

# The Impact of Indexed Universal Life on Wealth Accumulation and Distribution

For: Tom & Courtney Johnson



Presented By: \_\_\_\_\_

[Licensed user's name appears here]

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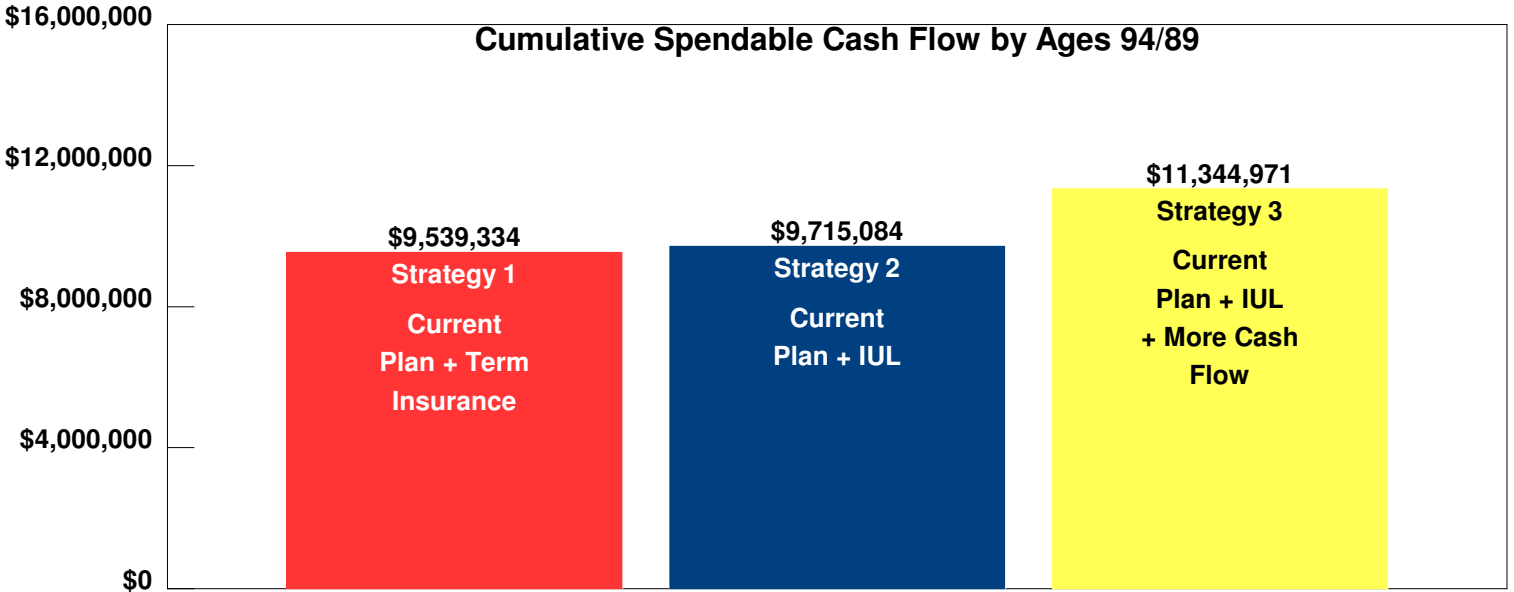
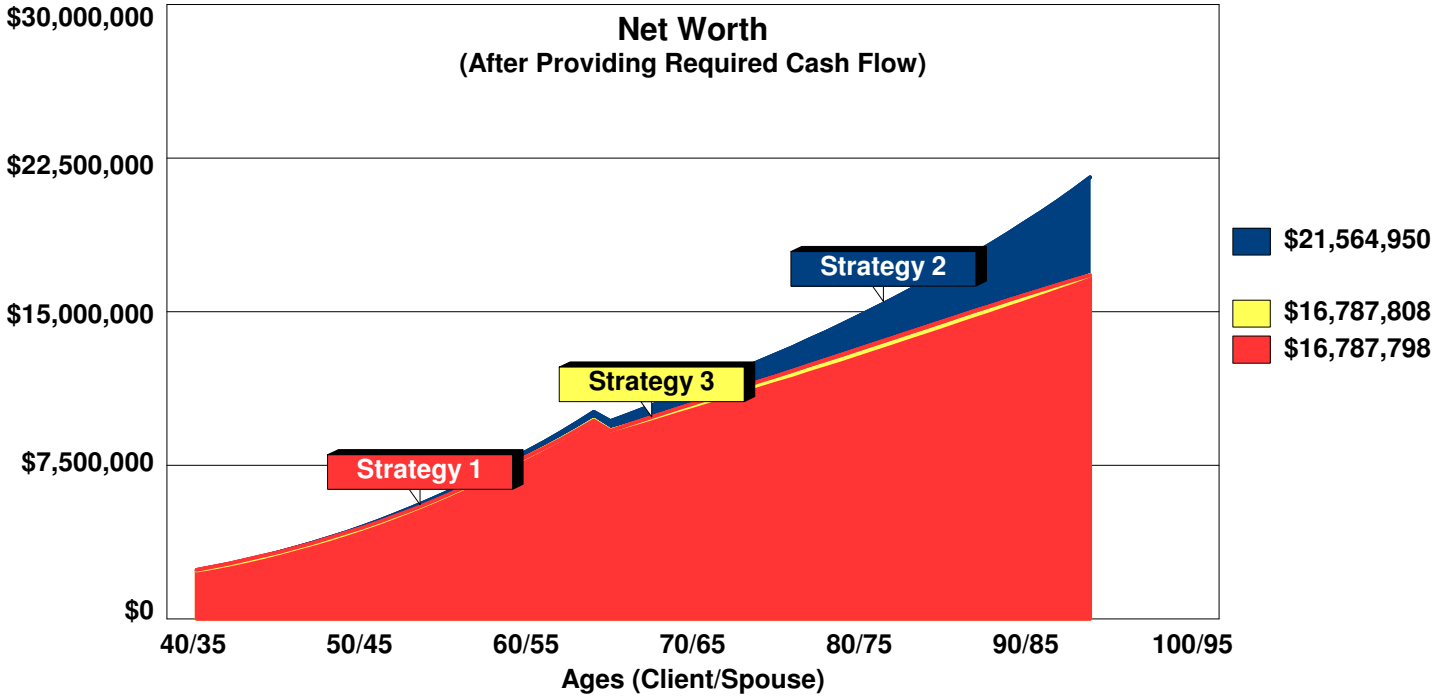
**Strategy 1 vs. Strategy 2 vs. Strategy 3**

# Comparison of Strategy 1 vs. Strategy 2 vs. Strategy 3

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For: Tom Johnson & Courtney Johnson

## Comparison of Alternatives



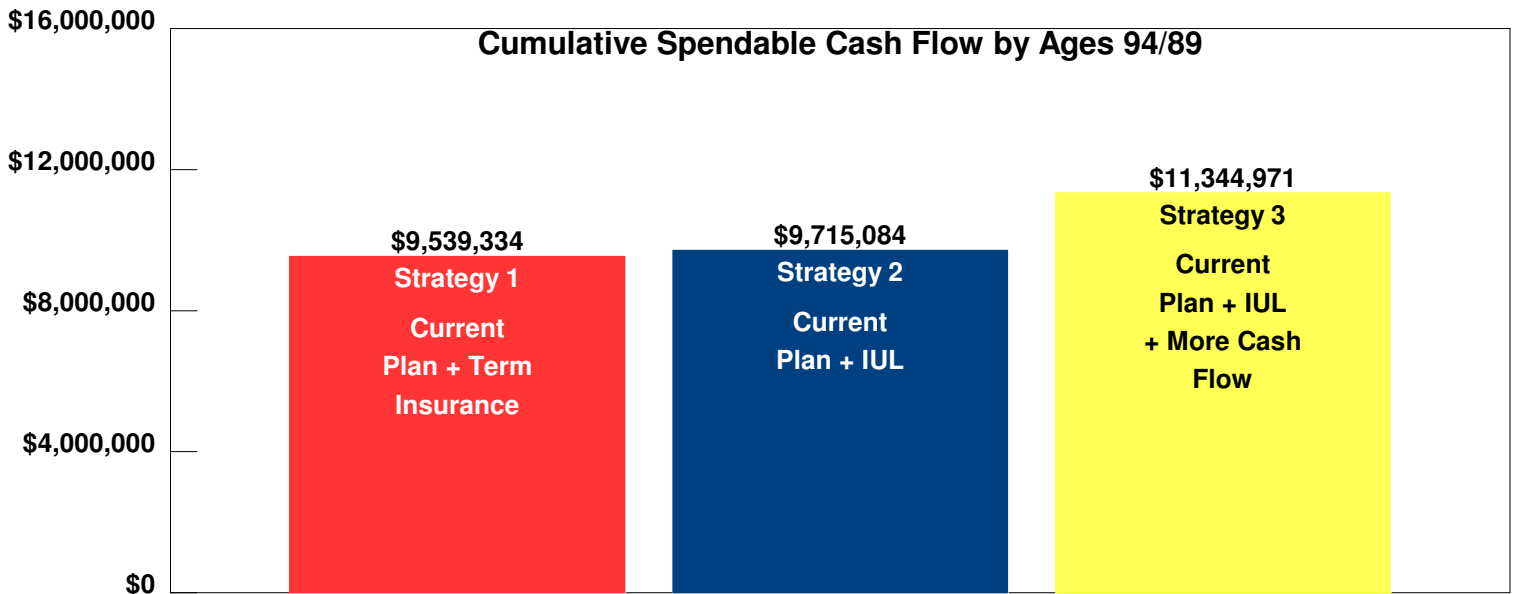
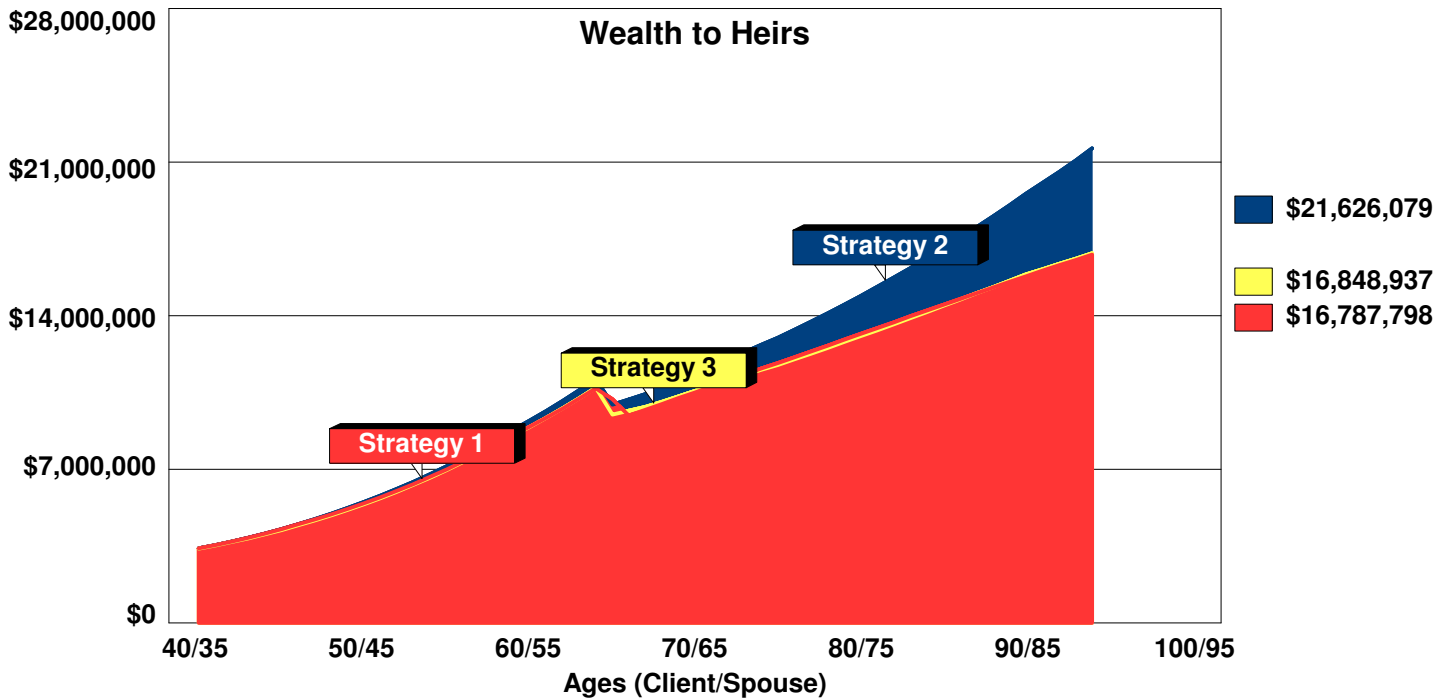
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# Comparison of Strategy 1 vs. Strategy 2 vs. Strategy 3

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## Comparison of Alternatives



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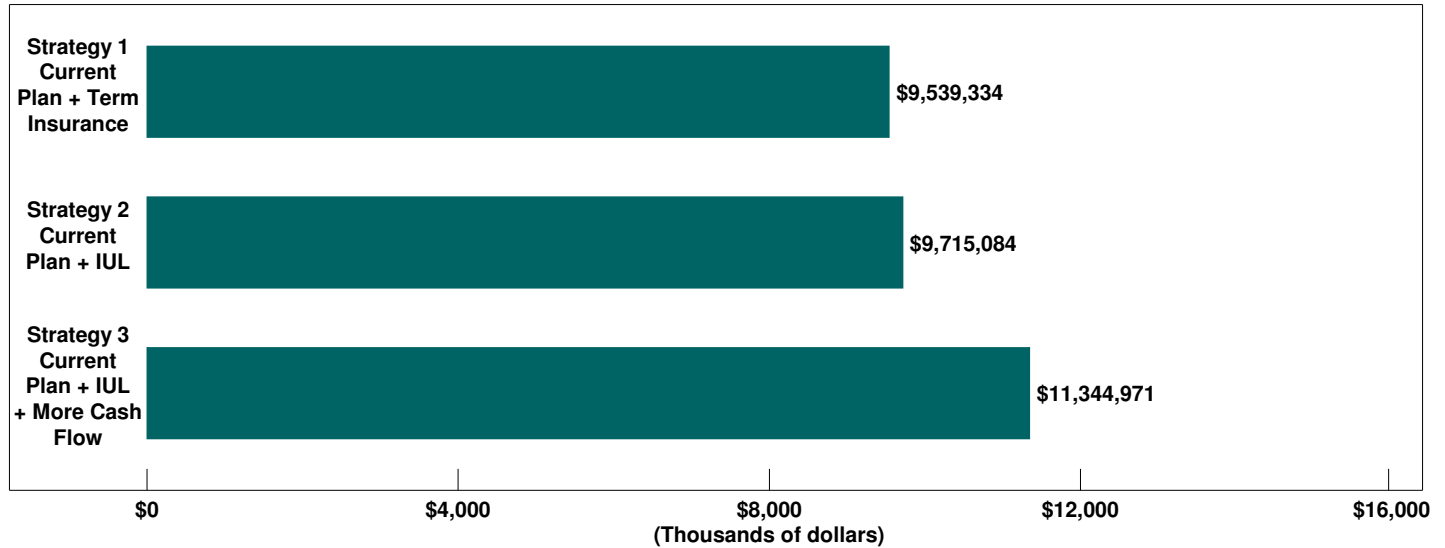
# Comparison of Strategy 1 vs. Strategy 2 vs. Strategy 3

