984	545,654	56,857	30,125	86,982

Age	Contribution	Total Expenses	Interest + Bonus	Account Value	Tax Free Policy Loans	Loan Interest	Loan Balance	Available Cash Value	Life Insurance	Death Benefit
91	0	4,022	38,627	637,116	10,167	27,791	583,612	53,504	31,856	85,360
92	0	3,935	40,841	674,022	10,167	29,689	623,468	50,554	26,961	77,515
93	0	3,601	43,214	713,634	10,167	31,682	665,317	48,318	21,410	69,727
94	0	2,913	45,774	756,495	10,167	33,774	709,258	47,237	15,130	62,367
Tot.	120,000	72,351	708,852	756,495	305,010	404,247	709,258	47,237	15,130	62,367
95	0	1,772	48,562	803,285	10,167	35,971	755,396	47,889	8,033	55,922
Tot.	120,000	74,123	757,414	803,285	315,177	440,218	755,396	47,889	8,033	55,922



NOTE

The numbers above come directly from the non-guaranteed values from the insurance carrier. Refer to the carrier illustration for the policy's guaranteed elements and other important information.

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 6% assumed interest rate
- Taxable Account with 6% 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 6% 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 6% 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 - 28%
- Assumed Retirement Marginal Tax Rate - 33%

IUL SUMMARY

\$213,507

TOTAL INCOME AGE 85

\$69,451

ACCOUNT VALUE AGE 85

\$91,989

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.

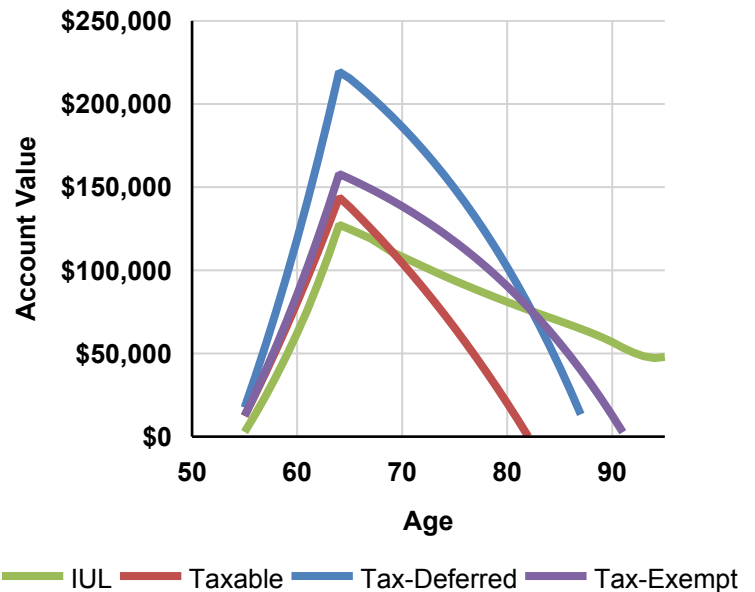
	Account or Cash Value			Total Income	Notes
	Age 65	Age 85	Age 95	Age 95	
IUL	\$124,727	\$69,451	\$47,889	\$315,177	Death Benefit @ 95 Is \$55,922
Taxable	\$138,114	\$	\$	\$183,073	Account Went to \$0 at Age 83
Tax Deferred Pre Tax	\$215,391	\$41,776	\$	\$361,333	Account Went to \$0 at Age 88
Tax Deferred After Tax	\$155,081	\$27,990	\$	\$242,799	
Tax-Exempt (2)	\$155,081	\$56,240	\$	\$277,156	Account Went to \$0 at Age 92