Presented By: [Licensed user's name appears here]

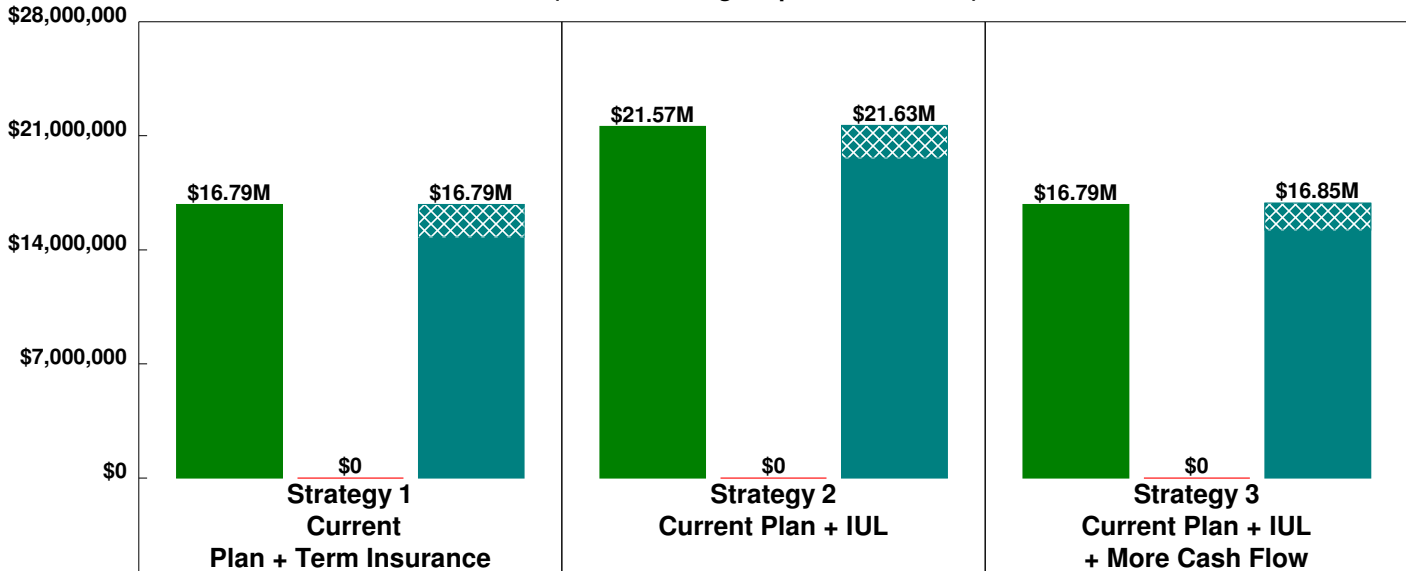
For: Tom Johnson & Courtney Johnson

## Summary Analysis of Alternatives

Cumulative Spendable Cash Flow by Ages 94/89



Values at Ages 94/89  
(After Providing Required Cash Flow)



- Cumulative Spendable Cash Flow
- Net Worth
- Transfer Taxes
- Wealth to Heirs\*

\*Due to the illustrated results of "stretch-out" tax planning, the checkered section on the top of the Wealth to Heirs bars represents retirement assets in the following amounts on which income tax is still due by Heirs: Strategy 1: \$2,008,487; Strategy 2: \$2,008,487; Strategy 3: \$1,644,302.

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# Comparison of Strategy 1 vs. Strategy 2 vs. Strategy 3

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Comparison of Alternatives

Year	M/F Ages	Spensible Cash Flow			Net Worth*			Wealth to Heirs		
		Strategy 1 Current Plan + Term Insurance	Strategy 2 Current Plan + IUL	Strategy 3 Current Plan + IUL + More Cash Flow	Strategy 1 Current Plan + Term Insurance	Strategy 2 Current Plan + IUL	Strategy 3 Current Plan + IUL + More Cash Flow	Strategy 1 Current Plan + Term Insurance	Strategy 2 Current Plan + IUL	Strategy 3 Current Plan + IUL + More Cash Flow
1	40/35	970	40,000	40,000	2,397,551	2,368,192	2,362,396	3,397,551	3,397,202	3,391,406
2	41/36	970	40,000	40,000	2,547,290	2,517,867	2,505,787	3,547,290	3,544,347	3,532,267
3	42/37	970	40,000	40,000	2,711,362	2,683,524	2,664,643	3,711,362	3,707,485	3,688,604
4	43/38	970	40,000	40,000	2,888,200	2,863,753	2,837,520	3,888,200	3,885,184	3,858,951
5	44/39	970	40,000	40,000	3,077,045	3,057,928	3,023,756	4,077,045	4,076,840	4,042,668
6	45/40	970	0	0	3,277,624	3,266,395	3,223,659	4,277,624	4,282,788	4,240,052
7	46/41	970	0	0	3,489,981	3,487,286	3,435,323	4,489,981	4,501,149	4,449,186
8	47/42	970	0	0	3,714,365	3,720,923	3,659,028	4,714,365	4,732,267	4,670,372
9	48/43	970	0	0	3,951,164	3,967,802	3,895,225	4,951,164	4,976,616	4,904,039
10	49/44	970	0	0	4,200,850	4,228,433	4,144,377	5,200,850	5,234,727	5,150,671
11	50/45	970	0	0	4,463,986	4,508,501	4,412,120	5,463,986	5,512,276	5,415,895
12	51/46	970	0	0	4,741,166	4,801,315	4,691,711	5,741,166	5,805,090	5,695,486
13	52/47	970	0	0	5,033,061	5,110,151	4,986,369	6,033,061	6,113,926	5,990,144
14	53/48	970	0	0	5,340,369	5,435,788	5,296,815	6,340,369	6,439,563	6,300,590
15	54/49	970	0	0	5,663,841	5,779,074	5,623,836	6,663,841	6,782,849	6,627,611
16	55/50	970	0	0	6,004,270	6,140,878	5,968,233	7,004,270	7,144,653	6,972,008
17	56/51	970	0	0	6,362,494	6,522,172	6,330,910	7,362,494	7,525,947	7,334,685
18	57/52	970	0	0	6,739,395	6,923,959	6,712,797	7,739,395	7,927,734	7,716,572
19	58/53	970	0	0	7,135,898	7,347,302	7,114,880	8,135,898	8,351,077	8,118,655
20	59/54	970	0	0	7,552,986	7,793,328	7,538,202	8,552,986	8,797,103	8,541,977
21	60/55	970	0	0	7,939,305	8,210,815	7,931,455	8,939,305	9,214,590	8,935,230
22	61/56	970	0	0	8,345,808	8,650,852	8,345,636	9,345,808	9,654,627	9,349,411
23	62/57	970	0	0	8,773,564	9,114,622	8,781,832	9,773,564	10,118,397	9,785,607
24	63/58	970	0	0	9,223,681	9,603,370	9,241,185	10,223,681	10,607,145	10,244,960
25	64/59	970	0	0	9,697,312	10,118,380	9,724,872	10,697,312	11,122,155	10,728,647
26	65/60	200,000	200,000	234,259	9,191,172	9,657,230	9,205,929	10,191,172	9,945,194	9,493,893
27	66/61	206,000	206,000	241,287	9,454,136	9,958,119	9,444,730	9,454,136	10,189,408	9,676,019
28	67/62	212,180	212,180	248,525	9,716,497	10,264,020	9,684,081	9,716,497	10,434,194	9,854,255
29	68/63	218,545	218,545	255,981	9,982,032	10,577,398	9,926,221	9,982,032	10,739,745	10,088,568
30	69/64	225,102	225,102	263,661	10,252,133	10,899,573	10,172,210	10,252,133	11,063,726	10,336,363
31	70/65	231,855	231,855	271,571	10,511,650	11,215,655	10,415,534	10,511,650	11,380,996	10,580,875
32	71/66	238,810	238,810	279,717	10,775,487	11,540,980	10,663,482	10,775,487	11,694,960	10,817,462
33	72/67	245,975	245,975	288,109	11,043,892	11,876,230	10,916,481	11,043,892	12,016,263	11,056,514
34	73/68	253,354	253,354	296,752	11,316,999	12,222,029	11,174,882	11,316,999	12,345,198	11,298,051
35	74/69	260,955	260,955	305,655	11,594,866	12,578,995	11,439,020	11,594,866	12,682,008	11,542,033
36	75/70	268,783	268,783	314,824	11,852,939	12,923,002	11,684,473	11,852,939	13,002,140	11,763,611
37	76/71	276,847	276,847	324,269	12,113,125	13,276,070	11,932,947	12,113,125	13,361,178	12,018,055
38	77/72	285,152	285,152	333,997	12,375,269	13,638,555	12,184,407	12,375,269	13,730,074	12,275,926
39	78/73	293,707	293,707	344,018	12,638,979	14,010,637	12,438,738	12,638,979	14,109,040	12,537,141
40	79/74	302,518	302,518	354,338	12,904,049	14,392,694	12,695,883	12,904,049	14,498,489	12,801,678
		3,744,033	3,919,783	4,556,963						

\*After spendable cash flow.

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# Comparison of Strategy 1 vs. Strategy 2 vs. Strategy 3

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Comparison of Alternatives

Year	M/F Ages	Spensible Cash Flow			Net Worth*			Wealth to Heirs		
		Strategy 1 Current Plan + Term Insurance	Strategy 2 Current Plan + IUL	Strategy 3 Current Plan + IUL + More Cash Flow	Strategy 1 Current Plan + Term Insurance	Strategy 2 Current Plan + IUL	Strategy 3 Current Plan + IUL + More Cash Flow	Strategy 1 Current Plan + Term Insurance	Strategy 2 Current Plan + IUL	Strategy 3 Current Plan + IUL + More Cash Flow
41	80/75	311,593	311,593	364,967	13,170,138	14,784,988	12,955,704	13,170,138	14,898,714	13,069,430
42	81/76	320,941	320,941	375,917	13,436,874	15,187,776	13,218,038	13,436,874	15,310,009	13,340,271
43	82/77	330,570	330,570	387,195	13,704,010	15,601,415	13,482,797	13,704,010	15,732,766	13,614,148
44	83/78	340,487	340,487	398,811	13,970,964	16,026,003	13,749,610	13,970,964	16,167,122	13,890,729
45	84/79	350,701	350,701	410,774	14,237,459	16,461,951	14,018,392	14,237,459	16,613,525	14,169,966
46	85/80	361,222	361,222	423,098	14,503,234	16,909,624	14,288,869	14,503,234	17,072,378	14,451,623
47	86/81	372,059	372,059	435,791	14,767,820	17,369,185	14,560,631	14,767,820	17,543,881	14,735,327
48	87/82	383,221	383,221	448,865	15,030,716	17,840,736	14,833,175	15,030,716	18,028,173	15,020,612
49	88/83	394,717	394,717	462,330	15,291,399	18,324,290	15,105,866	15,291,399	18,525,296	15,306,872
50	89/84	406,559	406,559	476,200	15,549,312	18,819,959	15,378,136	15,549,312	19,035,403	15,593,580
51	90/85	418,756	418,756	490,487	15,804,506	19,328,052	15,649,395	15,804,506	19,558,825	15,880,168
52	91/86	431,318	431,318	505,201	16,056,462	19,853,657	15,923,941	16,056,462	20,051,479	16,121,763
53	92/87	444,258	444,258	520,357	16,304,636	20,399,308	16,203,469	16,304,636	20,558,380	16,362,541
54	93/88	457,586	457,586	535,968	16,548,470	20,968,283	16,490,360	16,548,470	21,082,082	16,604,159
55	94/89	471,313	471,313	552,047	16,787,798	21,564,950	16,787,808	16,787,798	21,626,079	16,848,937

9,539,334      9,715,084      11,344,971

\*After spendable cash flow.

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## **Strategy 1: Retirement Plan Including Term Insurance**

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson, Ages 40/35

## Client Information Summary

### Current Assets

<u>Liquid Assets:</u>	Liquid Assets (Taxable Interest)	\$	200,000	
	Liquid Assets (Tax Exempt Interest)		0	
	Equity Assets		800,000	
	Tax Deferred Assets		0	
	Defined Contribution Plan Assets for Tom Johnson			
	Retirement Plan Assets		90,000	
	Defined Contribution Plan Assets Courtney Johnson			
	Retirement Plan Asset		125,000	
	Total Defined Contribution Plan Assets:		215,000	
		Total Liquid Assets		1,215,000
<u>Illiquid Assets:</u>	Principal Residence		500,000	
	Vacation Home		250,000	
	Personal Property		150,000	
	Courtney's Travel Agency		500,000	
	Less Total Liabilities		(350,000)	
		Total Illiquid Assets		1,050,000
<u>Other Assets:</u>	Inside the Estate			
	Proposed Term Insurance Death Benefit		1,000,000	
		Total Other Assets Inside the Estate		1,000,000
	Total Estate Assets		\$3,265,000	
	Total Other Assets Outside the Estate		0	

### Funding Options for Required Cash Flow

<u>Retirement Plan Assets:</u>	Minimum Distribution, Unless More Is Needed
<u>Cash Flow Funding:</u>	Sequential Use of Liquid Assets -- Taxable, Equity, Retirement Plan Assets, Spouse's Retirement Plan Assets

The information in this presentation is not guaranteed; it is for illustration purposes only. Tax rates, interest and inflation rates, and IRS tax codes may, and probably will, change in the future; therefore, you should consult your tax adviser for additional information about potential taxes and IRS revisions.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson, Ages 40/35

## Client Information Summary

### Assumptions Used

<u>Income Tax Rates:</u>	Pre-Retirement	45.00%
	Retirement	45.00%
<u>Life Expectancy:</u>	Joint	53 Years
	Tom Johnson	Age 92
	Courtney Johnson	Age 87
<u>Taxable Account:</u>		Taxable
	Yield Assumption	4.00%
<u>Equities:</u>		Equity
	Growth Rate	7.00%
	Dividend Rate	2.00%
<u>Retirement Plan Assets Tom Johnson:</u>		
	Defined Contr. Yield Assumption	7.00%
<u>Retirement Plan Assets Courtney Johnson:</u>		
	Defined Contr. Yield Assumption	7.00%

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

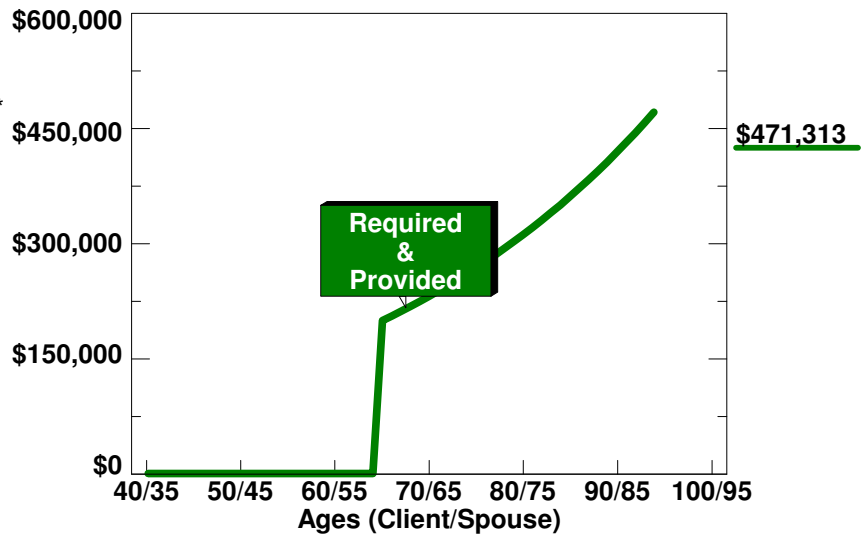
## Analysis of After Tax Cash Flow Requirements

Below is a list of your liquid assets. It is suggested that you withdraw funds to meet your after tax cash flow requirements from each liquid asset in the order presented. The Cash Flow graph (below, right) illustrates whether your liquid assets are sufficient to provide the required cash flow.

### Withdrawal Order

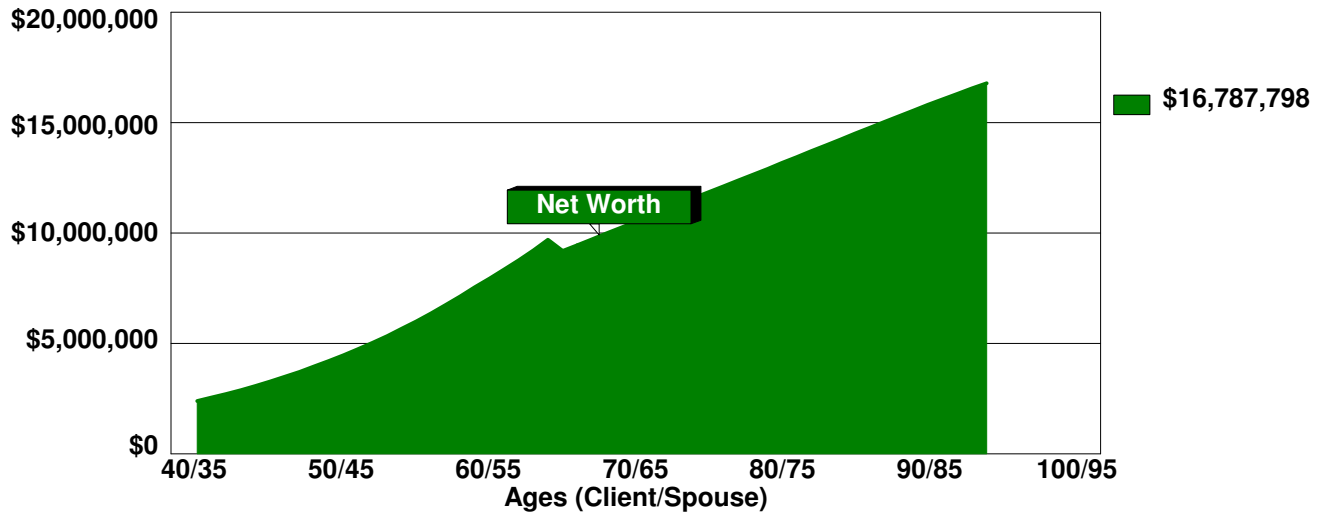
- 1st. Taxable
- 2nd. Equities
- 3rd. Retirement Plan Assets\*
- 4th. Spouse's Retirement Plan Assets\*

### Annual Cash Flow



As you can see in the Cash Flow graph above, your liquid assets are sufficient to provide withdrawals to meet your required after tax cash flow in all years illustrated. The graph below shows your remaining total Net Worth.

### Net Worth (After Providing Required Cash Flow)



\*As needed, but no less than required minimum distributions.

# Strategy 1: Retirement Plan Including Term Insurance

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For: Tom Johnson & Courtney Johnson

## Cash Flow Analysis

Year	M/F Ages	Annual Cash Flow Required	Annual Cash Flow Provided			
		(1) After Tax Spendable Cash Flow Required*	(2) Total After Tax Cash Flow from Retirement Plan Assets	(3) After Tax Cash Flow from Taxable Account	(4) After Tax Cash Flow from Equity Assets	(5) Total After Tax Cash Flow Provided*
1	40/35	970	0	970	0	970
2	41/36	970	0	970	0	970
3	42/37	970	0	970	0	970
4	43/38	970	0	970	0	970
5	44/39	970	0	970	0	970
6	45/40	970	0	970	0	970
7	46/41	970	0	970	0	970
8	47/42	970	0	970	0	970
9	48/43	970	0	970	0	970
10	49/44	970	0	970	0	970
11	50/45	970	0	970	0	970
12	51/46	970	0	970	0	970
13	52/47	970	0	970	0	970
14	53/48	970	0	970	0	970
15	54/49	970	0	970	0	970
16	55/50	970	0	970	0	970
17	56/51	970	0	970	0	970
18	57/52	970	0	970	0	970
19	58/53	970	0	970	0	970
20	59/54	970	0	970	0	970
21	60/55	970	0	970	0	970
22	61/56	970	0	970	0	970
23	62/57	970	0	970	0	970
24	63/58	970	0	970	0	970
25	64/59	970	0	970	0	970
26	65/60	200,000	0	200,000	0	200,000
27	66/61	206,000	0	114,480	91,520	206,000
28	67/62	212,180	0	0	212,180	212,180
29	68/63	218,545	0	0	218,545	218,545
30	69/64	225,102	0	0	225,102	225,102
31	70/65	231,855	19,011	0	212,844	231,855
32	71/66	238,810	19,961	0	218,849	238,810
33	72/67	245,975	20,956	0	225,019	245,975
34	73/68	253,354	21,997	0	231,357	253,354
35	74/69	260,955	23,086	0	237,869	260,955
36	75/70	268,783	53,369	0	215,414	268,783
37	76/71	276,847	56,016	0	220,831	276,847
38	77/72	285,152	58,659	0	226,493	285,152
39	78/73	293,707	61,550	0	232,157	293,707
40	79/74	302,518	64,420	0	238,098	302,518
		<b>3,744,033</b>	<b>399,025</b>	<b>338,730</b>	<b>3,006,278</b>	<b>3,744,033</b>

\*IMPORTANT NOTE: For this plan to be financially sound, column (5) must be sufficient to provide the values in column (1).

Column (1): assumes 0.00% inflation in yrs 1-26, 3.00% thereafter.

Column (2): see "Summary of Retirement Plan Assets".

Column (3): see "Details of Taxable Account".

Column (4): see "Details of Equity Assets" and "Details of Portfolio Turnover".

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Cash Flow Analysis

Year	M/F Ages	Annual Cash Flow Required	Annual Cash Flow Provided			
		(1) After Tax Spendable Cash Flow Required*	(2) Total After Tax Cash Flow from Retirement Plan Assets	(3) After Tax Cash Flow from Taxable Account	(4) After Tax Cash Flow from Equity Assets	(5) Total After Tax Cash Flow Provided*
41	80/75	311,593	67,405	0	244,188	311,593
42	81/76	320,941	70,507	0	250,434	320,941
43	82/77	330,570	73,535	0	257,035	330,570
44	83/78	340,487	76,866	0	263,621	340,487
45	84/79	350,701	80,087	0	270,614	350,701
46	85/80	361,222	83,146	0	278,076	361,222
47	86/81	372,059	86,261	0	285,798	372,059
48	87/82	383,221	89,423	0	293,798	383,221
49	88/83	394,717	92,624	0	302,093	394,717
50	89/84	406,559	95,849	0	310,710	406,559
51	90/85	418,756	98,328	0	320,428	418,756
52	91/86	431,318	100,730	0	330,588	431,318
53	92/87	444,258	103,031	0	341,227	444,258
54	93/88	457,586	105,205	0	352,381	457,586
55	94/89	471,313	106,732	0	364,581	471,313
		<b>9,539,334</b>	<b>1,728,754</b>	<b>338,730</b>	<b>7,471,850</b>	<b>9,539,334</b>

\*IMPORTANT NOTE: For this plan to be financially sound, column (5) must be sufficient to provide the values in column (1).

Column (1): assumes 0.00% inflation in yrs 1-26, 3.00% thereafter.

Column (2): see "Summary of Retirement Plan Assets".

Column (3): see "Details of Taxable Account".

Column (4): see "Details of Equity Assets" and "Details of Portfolio Turnover".

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Spendable Cash Flow Required

Year	M/F Ages	(1) After Tax Cash Flow for Living Expenses	+	(2) Proposed Term Insurance Premiums	=	(3) After Tax Spendable Cash Flow Required
1	40/35	0		970		970
2	41/36	0		970		970
3	42/37	0		970		970
4	43/38	0		970		970
5	44/39	0		970		970
6	45/40	0		970		970
7	46/41	0		970		970
8	47/42	0		970		970
9	48/43	0		970		970
10	49/44	0		970		970
11	50/45	0		970		970
12	51/46	0		970		970
13	52/47	0		970		970
14	53/48	0		970		970
15	54/49	0		970		970
16	55/50	0		970		970
17	56/51	0		970		970
18	57/52	0		970		970
19	58/53	0		970		970
20	59/54	0		970		970
21	60/55	0		970		970
22	61/56	0		970		970
23	62/57	0		970		970
24	63/58	0		970		970
25	64/59	0		970		970
26	65/60	200,000		0		200,000
27	66/61	206,000		0		206,000
28	67/62	212,180		0		212,180
29	68/63	218,545		0		218,545
30	69/64	225,102		0		225,102
31	70/65	231,855		0		231,855
32	71/66	238,810		0		238,810
33	72/67	245,975		0		245,975
34	73/68	253,354		0		253,354
35	74/69	260,955		0		260,955
36	75/70	268,783		0		268,783
37	76/71	276,847		0		276,847
38	77/72	285,152		0		285,152
39	78/73	293,707		0		293,707
40	79/74	302,518		0		302,518
		<u>3,719,783</u>		<u>24,250</u>		<u>3,744,033</u>

Column (1) assumes 0.00% inflation for 26 years, 3.00% thereafter.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Spendable Cash Flow Required

Year	M/F Ages	(1) After Tax Cash Flow for Living Expenses	+	(2) Proposed Term Insurance Premiums	=	(3) After Tax Spendable Cash Flow Required
41	80/75	311,593		0		311,593
42	81/76	320,941		0		320,941
43	82/77	330,570		0		330,570
44	83/78	340,487		0		340,487
45	84/79	350,701		0		350,701
46	85/80	361,222		0		361,222
47	86/81	372,059		0		372,059
48	87/82	383,221		0		383,221
49	88/83	394,717		0		394,717
50	89/84	406,559		0		406,559
51	90/85	418,756		0		418,756
52	91/86	431,318		0		431,318
53	92/87	444,258		0		444,258
54	93/88	457,586		0		457,586
55	94/89	471,313		0		471,313
		<hr/>		<hr/>		<hr/>
		9,515,084		24,250		9,539,334

Column (1) assumes 0.00% inflation for 26 years, 3.00% thereafter.

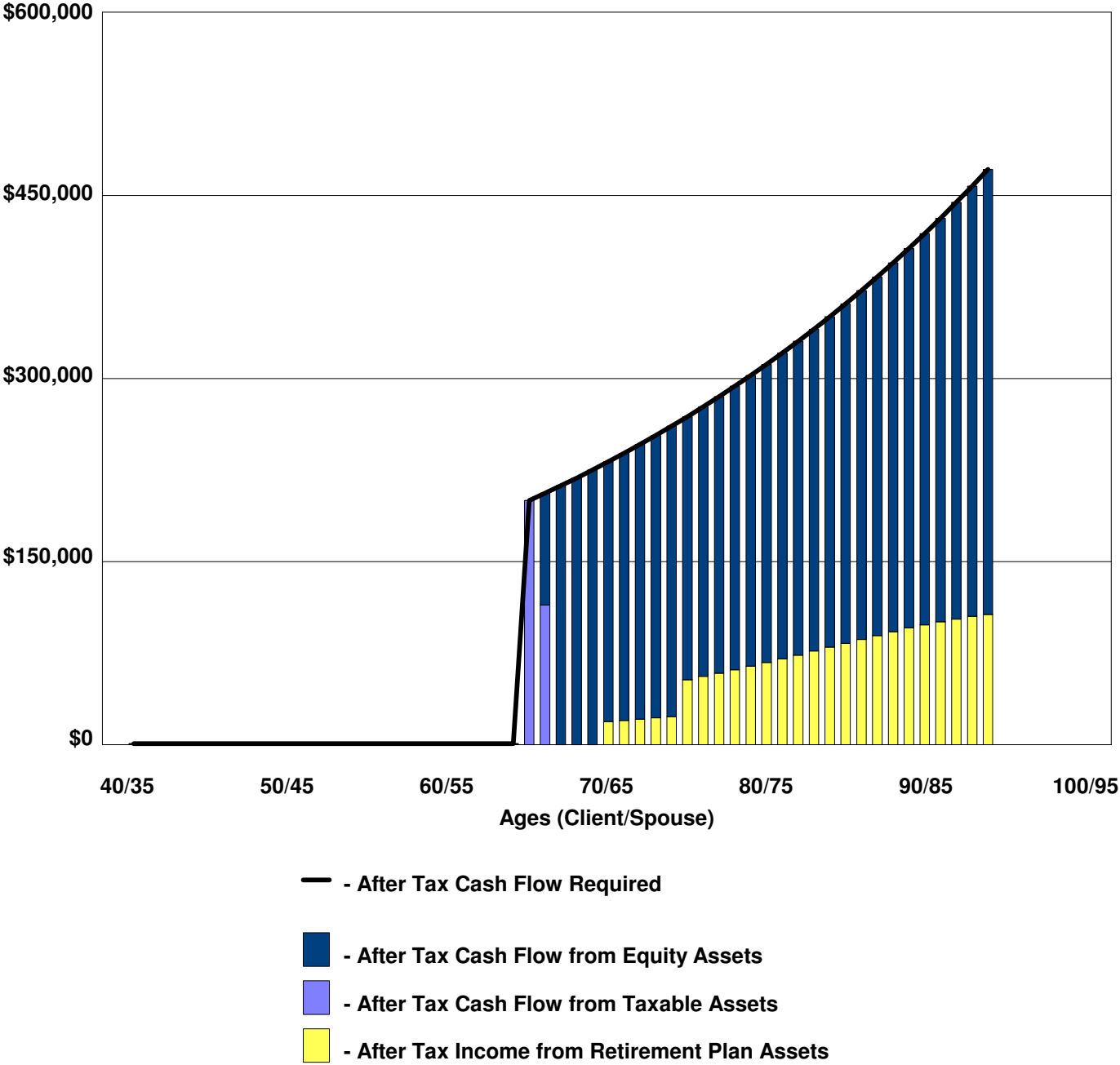


# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Sources of Cash Flow 55 Year Analysis



# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Liquid Assets

Year	M/F Ages	(1) Year End Value of Retirement Plan Assets	(2) Year End Value of Taxable Assets	(3) Year End Value of Equity Assets	(4) Total Liquid Assets
1	40/35	238,192	203,409	843,287	1,284,888
2	41/36	262,984	206,893	898,171	1,368,048
3	42/37	289,472	210,453	961,572	1,461,497
4	43/38	317,757	214,092	1,031,685	1,563,534
5	44/39	347,947	217,811	1,107,489	1,673,247
6	45/40	380,159	221,612	1,188,439	1,790,210
7	46/41	414,511	225,496	1,274,290	1,914,297
8	47/42	451,131	229,466	1,364,981	2,045,578
9	48/43	490,156	233,523	1,460,572	2,184,251
10	49/44	531,726	237,669	1,561,193	2,330,588
11	50/45	575,994	241,906	1,667,033	2,484,933
12	51/46	623,116	246,237	1,778,311	2,647,664
13	52/47	673,263	250,663	1,895,278	2,819,204
14	53/48	726,611	255,186	2,018,207	3,000,004
15	54/49	783,347	259,809	2,147,392	3,190,548
16	55/50	843,672	264,533	2,283,144	3,391,349
17	56/51	907,793	269,361	2,425,793	3,602,947
18	57/52	975,932	274,296	2,575,686	3,825,914
19	58/53	1,048,320	279,339	2,733,191	4,060,850
20	59/54	1,125,206	284,493	2,898,692	4,308,391
21	60/55	1,206,851	289,761	3,046,134	4,542,746
22	61/56	1,293,529	295,144	3,200,944	4,789,617
23	62/57	1,385,530	300,646	3,363,541	5,049,717
24	63/58	1,483,161	306,269	3,534,350	5,323,780
25	64/59	1,586,743	312,016	3,713,803	5,612,562
26	65/60	1,672,348	114,480	6,681,207	8,468,035
27	66/61	1,762,571	0	6,942,504	8,705,075
28	67/62	1,857,661	0	7,082,634	8,940,295
29	68/63	1,957,882	0	7,219,553	9,177,435
30	69/64	2,063,510	0	7,354,336	9,417,846
31	70/65	2,138,405	0	7,507,930	9,646,335
32	71/66	2,215,521	0	7,662,241	9,877,762
33	72/67	2,294,890	0	7,817,439	10,112,329
34	73/68	2,376,547	0	7,973,574	10,350,121
35	74/69	2,460,522	0	8,130,621	10,591,143
36	75/70	2,490,998	0	8,319,789	10,810,787
37	76/71	2,518,046	0	8,512,858	11,030,904
38	77/72	2,541,487	0	8,709,792	11,251,279
39	78/73	2,560,654	0	8,910,803	11,471,457
40	79/74	2,575,355	0	9,115,815	11,691,170

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Liquid Assets

Year	M/F Ages	(1) Year End Value of Retirement Plan Assets	+	(2) Year End Value of Taxable Assets	+	(3) Year End Value of Equity Assets	=	(4) Total Liquid Assets
41	80/75	2,585,129		0		9,324,877		11,910,006
42	81/76	2,589,487		0		9,538,036		12,127,523
43	82/77	2,588,276		0		9,755,124		12,343,400
44	83/78	2,580,617		0		9,976,362		12,556,979
45	84/79	2,566,374		0		10,201,526		12,767,900
46	85/80	2,545,501		0		10,430,318		12,975,819
47	86/81	2,517,532		0		10,662,647		13,180,179
48	87/82	2,481,993		0		10,898,396		13,380,389
49	88/83	2,438,403		0		11,137,425		13,575,828
50	89/84	2,386,281		0		11,379,560		13,765,841
51	90/85	2,326,598		0		11,623,778		13,950,376
52	91/86	2,259,093		0		11,869,714		14,128,807
53	92/87	2,183,534		0		12,116,941		14,300,475
54	93/88	2,099,735		0		12,364,972		14,464,707
55	94/89	2,008,487		0		12,612,729		14,621,216

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Defined Contribution Plan Assets for Tom Johnson

Retirement Plan Assets Initial Value 90,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Plan Assets	(2) Assumed Deposits	(3) Required Minimum Distribution	(4) Distribution from Retirement Plan Assets	(5) Year End Retirement Plan Assets	(6) After Tax Cash Flow from Retirement Plan Assets
1	40/35	90,000	5,500	0	0	100,652	0
2	41/36	100,652	5,665	0	0	112,053	0
3	42/37	112,053	5,835	0	0	124,248	0
4	43/38	124,248	6,010	0	0	137,285	0
5	44/39	137,285	6,190	0	0	151,215	0
6	45/40	151,215	6,376	0	0	166,093	0
7	46/41	166,093	6,567	0	0	181,975	0
8	47/42	181,975	6,764	0	0	198,921	0
9	48/43	198,921	6,967	0	0	216,996	0
10	49/44	216,996	7,176	0	0	236,266	0
11	50/45	236,266	7,392	0	0	256,803	0
12	51/46	256,803	7,613	0	0	278,681	0
13	52/47	278,681	7,842	0	0	301,981	0
14	53/48	301,981	8,077	0	0	326,786	0
15	54/49	326,786	8,319	0	0	353,184	0
16	55/50	353,184	8,569	0	0	381,270	0
17	56/51	381,270	8,826	0	0	411,142	0
18	57/52	411,142	9,091	0	0	442,905	0
19	58/53	442,905	9,363	0	0	476,668	0
20	59/54	476,668	9,644	0	0	512,549	0
21	60/55	512,549	9,934	0	0	550,671	0
22	61/56	550,671	10,232	0	0	591,164	0
23	62/57	591,164	10,539	0	0	634,165	0
24	63/58	634,165	10,855	0	0	679,819	0
25	64/59	679,819	11,180	0	0	728,278	0
26	65/60	728,278	0	0	0	767,569	0
27	66/61	767,569	0	0	0	808,979	0
28	67/62	808,979	0	0	0	852,623	0
29	68/63	852,623	0	0	0	898,622	0
30	69/64	898,622	0	0	0	947,103	0
31	70/65	947,103	0	34,566	34,566	961,768	19,011
32	71/66	961,768	0	36,293	36,293	975,404	19,961
33	72/67	975,404	0	38,102	38,102	987,869	20,956
34	73/68	987,869	0	39,995	39,995	999,012	21,997
35	74/69	999,012	0	41,975	41,975	1,008,669	23,086
36	75/70	1,008,669	0	44,047	44,047	1,016,663	24,226
37	76/71	1,016,663	0	46,212	46,212	1,022,807	25,417
38	77/72	1,022,807	0	48,246	48,246	1,027,139	26,535
39	78/73	1,027,139	0	50,598	50,598	1,029,225	27,829
40	79/74	1,029,225	0	52,781	52,781	1,029,123	29,030
			200,526	432,815	432,815		238,048

Columns (1) and (2) include only deductible contributions.

Column (3) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

Column (4) includes distributions not subject to income tax.

Column (5) has been reduced by an assumed management fee of 1.50%.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Defined Contribution Plan Assets for Tom Johnson

Retirement Plan Assets Initial Value 90,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Plan Assets	(2) Assumed Deposits	(3) Required Minimum Distribution	(4) Distribution from Retirement Plan Assets	(5) Year End Retirement Plan Assets	(6) After Tax Cash Flow from Retirement Plan Assets
41	80/75	1,029,123	0	55,033	55,033	1,026,642	30,268
42	81/76	1,026,642	0	57,354	57,354	1,021,581	31,545
43	82/77	1,021,581	0	59,742	59,742	1,013,730	32,858
44	83/78	1,013,730	0	62,192	62,192	1,002,873	34,206
45	84/79	1,002,873	0	64,701	64,701	988,786	35,586
46	85/80	988,786	0	66,810	66,810	971,717	36,746
47	86/81	971,717	0	68,916	68,916	951,507	37,904
48	87/82	951,507	0	71,008	71,008	928,002	39,054
49	88/83	928,002	0	73,071	73,071	901,055	40,189
50	89/84	901,055	0	75,088	75,088	870,528	41,298
51	90/85	870,528	0	76,362	76,362	837,011	41,999
52	91/86	837,011	0	77,501	77,501	800,486	42,626
53	92/87	800,486	0	78,479	78,479	760,959	43,163
54	93/88	760,959	0	79,267	79,267	718,469	43,597
55	94/89	718,469	0	78,953	78,953	674,018	43,424
			200,526	1,477,292	1,477,292		812,511

Columns (1) and (2) include only deductible contributions.

Column (3) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

Column (4) includes distributions not subject to income tax.

Column (5) has been reduced by an assumed management fee of 1.50%.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Defined Contribution Plan Assets for Courtney Johnson

Retirement Plan Assets Initial Value 125,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Plan Assets	(2) Assumed Deposits	(3) Required Minimum Distribution	(4) Distribution from Retirement Plan Assets	(5) Year End Retirement Plan Assets	(6) After Tax Cash Flow from Retirement Plan Assets
1	40/35	125,000	5,500	0	0	137,540	0
2	41/36	137,540	5,665	0	0	150,931	0
3	42/37	150,931	5,835	0	0	165,224	0
4	43/38	165,224	6,010	0	0	180,472	0
5	44/39	180,472	6,190	0	0	196,732	0
6	45/40	196,732	6,376	0	0	214,066	0
7	46/41	214,066	6,567	0	0	232,536	0
8	47/42	232,536	6,764	0	0	252,210	0
9	48/43	252,210	6,967	0	0	273,160	0
10	49/44	273,160	7,176	0	0	295,460	0
11	50/45	295,460	7,392	0	0	319,191	0
12	51/46	319,191	7,613	0	0	344,435	0
13	52/47	344,435	7,842	0	0	371,282	0
14	53/48	371,282	8,077	0	0	399,825	0
15	54/49	399,825	8,319	0	0	430,163	0
16	55/50	430,163	8,569	0	0	462,402	0
17	56/51	462,402	8,826	0	0	496,651	0
18	57/52	496,651	9,091	0	0	533,027	0
19	58/53	533,027	9,363	0	0	571,652	0
20	59/54	571,652	9,644	0	0	612,657	0
21	60/55	612,657	9,934	0	0	656,180	0
22	61/56	656,180	10,232	0	0	702,365	0
23	62/57	702,365	10,539	0	0	751,365	0
24	63/58	751,365	10,855	0	0	803,342	0
25	64/59	803,342	11,180	0	0	858,465	0
26	65/60	858,465	0	0	0	904,779	0
27	66/61	904,779	0	0	0	953,592	0
28	67/62	953,592	0	0	0	1,005,038	0
29	68/63	1,005,038	0	0	0	1,059,260	0
30	69/64	1,059,260	0	0	0	1,116,407	0
31	70/65	1,116,407	0	0	0	1,176,637	0
32	71/66	1,176,637	0	0	0	1,240,117	0
33	72/67	1,240,117	0	0	0	1,307,021	0
34	73/68	1,307,021	0	0	0	1,377,535	0
35	74/69	1,377,535	0	0	0	1,451,853	0
36	75/70	1,451,853	0	52,987	52,987	1,474,335	29,143
37	76/71	1,474,335	0	55,635	55,635	1,495,239	30,599
38	77/72	1,495,239	0	58,408	58,408	1,514,348	32,124
39	78/73	1,514,348	0	61,310	61,310	1,531,429	33,721
40	79/74	1,531,429	0	64,346	64,346	1,546,232	35,390
			200,526	292,686	292,686		160,977

Columns (1) and (2) include only deductible contributions.

Column (3) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

Column (4) includes distributions not subject to income tax.

Column (5) has been reduced by an assumed management fee of 1.50%.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Defined Contribution Plan Assets for Courtney Johnson

Retirement Plan Assets Initial Value 125,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Plan Assets	(2) Assumed Deposits	(3) Required Minimum Distribution	(4) Distribution from Retirement Plan Assets	(5) Year End Retirement Plan Assets	(6) After Tax Cash Flow from Retirement Plan Assets
41	80/75	1,546,232	0	67,521	67,521	1,558,487	37,137
42	81/76	1,558,487	0	70,840	70,840	1,567,906	38,962
43	82/77	1,567,906	0	73,958	73,958	1,574,546	40,677
44	83/78	1,574,546	0	77,564	77,564	1,577,744	42,660
45	84/79	1,577,744	0	80,910	80,910	1,577,588	44,501
46	85/80	1,577,588	0	84,363	84,363	1,573,784	46,400
47	86/81	1,573,784	0	87,921	87,921	1,566,025	48,357
48	87/82	1,566,025	0	91,580	91,580	1,553,991	50,369
49	88/83	1,553,991	0	95,337	95,337	1,537,348	52,435
50	89/84	1,537,348	0	99,184	99,184	1,515,753	54,551
51	90/85	1,515,753	0	102,416	102,416	1,489,587	56,329
52	91/86	1,489,587	0	105,644	105,644	1,458,607	58,104
53	92/87	1,458,607	0	108,851	108,851	1,422,575	59,868
54	93/88	1,422,575	0	112,014	112,014	1,381,266	61,608
55	94/89	1,381,266	0	115,106	115,106	1,334,469	63,308
			200,526	1,665,895	1,665,895		916,243

Columns (1) and (2) include only deductible contributions.

Column (3) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

Column (4) includes distributions not subject to income tax.

Column (5) has been reduced by an assumed management fee of 1.50%.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Taxable Account\*

		Taxable Assets Initial Value 200,000	Taxable Yield 4.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Balance in Account	(2) Net After Tax Account Withdrawal	(3) Balance in Account to Accrue	(4) After Tax Interest Earned	(5) Year End After Tax Value of Account	
1	40/35	200,000	970	199,030	4,379	203,409	
2	41/36	203,409	970	202,439	4,454	206,893	
3	42/37	206,893	970	205,923	4,530	210,453	
4	43/38	210,453	970	209,483	4,609	214,092	
5	44/39	214,092	970	213,122	4,689	217,811	
6	45/40	217,811	970	216,841	4,771	221,612	
7	46/41	221,612	970	220,642	4,854	225,496	
8	47/42	225,496	970	224,526	4,940	229,466	
9	48/43	229,466	970	228,496	5,027	233,523	
10	49/44	233,523	970	232,553	5,116	237,669	
11	50/45	237,669	970	236,699	5,207	241,906	
12	51/46	241,906	970	240,936	5,301	246,237	
13	52/47	246,237	970	245,267	5,396	250,663	
14	53/48	250,663	970	249,693	5,493	255,186	
15	54/49	255,186	970	254,216	5,593	259,809	
16	55/50	259,809	970	258,839	5,694	264,533	
17	56/51	264,533	970	263,563	5,798	269,361	
18	57/52	269,361	970	268,391	5,905	274,296	
19	58/53	274,296	970	273,326	6,013	279,339	
20	59/54	279,339	970	278,369	6,124	284,493	
21	60/55	284,493	970	283,523	6,238	289,761	
22	61/56	289,761	970	288,791	6,353	295,144	
23	62/57	295,144	970	294,174	6,472	300,646	
24	63/58	300,646	970	299,676	6,593	306,269	
25	64/59	306,269	970	305,299	6,717	312,016	
26	65/60	312,016	200,000	112,016	2,464	114,480	
27	66/61	114,480	114,480	0	0	0	
28	67/62	0	0	0	0	0	
29	68/63	0	0	0	0	0	
30	69/64	0	0	0	0	0	
31	70/65	0	0	0	0	0	
32	71/66	0	0	0	0	0	
33	72/67	0	0	0	0	0	
34	73/68	0	0	0	0	0	
35	74/69	0	0	0	0	0	
36	75/70	0	0	0	0	0	
37	76/71	0	0	0	0	0	
38	77/72	0	0	0	0	0	
39	78/73	0	0	0	0	0	
40	79/74	0	0	0	0	0	
			338,730		138,730		

\*Assumes yield is subject to income tax.



# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Taxable Account\*

		Taxable Assets Initial Value 200,000	Taxable Yield 4.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Balance in Account	(2) Net After Tax Account Withdrawal	(3) Balance in Account to Accrue	(4) After Tax Interest Earned	(5) Year End After Tax Value of Account	
41	80/75	0	0	0	0	0	
42	81/76	0	0	0	0	0	
43	82/77	0	0	0	0	0	
44	83/78	0	0	0	0	0	
45	84/79	0	0	0	0	0	
46	85/80	0	0	0	0	0	
47	86/81	0	0	0	0	0	
48	87/82	0	0	0	0	0	
49	88/83	0	0	0	0	0	
50	89/84	0	0	0	0	0	
51	90/85	0	0	0	0	0	
52	91/86	0	0	0	0	0	
53	92/87	0	0	0	0	0	
54	93/88	0	0	0	0	0	
55	94/89	0	0	0	0	0	

338,730

138,730

\*Assumes yield is subject to income tax.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Equity Assets

		Initial Cost Basis 575,000	Growth 7.00%	Dividend 2.00%	Dividend Tax Rate 30.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	Composite Capital Gains Tax Rate* 33.75%	Turnover Assumption 40.00%			
Year	M/F Ages	(1) Beginning of Year Value of Asset	(2)** Fund Deposits	(3) Sale of Equities	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Year End Value of Assets Before Turnover	(7)*** Net Year End Value of Assets After Turnover	(8) After Tax Dividend Cash Flow	(9) After Tax Equity Sales Cash Flow	(10) Combined After Tax Cash Flow	
1	40/35	800,000	25,000	0	57,750	11,550	894,300	843,287	0	0	0	
2	41/36	843,287	25,000	0	60,780	12,156	941,223	898,171	0	0	0	
3	42/37	898,171	25,000	0	64,622	12,924	1,000,717	961,572	0	0	0	
4	43/38	961,572	25,000	0	69,060	13,812	1,069,444	1,031,685	0	0	0	
5	44/39	1,031,685	25,000	0	73,968	14,794	1,145,447	1,107,489	0	0	0	
6	45/40	1,107,489	25,000	0	79,274	15,855	1,227,618	1,188,439	0	0	0	
7	46/41	1,188,439	25,000	0	84,941	16,988	1,315,368	1,274,290	0	0	0	
8	47/42	1,274,290	25,000	0	90,950	18,190	1,408,430	1,364,981	0	0	0	
9	48/43	1,364,981	25,000	0	97,299	19,460	1,506,740	1,460,572	0	0	0	
10	49/44	1,460,572	25,000	0	103,990	20,798	1,610,360	1,561,193	0	0	0	
11	50/45	1,561,193	25,000	0	111,034	22,207	1,719,434	1,667,033	0	0	0	
12	51/46	1,667,033	25,000	0	118,442	23,688	1,834,163	1,778,311	0	0	0	
13	52/47	1,778,311	25,000	0	126,232	25,246	1,954,789	1,895,278	0	0	0	
14	53/48	1,895,278	25,000	0	134,419	26,884	2,081,581	2,018,207	0	0	0	
15	54/49	2,018,207	25,000	0	143,024	28,605	2,214,836	2,147,392	0	0	0	
16	55/50	2,147,392	25,000	0	152,067	30,413	2,354,872	2,283,144	0	0	0	
17	56/51	2,283,144	25,000	0	161,570	32,314	2,502,028	2,425,793	0	0	0	
18	57/52	2,425,793	25,000	0	171,556	34,311	2,656,660	2,575,686	0	0	0	
19	58/53	2,575,686	25,000	0	182,048	36,410	2,819,144	2,733,191	0	0	0	
20	59/54	2,733,191	25,000	0	193,073	38,615	2,989,879	2,898,692	0	0	0	
21	60/55	2,898,692	0	0	202,908	40,582	3,142,182	3,046,134	0	0	0	
22	61/56	3,046,134	0	0	213,229	42,646	3,302,009	3,200,944	0	0	0	
23	62/57	3,200,944	0	0	224,066	44,813	3,469,823	3,363,541	0	0	0	
24	63/58	3,363,541	0	0	235,448	47,090	3,646,079	3,534,350	0	0	0	
25	64/59	3,534,350	0	0	247,405	49,481	3,831,236	3,713,803	0	0	0	
26	65/60	3,713,803	2,625,448	0	443,748	88,750	6,871,749	6,681,207	0	0	0	
27	66/61	6,681,207	0	0	467,684	2,017	7,150,908	6,942,504	91,520	0	91,520	
28	67/62	6,942,504	0	118,669	477,668	0	7,301,503	7,082,634	95,534	116,646	212,180	
29	68/63	7,082,634	0	123,382	487,148	0	7,446,400	7,219,553	97,430	121,115	218,545	
30	69/64	7,219,553	0	128,281	496,389	0	7,587,661	7,354,336	99,278	125,824	225,102	
31	70/65	7,354,336	0	113,705	506,844	0	7,747,475	7,507,930	101,368	111,476	212,844	
32	71/66	7,507,930	0	117,726	517,314	0	7,907,518	7,662,241	103,463	115,386	218,849	
33	72/67	7,662,241	0	121,896	527,824	0	8,068,169	7,817,439	105,565	119,454	225,019	
34	73/68	7,817,439	0	126,220	538,385	0	8,229,604	7,973,574	107,677	123,680	231,357	
35	74/69	7,973,574	0	130,707	549,001	0	8,391,868	8,130,621	109,800	128,069	237,869	
36	75/70	8,130,621	0	105,184	561,781	0	8,587,218	8,319,789	112,356	103,058	215,414	
37	76/71	8,319,789	0	108,053	574,822	0	8,786,558	8,512,858	114,964	105,867	220,831	
38	77/72	8,512,858	0	111,119	588,122	0	8,989,861	8,709,792	117,624	108,869	226,493	
39	78/73	8,709,792	0	114,129	601,696	0	9,197,359	8,910,803	120,339	111,818	232,157	
40	79/74	8,910,803	0	117,367	615,541	0	9,408,977	9,115,815	123,108	114,990	238,098	
			3,125,448	1,536,438		770,599			1,500,026	1,506,252	3,006,278	

\*The composite capital gains tax rate includes 25.00% short-term gains subject to ordinary income tax and 75.00% long-term gains subject to capital gains tax of 30.00%.

\*\*Column (2) includes proceeds from the sale of illiquid assets.  
\*\*\*Column (7) has been reduced by a 1.50% management fee.

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Equity Assets

		Initial Cost Basis 575,000	Growth 7.00%	Dividend 2.00%	Dividend Tax Rate 30.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	Composite Capital Gains Tax Rate* 33.75%	Turnover Assumption 40.00%			
Year	M/F Ages	(1) Beginning of Year Value of Asset	(2)** + Fund Deposits	(3) - Sale of Equities	(4) + Capital Growth	(5) + After Tax Reinvested Dividends	(6) = Year End Value of Assets Before Turnover	(7)*** Net Year End Value of Assets After Turnover	(8) + After Tax Dividend Cash Flow	(9) + After Tax Equity Sales Cash Flow	(10) = Combined After Tax Cash Flow	
41	80/75	9,115,815	0	120,702	629,658	0	9,624,771	9,324,877	125,931	118,257	244,188	
42	81/76	9,324,877	0	124,139	644,052	0	9,844,790	9,538,036	128,810	121,624	250,434	
43	82/77	9,538,036	0	127,884	658,711	0	10,068,863	9,755,124	131,742	125,293	257,035	
44	83/78	9,755,124	0	131,556	673,650	0	10,297,218	9,976,362	134,730	128,891	263,621	
45	84/79	9,976,362	0	135,590	688,854	0	10,529,626	10,201,526	137,771	132,843	270,614	
46	85/80	10,201,526	0	140,053	704,303	0	10,765,776	10,430,318	140,861	137,215	278,076	
47	86/81	10,430,318	0	144,732	719,991	0	11,005,577	10,662,647	143,998	141,800	285,798	
48	87/82	10,662,647	0	149,648	735,910	0	11,248,909	10,898,396	147,182	146,616	293,798	
49	88/83	10,898,396	0	154,820	752,050	0	11,495,626	11,137,425	150,410	151,683	302,093	
50	89/84	11,137,425	0	160,277	768,400	0	11,745,548	11,379,560	153,680	157,030	310,710	
51	90/85	11,379,560	0	166,830	784,891	0	11,997,621	11,623,778	156,978	163,450	320,428	
52	91/86	11,623,778	0	173,810	801,498	0	12,251,466	11,869,714	160,299	170,289	330,588	
53	92/87	11,869,714	0	181,261	818,192	0	12,506,645	12,116,941	163,638	177,589	341,227	
54	93/88	12,116,941	0	189,227	834,940	0	12,762,654	12,364,972	166,988	185,393	352,381	
55	94/89	12,364,972	0	198,264	851,670	0	13,018,378	12,612,729	170,334	194,247	364,581	
			3,125,448	3,835,231		770,599			3,713,378	3,758,472	7,471,850	

\*The composite capital gains tax rate includes 25.00% short-term gains subject to ordinary income tax and 75.00% long-term gains subject to capital gains tax of 30.00%.

\*\*Column (2) includes proceeds from the sale of illiquid assets.  
\*\*\*Column (7) has been reduced by a 1.50% management fee.

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Equity Assets - Portfolio Turnover

	Initial Value of Equity Account 800,000	Growth 7.00%	Dividend 2.00%	Dividend Tax Rate 30.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	Composite Capital Gains Tax Rate* 33.75%	Turnover Assumption 40.00%			
Yr	(1) Beginning of Year Cost Basis	(2) Fund Deposits	(3) Sale of Equities to Fund Needs	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Asset Value Before Turnover	(7) Adjusted Cost Basis	(8) Sale of Equities Caused by Turnover	(9) Cost Basis Used by Turnover	(10) After Tax Reinvested Turnover	(11)** Net Year End Value of Asset After Turnover
1	575,000	25,000	0	57,750	11,550	894,300	611,550	357,720	244,620	319,549	843,287
2	686,479	25,000	0	60,780	12,156	941,223	723,635	376,489	289,454	347,115	898,171
3	781,296	25,000	0	64,622	12,924	1,000,717	819,219	400,287	327,688	375,785	961,572
4	867,316	25,000	0	69,060	13,812	1,069,444	906,128	427,778	362,451	405,730	1,031,685
5	949,407	25,000	0	73,968	14,794	1,145,447	989,201	458,179	395,680	437,086	1,107,489
6	1,030,606	25,000	0	79,274	15,855	1,227,618	1,071,461	491,047	428,584	469,966	1,188,439
7	1,112,843	25,000	0	84,941	16,988	1,315,368	1,154,830	526,147	461,932	504,475	1,274,290
8	1,197,373	25,000	0	90,950	18,190	1,408,430	1,240,563	563,372	496,225	540,710	1,364,981
9	1,285,048	25,000	0	97,299	19,460	1,506,740	1,329,508	602,696	531,803	578,770	1,460,572
10	1,376,474	25,000	0	103,990	20,798	1,610,360	1,422,273	644,144	568,909	618,752	1,561,193
11	1,472,116	25,000	0	111,034	22,207	1,719,434	1,519,322	687,774	607,729	660,759	1,667,033
12	1,572,352	25,000	0	118,442	23,688	1,834,163	1,621,040	733,665	648,416	704,894	1,778,311
13	1,677,518	25,000	0	126,232	25,246	1,954,789	1,727,764	781,916	691,105	751,267	1,895,278
14	1,787,925	25,000	0	134,419	26,884	2,081,581	1,839,810	832,632	735,924	799,993	2,018,207
15	1,903,879	25,000	0	143,024	28,605	2,214,836	1,957,484	885,934	782,994	851,192	2,147,392
16	2,025,682	25,000	0	152,067	30,413	2,354,872	2,081,095	941,949	832,438	904,989	2,283,144
17	2,153,646	25,000	0	161,570	32,314	2,502,028	2,210,960	1,000,811	884,384	961,517	2,425,793
18	2,288,093	25,000	0	171,556	34,311	2,656,660	2,347,405	1,062,664	938,962	1,020,914	2,575,686
19	2,429,357	25,000	0	182,048	36,410	2,819,144	2,490,767	1,127,658	996,307	1,083,327	2,733,191
20	2,577,787	25,000	0	193,073	38,615	2,989,879	2,641,402	1,195,952	1,056,561	1,148,907	2,898,692
21	2,733,748	0	0	202,908	40,582	3,142,182	2,774,330	1,256,873	1,109,732	1,207,213	3,046,134
22	2,871,811	0	0	213,229	42,646	3,302,009	2,914,457	1,320,804	1,165,783	1,268,484	3,200,944
23	3,017,158	0	0	224,066	44,813	3,469,823	3,061,971	1,387,929	1,224,789	1,332,869	3,363,541
24	3,170,052	0	0	235,448	47,090	3,646,079	3,217,142	1,458,432	1,286,857	1,400,525	3,534,350
25	3,330,810	0	0	247,405	49,481	3,831,236	3,380,291	1,532,494	1,352,117	1,471,617	3,713,803
26	3,499,792	2,625,448	0	443,748	88,750	6,871,749	6,213,990	2,748,700	2,485,596	2,659,902	6,681,207
27	6,388,296	0	0	467,684	2,017	7,150,908	6,390,313	2,860,363	2,556,125	2,757,683	6,942,504
28	6,591,871	0	118,669	477,668	0	7,301,503	6,479,195	2,920,601	2,591,678	2,809,590	7,082,634
29	6,697,107	0	123,382	487,148	0	7,446,400	6,580,441	2,978,560	2,632,176	2,861,655	7,219,553
30	6,809,920	0	128,281	496,389	0	7,587,661	6,688,917	3,035,064	2,675,567	2,913,734	7,354,336
31	6,927,085	0	113,705	506,844	0	7,747,475	6,819,985	3,098,990	2,727,994	2,973,779	7,507,930
32	7,065,770	0	117,726	517,314	0	7,907,518	6,954,977	3,163,007	2,781,991	3,034,414	7,662,241
33	7,207,400	0	121,896	527,824	0	8,068,169	7,092,740	3,227,268	2,837,096	3,095,585	7,817,439
34	7,351,229	0	126,220	538,385	0	8,229,604	7,232,537	3,291,842	2,893,015	3,157,237	7,973,574
35	7,496,759	0	130,707	549,001	0	8,391,868	7,373,869	3,356,747	2,949,547	3,219,317	8,130,621
36	7,643,638	0	105,184	561,781	0	8,587,218	7,544,754	3,434,887	3,017,902	3,294,155	8,319,789
37	7,821,007	0	108,053	574,822	0	8,786,558	7,719,432	3,514,623	3,087,773	3,370,561	8,512,858
38	8,002,220	0	111,119	588,122	0	8,989,861	7,897,767	3,595,944	3,159,107	3,448,512	8,709,792
39	8,187,172	0	114,129	601,696	0	9,197,359	8,079,891	3,678,944	3,231,956	3,528,085	8,910,803
40	8,376,020	0	117,367	615,541	0	9,408,977	8,265,697	3,763,591	3,306,279	3,609,248	9,115,815
		3,125,448	1,536,438		770,599						

\*The composite capital gains tax rate includes 25.00% short-term gains subject to ordinary income tax and 75.00% long-term gains subject to capital gains tax of 30.00%.

Column (2) includes proceeds from the sale of illiquid assets.  
 \*\*Column (11) has been reduced by a 1.50% management fee.