ACCOUNT OR CASH VALUE BY AGE

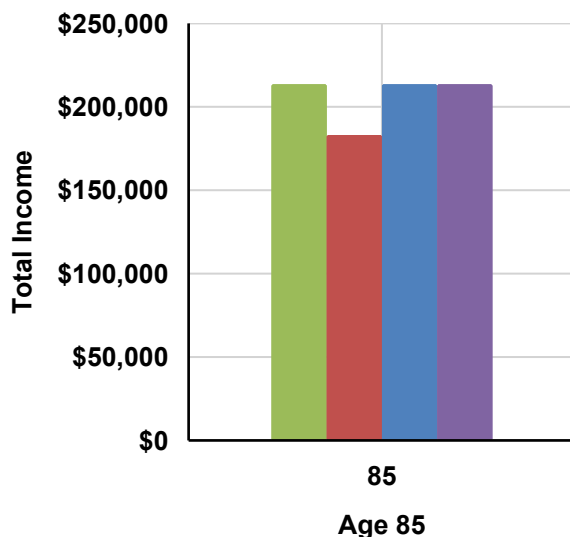
The illustration to the right shows you the projections of each account or available cash value by age. Available cash value is if you needed to liquidate the money for any circumstance.

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 \$213,507 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 \$91,989 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/ 6% Growth & 1% Expense		Tax Deferred Acct. w/ 6% Growth & 1% Expense - After Tax Income \$10,167			Tax-Exempt Acct. w/ 6% 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
55	12,000	0	9,644	2,760	143,474	0	12,393	0	17,490	12,593	0	12,593
56	12,000	0	19,915	13,248	153,745	0	25,193	0	35,844	25,808	0	25,808
57	12,000	0	30,851	24,400	164,681	0	38,411	0	55,105	39,675	0	39,675
58	12,000	0	42,490	36,254	176,320	0	52,063	0	75,317	54,228	0	54,228
59	12,000	0	54,878	48,854	188,708	0	66,162	0	96,528	69,500	0	69,500
60	12,000	0	68,055	62,243	201,885	0	80,724	0	118,786	85,526	0	85,526
61	12,000	0	82,071	76,468	215,901	0	95,762	0	142,144	102,344	0	102,344
62	12,000	0	96,977	92,308	230,807	0	111,293	0	166,656	119,992	0	119,992
63	12,000	0	112,831	109,096	246,661	0	127,333	0	192,379	138,513	0	138,513
64	12,000	0	130,192	127,390	264,022	0	143,899	0	219,372	157,948	0	157,948
Tot.	120,000	0	130,192	127,390	264,022	0	143,899	0	219,372	157,948	0	157,948
65	0	10,167	137,269	124,727	156,793	10,167	138,114	14,121	215,391	155,081	10,167	155,081
66	0	10,167	144,781	121,964	151,853	10,167	131,760	15,175	210,107	140,772	10,167	152,073
67	0	10,167	152,741	119,087	148,108	10,167	125,216	15,175	204,562	137,056	10,167	148,916
68	0	10,167	161,172	115,160	144,171	10,167	118,477	15,175	198,743	133,158	10,167	145,604
69	0	10,167	170,101	111,113	140,030	10,167	111,537	15,175	192,637	129,067	10,167	142,127