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Equity Assets - Portfolio Turnover

	Initial Value of Equity Account 800,000	Growth 7.00%	Dividend 2.00%	Dividend Tax Rate 30.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	Composite Capital Gains Tax Rate* 33.75%	Turnover Assumption 40.00%			
Yr	(1) Beginning of Year Cost Basis	(2) Fund Deposits	(3) Sale of Equities to Fund Needs	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Asset Value Before Turnover	(7) Adjusted Cost Basis	(8) Sale of Equities Caused by Turnover	(9) Cost Basis Used by Turnover	(10) After Tax Reinvested Turnover	(11)** Net Year End Value of Asset After Turnover
41	8,568,666	0	120,702	629,658	0	9,624,771	8,455,208	3,849,908	3,382,084	3,692,018	9,324,877
42	8,765,143	0	124,139	644,052	0	9,844,790	8,648,455	3,937,916	3,459,382	3,776,411	9,538,036
43	8,965,484	0	127,884	658,711	0	10,068,863	8,845,277	4,027,545	3,538,111	3,862,361	9,755,124
44	9,169,527	0	131,556	673,650	0	10,297,218	9,045,868	4,118,887	3,618,347	3,949,955	9,976,362
45	9,377,476	0	135,590	688,854	0	10,529,626	9,250,026	4,211,850	3,700,010	4,039,104	10,201,526
46	9,589,120	0	140,053	704,303	0	10,765,776	9,457,474	4,306,310	3,782,990	4,129,690	10,430,318
47	9,804,174	0	144,732	719,991	0	11,005,577	9,668,130	4,402,231	3,867,252	4,221,676	10,662,647
48	10,022,554	0	149,648	735,910	0	11,248,909	9,881,889	4,499,564	3,952,756	4,315,016	10,898,396
49	10,244,150	0	154,820	752,050	0	11,495,626	10,098,624	4,598,250	4,039,449	4,409,655	11,137,425
50	10,468,829	0	160,277	768,400	0	11,745,548	10,318,174	4,698,219	4,127,270	4,505,524	11,379,560
51	10,696,428	0	166,830	784,891	0	11,997,621	10,539,613	4,799,048	4,215,845	4,602,217	11,623,778
52	10,925,985	0	173,810	801,498	0	12,251,466	10,762,609	4,900,586	4,305,044	4,699,591	11,869,714
53	11,157,156	0	181,261	818,192	0	12,506,645	10,986,776	5,002,658	4,394,711	4,797,476	12,116,941
54	11,389,542	0	189,227	834,940	0	12,762,654	11,211,675	5,105,062	4,484,670	4,895,679	12,364,972
55	11,622,684	0	198,264	851,670	0	13,018,378	11,436,322	5,207,351	4,574,529	4,993,774	12,612,729

3,125,448

3,835,231

770,599

\*The composite capital gains tax rate includes 25.00% short-term gains subject to ordinary income tax and 75.00% long-term gains subject to capital gains tax of 30.00%.

Column (2) includes proceeds from the sale of illiquid assets.  
\*\*Column (11) has been reduced by a 1.50% management fee.

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Illiquid Assets

Year	M/F Ages	(1) Principal Residence (5.00% Growth)	(2) Vacation Home (4.00% Growth)	(3) Personal Property (-6.00% Growth)	(4) Courtney's Travel Agency (5.00% Growth)	(5) Total Illiquid Assets
1	40/35	525,000	260,000	141,000	525,000	1,451,000
2	41/36	551,250	270,400	132,540	551,250	1,505,440
3	42/37	578,813	281,216	124,588	578,813	1,563,430
4	43/38	607,753	292,465	117,112	607,753	1,625,083
5	44/39	638,141	304,163	110,086	638,141	1,690,531
6	45/40	670,048	316,330	103,480	670,048	1,759,906
7	46/41	703,550	328,983	97,272	703,550	1,833,355
8	47/42	738,728	342,142	91,435	738,728	1,911,033
9	48/43	775,664	355,828	85,949	775,664	1,993,105
10	49/44	814,447	370,061	80,792	814,447	2,079,747
11	50/45	855,170	384,864	75,945	855,170	2,171,149
12	51/46	897,928	400,258	71,388	897,928	2,267,502
13	52/47	942,825	416,268	67,105	942,825	2,369,023
14	53/48	989,966	432,919	63,078	989,966	2,475,929
15	54/49	1,039,464	450,236	59,294	1,039,464	2,588,458
16	55/50	1,091,437	468,245	55,736	1,091,437	2,706,855
17	56/51	1,146,009	486,975	52,392	1,146,009	2,831,385
18	57/52	1,203,310	506,454	49,248	1,203,310	2,962,322
19	58/53	1,263,475	526,712	46,294	1,263,475	3,099,956
20	59/54	1,326,649	547,781	43,516	1,326,649	3,244,595
21	60/55	1,392,981	569,692	40,905	1,392,981	3,396,559
22	61/56	1,462,630	592,480	38,451	1,462,630	3,556,191
23	62/57	1,535,762	616,179	36,144	1,535,762	3,723,847
24	63/58	1,612,550	640,826	33,975	1,612,550	3,899,901
25	64/59	1,693,177	666,459	31,937	1,693,177	4,084,750
26	65/60	0	693,117	30,020	0	723,137
27	66/61	0	720,842	28,219	0	749,061
28	67/62	0	749,676	26,526	0	776,202
29	68/63	0	779,663	24,934	0	804,597
30	69/64	0	810,849	23,438	0	834,287
31	70/65	0	843,283	22,032	0	865,315
32	71/66	0	877,015	20,710	0	897,725
33	72/67	0	912,095	19,468	0	931,563
34	73/68	0	948,579	18,299	0	966,878
35	74/69	0	986,522	17,201	0	1,003,723
36	75/70	0	1,025,983	16,169	0	1,042,152
37	76/71	0	1,067,022	15,199	0	1,082,221
38	77/72	0	1,109,703	14,287	0	1,123,990
39	78/73	0	1,154,092	13,430	0	1,167,522
40	79/74	0	1,200,255	12,624	0	1,212,879

Assumed asset liquidations: Principal Residence in year 26, Courtney's Travel Agency in year 26.

Capital gains tax and illustrated outstanding loan balances, if any, are deducted from proceeds. After tax proceeds from the sale(s) appear as a deposit on the Liquid Assets Report(s).

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Illiquid Assets

Year	M/F Ages	(1) Principal Residence (5.00% Growth)	+	(2) Vacation Home (4.00% Growth)	+	(3) Personal Property (-6.00% Growth)	+	(4) Courtney's Travel Agency (5.00% Growth)	=	(5) Total Illiquid Assets
41	80/75	0		1,248,265		11,867		0		1,260,132
42	81/76	0		1,298,196		11,155		0		1,309,351
43	82/77	0		1,350,124		10,486		0		1,360,610
44	83/78	0		1,404,129		9,856		0		1,413,985
45	84/79	0		1,460,294		9,265		0		1,469,559
46	85/80	0		1,518,706		8,709		0		1,527,415
47	86/81	0		1,579,454		8,187		0		1,587,641
48	87/82	0		1,642,632		7,695		0		1,650,327
49	88/83	0		1,708,337		7,234		0		1,715,571
50	89/84	0		1,776,671		6,800		0		1,783,471
51	90/85	0		1,847,738		6,392		0		1,854,130
52	91/86	0		1,921,647		6,008		0		1,927,655
53	92/87	0		1,998,513		5,648		0		2,004,161
54	93/88	0		2,078,454		5,309		0		2,083,763
55	94/89	0		2,161,592		4,990		0		2,166,582

Assumed asset liquidations: Principal Residence in year 26, Courtney's Travel Agency in year 26.

Capital gains tax and illustrated outstanding loan balances, if any, are deducted from proceeds. After tax proceeds from the sale(s) appear as a deposit on the Liquid Assets Report(s).

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Liabilities

Year	M/F Ages	(1) Principal Residence Loan (@ 4.00% Interest)	(2) Total Liabilities
1	40/35	338,337	338,337
2	41/36	326,198	326,198
3	42/37	313,565	313,565
4	43/38	300,417	300,417
5	44/39	286,733	286,733
6	45/40	272,492	272,492
7	46/41	257,671	257,671
8	47/42	242,246	242,246
9	48/43	226,192	226,192
10	49/44	209,485	209,485
11	50/45	192,096	192,096
12	51/46	174,000	174,000
13	52/47	155,166	155,166
14	53/48	135,564	135,564
15	54/49	115,165	115,165
16	55/50	93,934	93,934
17	56/51	71,838	71,838
18	57/52	48,841	48,841
19	58/53	24,908	24,908
20	59/54	0	0
21	60/55	0	0
22	61/56	0	0
23	62/57	0	0
24	63/58	0	0
25	64/59	0	0
26	65/60	0	0
27	66/61	0	0
28	67/62	0	0
29	68/63	0	0
30	69/64	0	0
31	70/65	0	0
32	71/66	0	0
33	72/67	0	0
34	73/68	0	0
35	74/69	0	0
36	75/70	0	0
37	76/71	0	0
38	77/72	0	0
39	78/73	0	0
40	79/74	0	0

Some/all of the cash flow required for the above loan payments may not be reflected in your Desired Spendable Cash Flow. If the loan payments are not included in the Desired Spendable Cash Flow report, they are assumed to be paid from other sources.



# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Liabilities

Year	M/F Ages	(1) Principal Residence Loan (@ 4.00% Interest)	(2) Total Liabilities
41	80/75	0	0
42	81/76	0	0
43	82/77	0	0
44	83/78	0	0
45	84/79	0	0
46	85/80	0	0
47	86/81	0	0
48	87/82	0	0
49	88/83	0	0
50	89/84	0	0
51	90/85	0	0
52	91/86	0	0
53	92/87	0	0
54	93/88	0	0
55	94/89	0	0

Some/all of the cash flow required for the above loan payments may not be reflected in your Desired Spendable Cash Flow. If the loan payments are not included in the Desired Spendable Cash Flow report, they are assumed to be paid from other sources.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Sell Principal Residence Cash Flow Analysis

Below is an analysis of the cash flow resulting from the sale of the principal residence in year 26.

### Year 26

1,693,177	Proceeds from sale of principal residence	1,693,177
-	250,000 Cost basis of principal residence	
<hr/>		
1,443,177	Gain from sale of principal residence	
-	500,000 Less excludable gain	
<hr/>		
943,177	Taxable gain from sale of residence	
	30.00% Capital gains tax	- 282,953
	Mortgage balance payoff of principal residence	- 0
<hr/>		
	After tax cash flow from sale of principal residence	1,410,224
<hr/>		
	Cash flow reinvested in equity account	1,410,224

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Courtney's Travel Agency Cash Flow Analysis

Below is an analysis of the cash flow resulting from the sale of Courtney's Travel Agency in year 26.

### Year 26

1,693,177	Proceeds from sale of Courtney's Travel Agency	1,693,177
-	100,000 Cost basis of Courtney's Travel Agency	
		<hr/>
1,593,177	Taxable gain from sale of Courtney's Travel Agency	
	30.00% Capital gains tax	- 477,953
		<hr/>
	After tax cash flow from sale of Courtney's Travel Agency	1,215,224
		<hr/>
	Cash flow reinvested in equity account	1,215,224
		<hr/>
	Total cash flow reinvested:	1,215,224

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Hypothetical Net Worth (After Providing Required Cash Flow)

Year	M/F Ages	(1) Year End Net Equity of Illiquid Assets	(2) Year End Value of Retirement Plan Assets	(3) Year End Value of Taxable Assets	(4) Year End Value of Equity Assets	(5) Year End Hypothetical Net Worth
1	40/35	1,112,663	238,192	203,409	843,287	2,397,551
2	41/36	1,179,242	262,984	206,893	898,171	2,547,290
3	42/37	1,249,865	289,472	210,453	961,572	2,711,362
4	43/38	1,324,666	317,757	214,092	1,031,685	2,888,200
5	44/39	1,403,798	347,947	217,811	1,107,489	3,077,045
6	45/40	1,487,414	380,159	221,612	1,188,439	3,277,624
7	46/41	1,575,684	414,511	225,496	1,274,290	3,489,981
8	47/42	1,668,787	451,131	229,466	1,364,981	3,714,365
9	48/43	1,766,913	490,156	233,523	1,460,572	3,951,164
10	49/44	1,870,262	531,726	237,669	1,561,193	4,200,850
11	50/45	1,979,053	575,994	241,906	1,667,033	4,463,986
12	51/46	2,093,502	623,116	246,237	1,778,311	4,741,166
13	52/47	2,213,857	673,263	250,663	1,895,278	5,033,061
14	53/48	2,340,365	726,611	255,186	2,018,207	5,340,369
15	54/49	2,473,293	783,347	259,809	2,147,392	5,663,841
16	55/50	2,612,921	843,672	264,533	2,283,144	6,004,270
17	56/51	2,759,547	907,793	269,361	2,425,793	6,362,494
18	57/52	2,913,481	975,932	274,296	2,575,686	6,739,395
19	58/53	3,075,048	1,048,320	279,339	2,733,191	7,135,898
20	59/54	3,244,595	1,125,206	284,493	2,898,692	7,552,986
21	60/55	3,396,559	1,206,851	289,761	3,046,134	7,939,305
22	61/56	3,556,191	1,293,529	295,144	3,200,944	8,345,808
23	62/57	3,723,847	1,385,530	300,646	3,363,541	8,773,564
24	63/58	3,899,901	1,483,161	306,269	3,534,350	9,223,681
25	64/59	4,084,750	1,586,743	312,016	3,713,803	9,697,312
26	65/60	723,137	1,672,348	114,480	6,681,207	9,191,172
27	66/61	749,061	1,762,571	0	6,942,504	9,454,136
28	67/62	776,202	1,857,661	0	7,082,634	9,716,497
29	68/63	804,597	1,957,882	0	7,219,553	9,982,032
30	69/64	834,287	2,063,510	0	7,354,336	10,252,133
31	70/65	865,315	2,138,405	0	7,507,930	10,511,650
32	71/66	897,725	2,215,521	0	7,662,241	10,775,487
33	72/67	931,563	2,294,890	0	7,817,439	11,043,892
34	73/68	966,878	2,376,547	0	7,973,574	11,316,999
35	74/69	1,003,723	2,460,522	0	8,130,621	11,594,866
36	75/70	1,042,152	2,490,998	0	8,319,789	11,852,939
37	76/71	1,082,221	2,518,046	0	8,512,858	12,113,125
38	77/72	1,123,990	2,541,487	0	8,709,792	12,375,269
39	78/73	1,167,522	2,560,654	0	8,910,803	12,638,979
40	79/74	1,212,879	2,575,355	0	9,115,815	12,904,049

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Hypothetical Net Worth (After Providing Required Cash Flow)