70	0	10,167	180,802	108,189	137,117	10,167	104,391	15,175	186,229	124,773	10,167	138,479
71	0	10,167	192,154	105,236	134,059	10,167	97,032	15,175	179,504	120,268	10,167	134,651
72	0	10,167	204,238	102,298	128,849	10,167	89,453	15,175	172,447	115,540	10,167	130,633
73	0	10,167	217,105	99,393	123,274	10,167	81,649	15,175	165,042	110,578	10,167	126,417
74	0	10,167	230,816	96,543	117,316	10,167	73,612	15,175	157,271	105,371	10,167	121,993
Tot.	120,000	101,670	230,816	96,543	117,316	101,670	73,612	150,692	157,271	105,371	101,670	121,993
75	0	10,167	245,436	93,774	110,954	10,167	65,335	15,175	149,116	99,908	10,167	117,350
76	0	10,167	261,042	91,121	104,173	10,167	56,812	15,175	140,558	94,174	10,167	112,478
77	0	10,167	277,600	88,507	102,387	10,167	48,035	15,175	131,577	88,157	10,167	107,365
78	0	10,167	295,162	85,940	100,698	10,167	38,996	15,175	122,153	81,842	10,167	102,000
79	0	10,167	313,784	83,425	99,114	10,167	29,688	15,175	112,263	75,216	10,167	96,369
80	0	10,167	333,519	80,967	97,643	10,167	20,103	15,175	101,884	68,263	10,167	90,461
81	0	10,167	354,434	78,579	96,301	10,167	10,232	15,175	90,993	60,965	10,167	84,260
82	0	10,167	376,564	76,241	95,069	10,167	67	15,175	79,564	53,308	10,167	77,753
83	0	10,167	399,965	73,950	93,948	67	0	15,175	67,570	45,272	10,167	70,925
84	0	10,167	424,687	71,696	92,931	0	0	15,175	54,984	36,839	10,167	63,759
Tot.	120,000	203,340	424,687	71,696	92,931	183,073	0	302,439	54,984	36,839	203,340	63,759
85	0	10,167	450,767	69,451	91,989	0	0	15,175	41,776	27,990	10,167	56,240
86	0	10,167	478,233	67,176	91,088	0	0	15,175	27,915	18,703	10,167	48,349
87	0	10,167	507,134	64,849	90,206	0	0	15,175	13,370	8,958	10,167	40,068
88	0	10,167	537,490	62,415	89,290	0	0	13,370	0	0	10,167	31,378
89	0	10,167	569,287	59,784	88,248	0	0	0	0	0	10,167	22,259
90	0	10,167	602,511	56,857	86,982	0	0	0	0	0	10,167	12,689