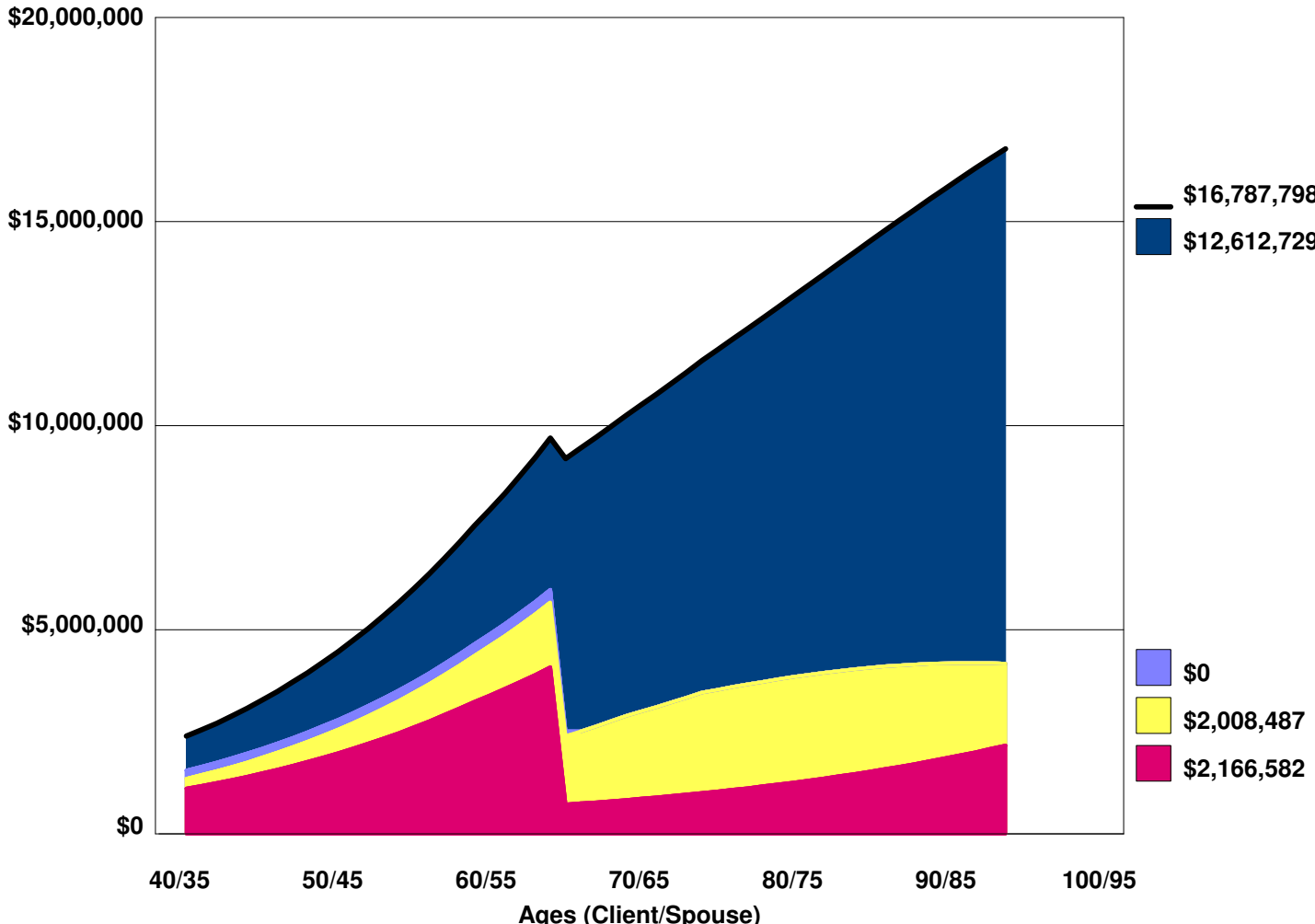
Year	M/F Ages	(1) Year End Net Equity of Illiquid Assets	(2) Year End Value of Retirement Plan Assets	(3) Year End Value of Taxable Assets	(4) Year End Value of Equity Assets	(5) Year End Hypothetical Net Worth
41	80/75	1,260,132	2,585,129	0	9,324,877	13,170,138
42	81/76	1,309,351	2,589,487	0	9,538,036	13,436,874
43	82/77	1,360,610	2,588,276	0	9,755,124	13,704,010
44	83/78	1,413,985	2,580,617	0	9,976,362	13,970,964
45	84/79	1,469,559	2,566,374	0	10,201,526	14,237,459
46	85/80	1,527,415	2,545,501	0	10,430,318	14,503,234
47	86/81	1,587,641	2,517,532	0	10,662,647	14,767,820
48	87/82	1,650,327	2,481,993	0	10,898,396	15,030,716
49	88/83	1,715,571	2,438,403	0	11,137,425	15,291,399
50	89/84	1,783,471	2,386,281	0	11,379,560	15,549,312
51	90/85	1,854,130	2,326,598	0	11,623,778	15,804,506
52	91/86	1,927,655	2,259,093	0	11,869,714	16,056,462
53	92/87	2,004,161	2,183,534	0	12,116,941	16,304,636
54	93/88	2,083,763	2,099,735	0	12,364,972	16,548,470
55	94/89	2,166,582	2,008,487	0	12,612,729	16,787,798

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Hypothetical Net Worth (After Providing Required Cash Flow) 55 Year Analysis



	<u>At Year 55</u>
Hypothetical Net Worth	— \$16,787,798
Equity Assets	■ \$12,612,729
Taxable Assets	■ \$0
Retirement Plan Assets	■ \$2,008,487
Net Equity of Illiquid Assets	■ \$2,166,582

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Wealth Transfer Summary (After Providing Required Cash Flow)

Year	M/F Ages	(1) Total Estate Assets*	(2) Total Transfer Taxes	(3) Net Estate to Heirs	(4) Year End Total Assets Outside the Estate	(5) Year End Wealth Transferred to Heirs	(6) Portion of Column (5) Subject to Income Tax**
1	40/35	3,397,551	0	3,397,551	0	3,397,551	238,192
2	41/36	3,547,290	0	3,547,290	0	3,547,290	262,984
3	42/37	3,711,362	0	3,711,362	0	3,711,362	289,472
4	43/38	3,888,200	0	3,888,200	0	3,888,200	317,757
5	44/39	4,077,045	0	4,077,045	0	4,077,045	347,947
6	45/40	4,277,624	0	4,277,624	0	4,277,624	380,159
7	46/41	4,489,981	0	4,489,981	0	4,489,981	414,511
8	47/42	4,714,365	0	4,714,365	0	4,714,365	451,131
9	48/43	4,951,164	0	4,951,164	0	4,951,164	490,156
10	49/44	5,200,850	0	5,200,850	0	5,200,850	531,726
11	50/45	5,463,986	0	5,463,986	0	5,463,986	575,994
12	51/46	5,741,166	0	5,741,166	0	5,741,166	623,116
13	52/47	6,033,061	0	6,033,061	0	6,033,061	673,263
14	53/48	6,340,369	0	6,340,369	0	6,340,369	726,611
15	54/49	6,663,841	0	6,663,841	0	6,663,841	783,347
16	55/50	7,004,270	0	7,004,270	0	7,004,270	843,672
17	56/51	7,362,494	0	7,362,494	0	7,362,494	907,793
18	57/52	7,739,395	0	7,739,395	0	7,739,395	975,932
19	58/53	8,135,898	0	8,135,898	0	8,135,898	1,048,320
20	59/54	8,552,986	0	8,552,986	0	8,552,986	1,125,206
21	60/55	8,939,305	0	8,939,305	0	8,939,305	1,206,851
22	61/56	9,345,808	0	9,345,808	0	9,345,808	1,293,529
23	62/57	9,773,564	0	9,773,564	0	9,773,564	1,385,530
24	63/58	10,223,681	0	10,223,681	0	10,223,681	1,483,161
25	64/59	10,697,312	0	10,697,312	0	10,697,312	1,586,743
26	65/60	10,191,172	0	10,191,172	0	10,191,172	1,672,348
27	66/61	9,454,136	0	9,454,136	0	9,454,136	1,762,571
28	67/62	9,716,497	0	9,716,497	0	9,716,497	1,857,661
29	68/63	9,982,032	0	9,982,032	0	9,982,032	1,957,882
30	69/64	10,252,133	0	10,252,133	0	10,252,133	2,063,510
31	70/65	10,511,650	0	10,511,650	0	10,511,650	2,138,405
32	71/66	10,775,487	0	10,775,487	0	10,775,487	2,215,521
33	72/67	11,043,892	0	11,043,892	0	11,043,892	2,294,890
34	73/68	11,316,999	0	11,316,999	0	11,316,999	2,376,547
35	74/69	11,594,866	0	11,594,866	0	11,594,866	2,460,522
36	75/70	11,852,939	0	11,852,939	0	11,852,939	2,490,998
37	76/71	12,113,125	0	12,113,125	0	12,113,125	2,518,046
38	77/72	12,375,269	0	12,375,269	0	12,375,269	2,541,487
39	78/73	12,638,979	0	12,638,979	0	12,638,979	2,560,654
40	79/74	12,904,049	0	12,904,049	0	12,904,049	2,575,355

\*Net of cash flow provided

\*\*See column (5) on the "Details of Transfer Taxation of Retirement Plan Assets".

This page may include non-guaranteed life insurance values. If so, actual results are likely to vary. This page is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

40 Year Summary

Total Estate Assets	\$ 12,904,049
Wealth Transferred to Heirs	\$ 12,904,049

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Wealth Transfer Summary (After Providing Required Cash Flow)

Year	M/F Ages	(1) Total Estate Assets*	(2) Total Transfer Taxes	(3) Net Estate to Heirs	(4) Year End Total Assets Outside the Estate	(5) Year End Wealth Transferred to Heirs	(6) Portion of Column (5) Subject to Income Tax**
41	80/75	13,170,138	0	13,170,138	0	13,170,138	2,585,129
42	81/76	13,436,874	0	13,436,874	0	13,436,874	2,589,487
43	82/77	13,704,010	0	13,704,010	0	13,704,010	2,588,276
44	83/78	13,970,964	0	13,970,964	0	13,970,964	2,580,617
45	84/79	14,237,459	0	14,237,459	0	14,237,459	2,566,374
46	85/80	14,503,234	0	14,503,234	0	14,503,234	2,545,501
47	86/81	14,767,820	0	14,767,820	0	14,767,820	2,517,532
48	87/82	15,030,716	0	15,030,716	0	15,030,716	2,481,993
49	88/83	15,291,399	0	15,291,399	0	15,291,399	2,438,403
50	89/84	15,549,312	0	15,549,312	0	15,549,312	2,386,281
51	90/85	15,804,506	0	15,804,506	0	15,804,506	2,326,598
52	91/86	16,056,462	0	16,056,462	0	16,056,462	2,259,093
53	92/87	16,304,636	0	16,304,636	0	16,304,636	2,183,534
54	93/88	16,548,470	0	16,548,470	0	16,548,470	2,099,735
55	94/89	16,787,798	0	16,787,798	0	16,787,798	2,008,487

\*Net of cash flow provided

\*\*See column (5) on the "Details of Transfer Taxation of Retirement Plan Assets".

This page may include non-guaranteed life insurance values. If so, actual results are likely to vary. This page is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

Summary at Life Expectancy (Year 53)

Total Estate Assets	\$ 16,304,636
Wealth Transferred to Heirs	\$ 16,304,636

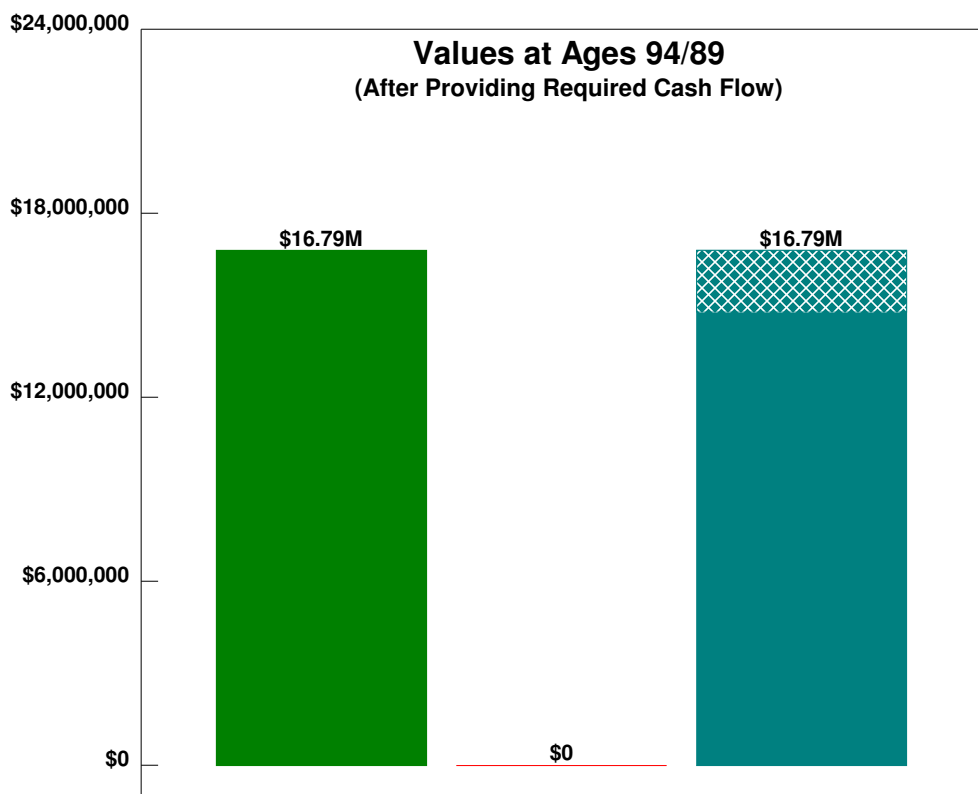
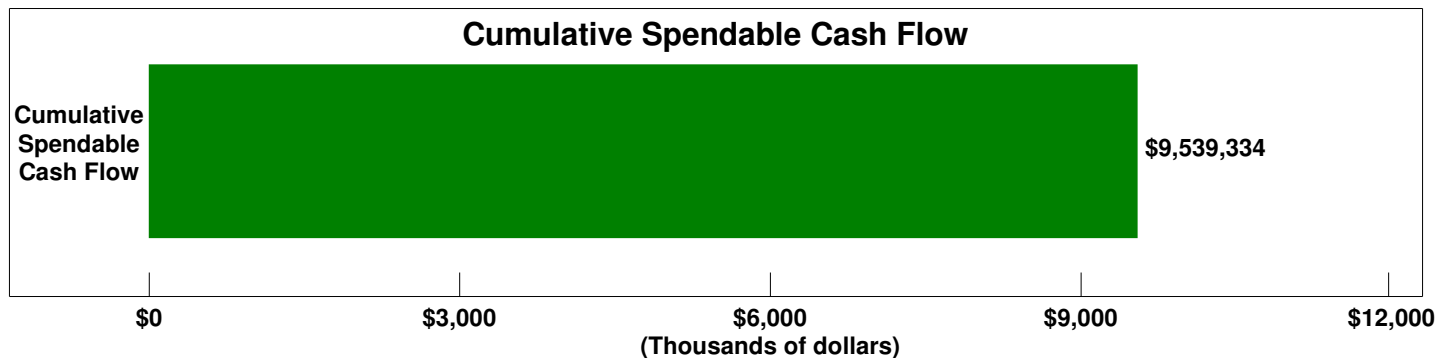


# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary Analysis



- Cumulative Spendable Cash Flow
- Net Worth
- Transfer Taxes
- Wealth to Heirs\*

\*Due to the illustrated results of "stretch-out" tax planning, the Heirs \$16,787,798 includes retirement plan assets of \$2,008,487 on which income tax is still due. (The \$2,008,487 is represented by the checkered section.)