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
91	0	10,167	637,116	53,504	85,360	0	0	0	0	0	10,167	2,647
92	0	10,167	674,022	50,554	77,515	0	0	0	0	0	2,647	0
93	0	10,167	713,634	48,318	69,727	0	0	0	0	0	0	0
94	0	10,167	756,495	47,237	62,367	0	0	0	0	0	0	0
Tot.	120,000	305,010	756,495	47,237	62,367	183,073	0	361,333	0	0	277,156	0
95	0	10,167	803,285	47,889	55,922	0	0	0	0	0	0	0
Tot.	120,000	315,177	803,285	47,889	55,922	183,073	0	361,333	0	0	277,156	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 6% assumed interest rate
- Taxable Account with 6% 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 6% 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 6% 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 - 28%
- Assumed Retirement Marginal Tax Rate - 33%

IUL SUMMARY

\$0

TOTAL TAXES PAID AGE 85

\$46,217

TOTAL EXPENSES AGE 85

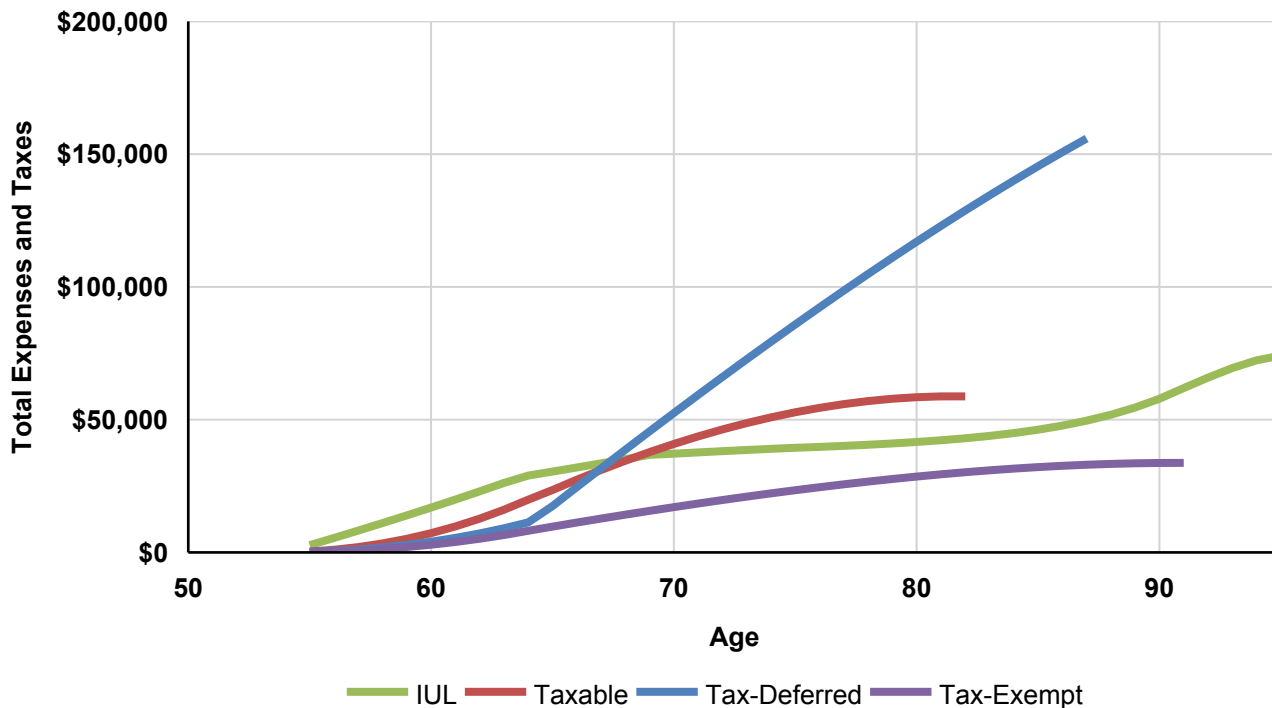
\$46,217

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	\$120,000	\$46,217	\$0	\$46,217	38.5%	Death Benefit @ 95 Is \$55,922
Taxable	\$120,000	\$21,149	\$37,618	\$58,767	49%	Account Went to \$0 at Age 83
Tax Deferred	\$166,667	\$41,353	\$104,106	\$145,460	87.3%	Account Went to \$0 at Age 88
Tax-Exempt	\$120,000	\$32,132	\$0	\$32,132	26.8%	Account Went to \$0 at Age 92

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 \$120,000 through age 85. The total charges will be \$46,217 at Age 85. That is 38.5% of your total premium. Taking a look at the other accounts Taxable ends up being 49%, Tax-Deferred is 87.3%, and the Tax-Exempt is 26.8%.

IUL also becomes the superior account because of its additional benefit of a death benefit protection which is \$55,922 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/ 6% Growth & 1% Expense			Tax Deferred Acct. w/ 6% Growth & 1% Expense			Tax-Exempt Acct. w/ 6% Growth & 1% Expense
		Policy Admin Charges	Cost of Ins.	Total Charges	Mgt Expense	Taxes	Total Expense	Mgt Expense	Taxes	Total Expense	Mgt Expense
55	12,000	2,248	455	2,703	125	202	327	177	0	177	127
56	12,000	2,248	492	2,740	254	410	664	362	0	362	261
57	12,000	2,248	534	2,782	388	625	1,013	557	0	557	401
58	12,000	2,248	583	2,831	526	847	1,373	761	0	761	548
59	12,000	2,248	637	2,885	668	1,076	1,745	975	0	975	702
60	12,000	2,248	699	2,947	815	1,313	2,129	1,200	0	1,200	864
61	12,000	2,248	767	3,015	967	1,558	2,525	1,436	0	1,436	1,034
62	12,000	2,248	842	3,090	1,124	1,810	2,935	1,683	0	1,683	1,212
63	12,000	2,248	919	3,167	1,286	2,071	3,358	1,943	0	1,943	1,399
64	12,000	1,768	1,002	2,770	1,454	2,341	3,794	2,216	0	2,216	1,595
Tot.	120,000	22,000	6,930	28,930	7,608	12,253	19,861	11,309	0	11,309	8,143
65	0	1,288	234	1,522	1,395	2,247	3,642	2,176	3,954	6,129	1,566
66	0	1,288	244	1,532	1,331	2,533	3,864	2,122	5,008	7,130	1,536
67	0	1,288	268	1,556	1,265	2,408	3,672	2,066	5,008	7,074	1,504
68	0	1,288	297	1,585	1,197	2,278	3,475	2,008	5,008	7,015	1,471
69	0	1,288	329	1,617	1,127	2,145	3,271	1,946	5,008	6,953	1,436
70	0	90	360	450	1,054	2,007	3,062	1,881	5,008	6,889	1,399
71	0	90	386	476	980	1,866	2,846	1,813	5,008	6,821	1,360
72	0	90	377	467	904	1,720	2,623	1,742	5,008	6,750	1,320
73	0	90	361	451	825	1,570	2,395	1,667	5,008	6,675	1,277
74	0	90	337	427	744	1,415	2,159	1,589	5,008	6,596	1,232
Tot.	120,000	28,890	10,123	39,013	18,429	32,441	50,870	30,319	49,022	79,341	22,243
75	0	90	301	391	660	1,256	1,916	1,506	5,008	6,514	1,185
76	0	90	248	338	574	1,092	1,666	1,420	5,008	6,427	1,136
77	0	90	290	380	485	924	1,409	1,329	5,008	6,337	1,084
78	0	90	339	429	394	750	1,144	1,234	5,008	6,241	1,030
79	0	90	398	488	300	571	871	1,134	5,008	6,142	973
80	0	90	470	560	203	387	590	1,029	5,008	6,037	914
81	0	90	547	637	103	197	300	919	5,008	5,927	851
82	0	90	664	754	1	1	2	804	5,008	5,811	785
83	0	90	802	892	0	0	0	683	5,008	5,690	716
84	0	90	970	1,060	0	0	0	555	5,008	5,563	644
Tot.	120,000	29,790	15,152	44,942	21,149	37,618	58,767	40,931	99,099	140,030	31,564
85	0	90	1,185	1,275	0	0	0	422	5,008	5,430	568
86	0	90	1,456	1,546	0	0	0	282	5,008	5,290	488
87	0	90	1,767	1,857	0	0	0	135	5,008	5,143	405
88	0	90	2,146	2,236	0	0	0	0	4,412	4,412	317
89	0	90	2,629	2,719	0	0	0	0	0	0	225
90	0	90	3,215	3,305	0	0	0	0	0	0	128
91	0	90	3,932	4,022	0	0	0	0	0	0	27

Age	Contribution	Policy Admin Charges	Cost of Ins.	Total Charges	Mgt Expense	Taxes	Total Expense	Mgt Expense	Taxes	Total Expense	Mgt Expense
92	0	90	3,845	3,935	0	0	0	0	0	0	0
93	0	90	3,511	3,601	0	0	0	0	0	0	0
94	0	90	2,823	2,913	0	0	0	0	0	0	0
Tot.	120,000	30,690	41,661	72,351	21,149	37,618	58,767	41,770	118,534	160,304	33,722
95	0	90	1,682	1,772	0	0	0	0	0	0	0
Tot.	120,000	30,780	43,343	74,123	21,149	37,618	58,767	41,770	118,534	160,304	33,722



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

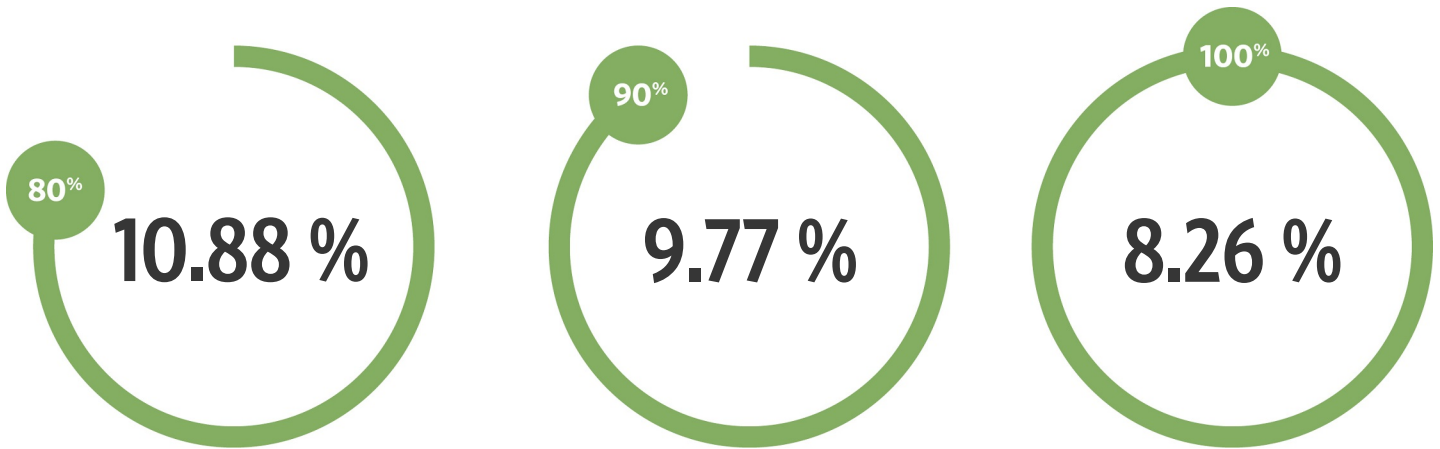


This report is intended to help you understand indexing strategies, making it easy for you to view hypothetical historical interest credits of an indexed product given certain index criteria. It can help you decide which hypothetical rates to use when illustrating a product and view how certain products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

CALCULATOR ASSUMPTIONS

Index Strategy:	Bloomberg US Dynamic Balanced Index II ER
Index Crediting Period:	One Year Point to Point
Participation Rate:	207%
Index Cap:	None
Index Floor:	0%
Index Fee:	0%
Index Crediting Period Start Date:	6/1/2004
Index Crediting Period Last Period Start Date:	4/19/2011
Number of Years:	12

INDEX RESULTS FOR HYPOTHETICAL PERCENTILE RATES FOR ROLLING 12 YEAR PERIODS



TYPICAL SCENARIO

80% of the 12 year periods would have received at least this annual return.

CONSERVATIVE SCENARIO

90% of the 12 year periods would have received at least this annual return.

WORST CASE SCENARIO

100% of the 12 year periods would have received at least this return. For comparison the S&P 500 minimum annual return was 5.98 %

21.48 %

MAXIMUM RETURN

This is the highest annual return of all the 12 year periods analyzed.

12.63 %

AVERAGE RETURN

This is the average annual return of all the 12 year periods analyzed.

COMPARISON AGAINST S&P 500

95.94 %

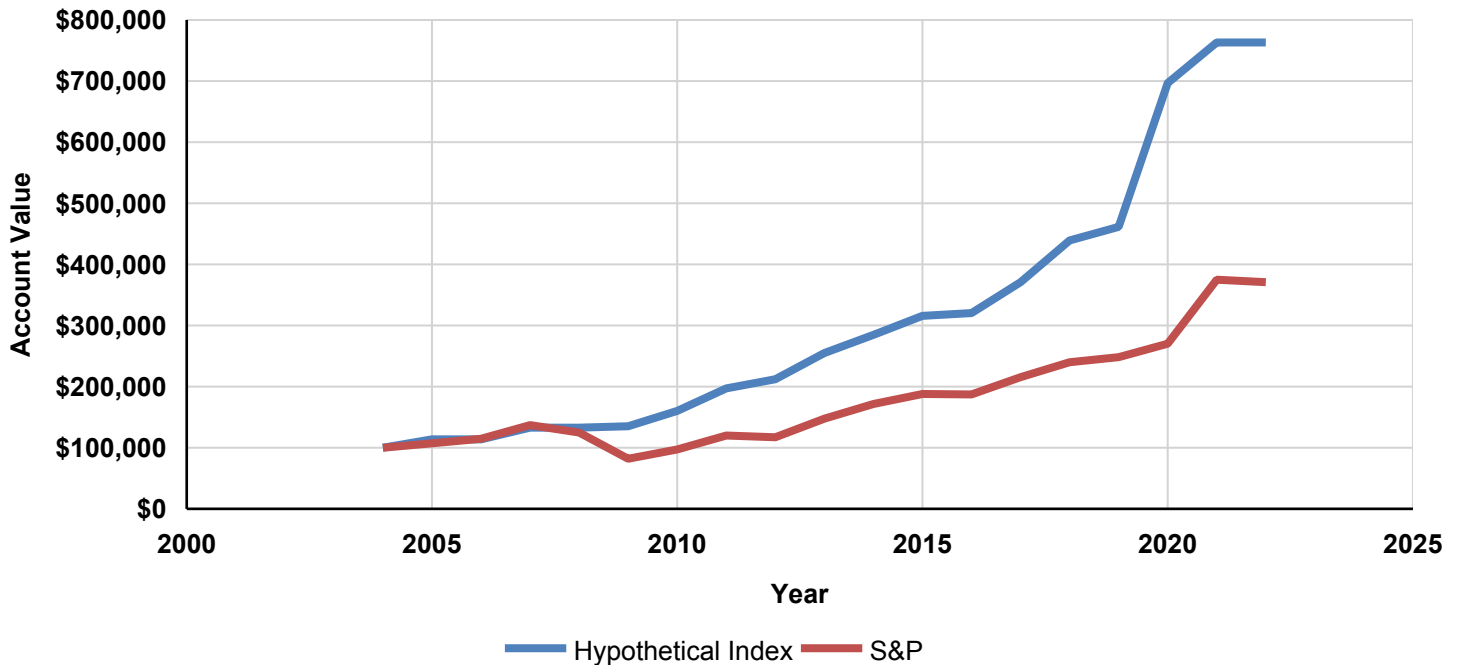
Within a 12-year period starting on 6/1/2004, your hypothetical IUL would have outperformed the S&P 500 95.94 % of the time



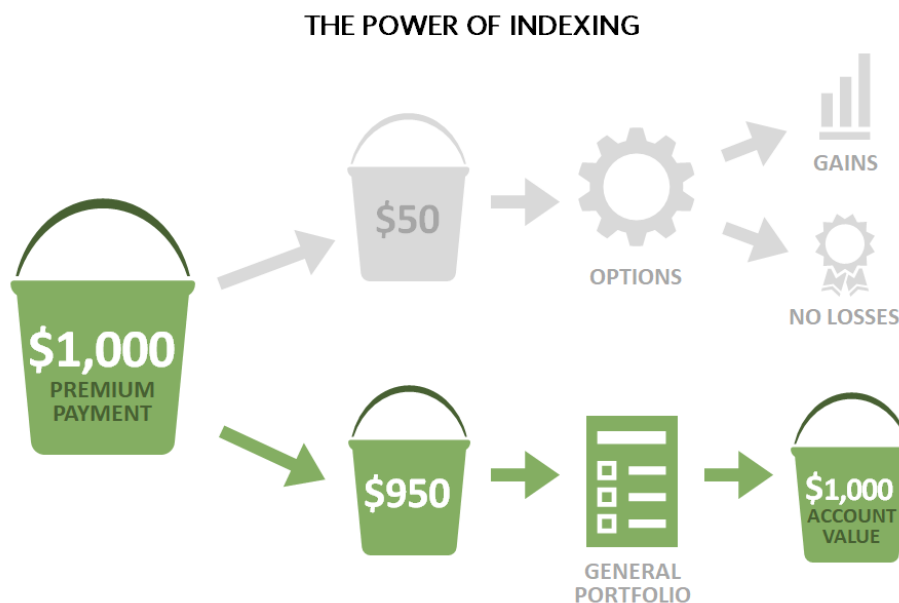
THE POWER OF INDEXING

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 Bloomberg US Dynamic Balanced Index II ER Indexed Returns For a 100% Cap and a 0% Floor, Starting From 6/1/2004



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.



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.