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Estate Assets Details

Year	M/F Ages	(1) Liquid Assets*	+	(2) Net Illiquid Assets**	+	(3) Proposed Term Insurance Death Benefit	=	(4) Total Estate Assets
1	40/35	1,284,888		1,112,663		1,000,000		3,397,551
2	41/36	1,368,048		1,179,242		1,000,000		3,547,290
3	42/37	1,461,497		1,249,865		1,000,000		3,711,362
4	43/38	1,563,534		1,324,666		1,000,000		3,888,200
5	44/39	1,673,247		1,403,798		1,000,000		4,077,045
6	45/40	1,790,210		1,487,414		1,000,000		4,277,624
7	46/41	1,914,297		1,575,684		1,000,000		4,489,981
8	47/42	2,045,578		1,668,787		1,000,000		4,714,365
9	48/43	2,184,251		1,766,913		1,000,000		4,951,164
10	49/44	2,330,588		1,870,262		1,000,000		5,200,850
11	50/45	2,484,933		1,979,053		1,000,000		5,463,986
12	51/46	2,647,664		2,093,502		1,000,000		5,741,166
13	52/47	2,819,204		2,213,857		1,000,000		6,033,061
14	53/48	3,000,004		2,340,365		1,000,000		6,340,369
15	54/49	3,190,548		2,473,293		1,000,000		6,663,841
16	55/50	3,391,349		2,612,921		1,000,000		7,004,270
17	56/51	3,602,947		2,759,547		1,000,000		7,362,494
18	57/52	3,825,914		2,913,481		1,000,000		7,739,395
19	58/53	4,060,850		3,075,048		1,000,000		8,135,898
20	59/54	4,308,391		3,244,595		1,000,000		8,552,986
21	60/55	4,542,746		3,396,559		1,000,000		8,939,305
22	61/56	4,789,617		3,556,191		1,000,000		9,345,808
23	62/57	5,049,717		3,723,847		1,000,000		9,773,564
24	63/58	5,323,780		3,899,901		1,000,000		10,223,681
25	64/59	5,612,562		4,084,750		1,000,000		10,697,312
26	65/60	8,468,035		723,137		1,000,000		10,191,172
27	66/61	8,705,075		749,061		0		9,454,136
28	67/62	8,940,295		776,202		0		9,716,497
29	68/63	9,177,435		804,597		0		9,982,032
30	69/64	9,417,846		834,287		0		10,252,133
31	70/65	9,646,335		865,315		0		10,511,650
32	71/66	9,877,762		897,725		0		10,775,487
33	72/67	10,112,329		931,563		0		11,043,892
34	73/68	10,350,121		966,878		0		11,316,999
35	74/69	10,591,143		1,003,723		0		11,594,866
36	75/70	10,810,787		1,042,152		0		11,852,939
37	76/71	11,030,904		1,082,221		0		12,113,125
38	77/72	11,251,279		1,123,990		0		12,375,269
39	78/73	11,471,457		1,167,522		0		12,638,979
40	79/74	11,691,170		1,212,879		0		12,904,049

\*Including taxable assets, equity assets, and retirement plan assets.

\*\*Net of any liabilities.

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Estate Assets Details

Year	M/F Ages	(1) Liquid Assets*	+	(2) Net Illiquid Assets**	+	(3) Proposed Term Insurance Death Benefit	=	(4) Total Estate Assets
41	80/75	11,910,006		1,260,132		0		13,170,138
42	81/76	12,127,523		1,309,351		0		13,436,874
43	82/77	12,343,400		1,360,610		0		13,704,010
44	83/78	12,556,979		1,413,985		0		13,970,964
45	84/79	12,767,900		1,469,559		0		14,237,459
46	85/80	12,975,819		1,527,415		0		14,503,234
47	86/81	13,180,179		1,587,641		0		14,767,820
48	87/82	13,380,389		1,650,327		0		15,030,716
49	88/83	13,575,828		1,715,571		0		15,291,399
50	89/84	13,765,841		1,783,471		0		15,549,312
51	90/85	13,950,376		1,854,130		0		15,804,506
52	91/86	14,128,807		1,927,655		0		16,056,462
53	92/87	14,300,475		2,004,161		0		16,304,636
54	93/88	14,464,707		2,083,763		0		16,548,470
55	94/89	14,621,216		2,166,582		0		16,787,798

\*Including taxable assets, equity assets, and retirement plan assets.

\*\*Net of any liabilities.

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Transfer Tax Details

Year	M/F Ages	(1) Total Estate Assets	(2) Taxable Estate	(3) Remaining Available Unified Credit Equivalent*	(4) Estate Tax	(5) State Death Tax**	(6) Income Tax on Retirement Plan Assets***	(7) Total Transfer Taxes
1	40/35	3,397,551	3,397,551	10,500,000	0	0	0	0
2	41/36	3,547,290	3,547,290	10,680,000	0	0	0	0
3	42/37	3,711,362	3,711,362	10,860,000	0	0	0	0
4	43/38	3,888,200	3,888,200	10,900,000	0	0	0	0
5	44/39	4,077,045	4,077,045	11,220,000	0	0	0	0
6	45/40	4,277,624	4,277,624	11,560,000	0	0	0	0
7	46/41	4,489,981	4,489,981	11,920,000	0	0	0	0
8	47/42	4,714,365	4,714,365	12,280,000	0	0	0	0
9	48/43	4,951,164	4,951,164	12,640,000	0	0	0	0
10	49/44	5,200,850	5,200,850	13,020,000	0	0	0	0
11	50/45	5,463,986	5,463,986	13,400,000	0	0	0	0
12	51/46	5,741,166	5,741,166	13,820,000	0	0	0	0
13	52/47	6,033,061	6,033,061	14,220,000	0	0	0	0
14	53/48	6,340,369	6,340,369	14,660,000	0	0	0	0
15	54/49	6,663,841	6,663,841	15,100,000	0	0	0	0
16	55/50	7,004,270	7,004,270	15,540,000	0	0	0	0
17	56/51	7,362,494	7,362,494	16,000,000	0	0	0	0
18	57/52	7,739,395	7,739,395	16,500,000	0	0	0	0
19	58/53	8,135,898	8,135,898	16,980,000	0	0	0	0
20	59/54	8,552,986	8,552,986	17,500,000	0	0	0	0
21	60/55	8,939,305	8,939,305	18,020,000	0	0	0	0
22	61/56	9,345,808	9,345,808	18,560,000	0	0	0	0
23	62/57	9,773,564	9,773,564	19,120,000	0	0	0	0
24	63/58	10,223,681	10,223,681	19,700,000	0	0	0	0
25	64/59	10,697,312	10,697,312	20,280,000	0	0	0	0
26	65/60	10,191,172	10,191,172	20,880,000	0	0	0	0
27	66/61	9,454,136	9,454,136	21,520,000	0	0	0	0
28	67/62	9,716,497	9,716,497	22,160,000	0	0	0	0
29	68/63	9,982,032	9,982,032	22,820,000	0	0	0	0
30	69/64	10,252,133	10,252,133	23,520,000	0	0	0	0
31	70/65	10,511,650	10,511,650	24,220,000	0	0	0	0
32	71/66	10,775,487	10,775,487	24,940,000	0	0	0	0
33	72/67	11,043,892	11,043,892	25,700,000	0	0	0	0
34	73/68	11,316,999	11,316,999	26,460,000	0	0	0	0
35	74/69	11,594,866	11,594,866	27,260,000	0	0	0	0
36	75/70	11,852,939	11,852,939	28,080,000	0	0	0	0
37	76/71	12,113,125	12,113,125	28,920,000	0	0	0	0
38	77/72	12,375,269	12,375,269	29,780,000	0	0	0	0
39	78/73	12,638,979	12,638,979	30,680,000	0	0	0	0
40	79/74	12,904,049	12,904,049	31,600,000	0	0	0	0

\*Unified Credit Equivalent is indexed for inflation at 3.00%.

Column (4) assumes half the amount shown in column (3) is transferred to a credit shelter trust by the first spouse to die.

\*\*The state estate tax and/or state inheritance (collectively "death tax") illustrated is an estimate by the user and is not specifically based on the precise tax rates and/or exemptions of a particular state. Be certain to contact your legal and tax advisers for precise state death tax calculations.

\*\*\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Transfer Tax Details

Year	M/F Ages	(1) Total Estate Assets	(2) Taxable Estate	(3) Remaining Available Unified Credit Equivalent*	(4) Estate Tax	(5) State Death Tax**	(6) Income Tax on Retirement Plan Assets***	(7) Total Transfer Taxes
41	80/75	13,170,138	13,170,138	32,540,000	0	0	0	0
42	81/76	13,436,874	13,436,874	33,520,000	0	0	0	0
43	82/77	13,704,010	13,704,010	34,520,000	0	0	0	0
44	83/78	13,970,964	13,970,964	35,560,000	0	0	0	0
45	84/79	14,237,459	14,237,459	36,620,000	0	0	0	0
46	85/80	14,503,234	14,503,234	37,720,000	0	0	0	0
47	86/81	14,767,820	14,767,820	38,860,000	0	0	0	0
48	87/82	15,030,716	15,030,716	40,020,000	0	0	0	0
49	88/83	15,291,399	15,291,399	41,220,000	0	0	0	0
50	89/84	15,549,312	15,549,312	42,460,000	0	0	0	0
51	90/85	15,804,506	15,804,506	43,740,000	0	0	0	0
52	91/86	16,056,462	16,056,462	45,040,000	0	0	0	0
53	92/87	16,304,636	16,304,636	46,400,000	0	0	0	0
54	93/88	16,548,470	16,548,470	47,800,000	0	0	0	0
55	94/89	16,787,798	16,787,798	49,220,000	0	0	0	0

\*Unified Credit Equivalent is indexed for inflation at 3.00%.

Column (4) assumes half the amount shown in column (3) is transferred to a credit shelter trust by the first spouse to die.

\*\*The state estate tax and/or state inheritance (collectively "death tax") illustrated is an estimate by the user and is not specifically based on the precise tax rates and/or exemptions of a particular state. Be certain to contact your legal and tax advisers for precise state death tax calculations.

\*\*\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Transfer Taxation of Retirement Plan Assets

Tom Johnson's Retirement Plan Account			Courtney Johnson's Retirement Plan Account				
Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield	Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield		
90,000	0	7.00%	125,000	0	7.00%		
Year	M/F Ages	(1) Plan Assets in Estate	(2) Estate Tax on Plan Assets	(3) Income Tax on Plan Assets**	(4) Total Taxes Attributed to Plan Assets	(5) Heirs After Tax Plan Assets (1) - (4)	(6) Percent Loss Due to Tax
1	40/35	238,192	0	0	0	238,192	0%
2	41/36	262,984	0	0	0	262,984	0%
3	42/37	289,472	0	0	0	289,472	0%
4	43/38	317,757	0	0	0	317,757	0%
5	44/39	347,947	0	0	0	347,947	0%
6	45/40	380,159	0	0	0	380,159	0%
7	46/41	414,511	0	0	0	414,511	0%
8	47/42	451,131	0	0	0	451,131	0%
9	48/43	490,156	0	0	0	490,156	0%
10	49/44	531,726	0	0	0	531,726	0%
11	50/45	575,994	0	0	0	575,994	0%
12	51/46	623,116	0	0	0	623,116	0%
13	52/47	673,263	0	0	0	673,263	0%
14	53/48	726,611	0	0	0	726,611	0%
15	54/49	783,347	0	0	0	783,347	0%
16	55/50	843,672	0	0	0	843,672	0%
17	56/51	907,793	0	0	0	907,793	0%
18	57/52	975,932	0	0	0	975,932	0%
19	58/53	1,048,320	0	0	0	1,048,320	0%
20	59/54	1,125,206	0	0	0	1,125,206	0%
21	60/55	1,206,851	0	0	0	1,206,851	0%
22	61/56	1,293,529	0	0	0	1,293,529	0%
23	62/57	1,385,530	0	0	0	1,385,530	0%
24	63/58	1,483,161	0	0	0	1,483,161	0%
25	64/59	1,586,743	0	0	0	1,586,743	0%
26	65/60	1,672,348	0	0	0	1,672,348	0%
27	66/61	1,762,571	0	0	0	1,762,571	0%
28	67/62	1,857,661	0	0	0	1,857,661	0%
29	68/63	1,957,882	0	0	0	1,957,882	0%
30	69/64	2,063,510	0	0	0	2,063,510	0%
31	70/65	2,138,405	0	0	0	2,138,405	0%
32	71/66	2,215,521	0	0	0	2,215,521	0%
33	72/67	2,294,890	0	0	0	2,294,890	0%
34	73/68	2,376,547	0	0	0	2,376,547	0%
35	74/69	2,460,522	0	0	0	2,460,522	0%
36	75/70	2,490,998	0	0	0	2,490,998	0%
37	76/71	2,518,046	0	0	0	2,518,046	0%
38	77/72	2,541,487	0	0	0	2,541,487	0%
39	78/73	2,560,654	0	0	0	2,560,654	0%
40	79/74	2,575,355	0	0	0	2,575,355	0%

\*\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred. Be certain to confirm the availability of this technique with your legal and tax advisers.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Transfer Taxation of Retirement Plan Assets

Tom Johnson's Retirement Plan Account			Courtney Johnson's Retirement Plan Account		
Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield	Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield
90,000	0	7.00%	125,000	0	7.00%

Year	M/F Ages	(1) Plan Assets in Estate	(2) Estate Tax on Plan Assets	(3) Income Tax on Plan Assets**	(4) Total Taxes Attributed to Plan Assets	(5) Heirs After Tax Plan Assets (1) - (4)	(6) Percent Loss Due to Tax
41	80/75	2,585,129	0	0	0	2,585,129	0%
42	81/76	2,589,487	0	0	0	2,589,487	0%
43	82/77	2,588,276	0	0	0	2,588,276	0%
44	83/78	2,580,617	0	0	0	2,580,617	0%
45	84/79	2,566,374	0	0	0	2,566,374	0%
46	85/80	2,545,501	0	0	0	2,545,501	0%
47	86/81	2,517,532	0	0	0	2,517,532	0%
48	87/82	2,481,993	0	0	0	2,481,993	0%
49	88/83	2,438,403	0	0	0	2,438,403	0%
50	89/84	2,386,281	0	0	0	2,386,281	0%
51	90/85	2,326,598	0	0	0	2,326,598	0%
52	91/86	2,259,093	0	0	0	2,259,093	0%
53	92/87	2,183,534	0	0	0	2,183,534	0%
54	93/88	2,099,735	0	0	0	2,099,735	0%
55	94/89	2,008,487	0	0	0	2,008,487	0%

\*\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred. Be certain to confirm the availability of this technique with your legal and tax advisers.

# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Transfer Taxation of Retirement Plan Plan Assets

		Tom Johnson's Retirement Plan Account			Courtney Johnson's Retirement Plan Account					
		Plan Assets Initial Value 90,000	Plan Assets Cost Basis 0	Plan Assets Yield 7.00%	Plan Assets Initial Value 125,000	Plan Assets Cost Basis 0	Plan Assets Yield 7.00%			
Year	M/F Ages	(1) Plan Assets in Estate	(2) Federal Estate Tax on Plan Assets*	(3) Unrealized Gain in Plan Assets	(4) Federal Estate Tax Attributable to Gain*	(5) Portion of Gain Subject to Income Tax (3) - (4)	(6) Income Tax on Gain*	(7) State Death Tax Attributable to Plan Assets**	(8) Total Taxes Attributed to Plan Assets (2)+(6)+(7)	(9) Heirs' After Tax Plan Assets (1) - (8)
1	40/35	238,192	0	238,192	0	238,192	0	0	0	238,192
2	41/36	262,984	0	262,984	0	262,984	0	0	0	262,984
3	42/37	289,472	0	289,472	0	289,472	0	0	0	289,472
4	43/38	317,757	0	317,757	0	317,757	0	0	0	317,757
5	44/39	347,947	0	347,947	0	347,947	0	0	0	347,947
6	45/40	380,159	0	380,159	0	380,159	0	0	0	380,159
7	46/41	414,511	0	414,511	0	414,511	0	0	0	414,511
8	47/42	451,131	0	451,131	0	451,131	0	0	0	451,131
9	48/43	490,156	0	490,156	0	490,156	0	0	0	490,156
10	49/44	531,726	0	531,726	0	531,726	0	0	0	531,726
11	50/45	575,994	0	575,994	0	575,994	0	0	0	575,994
12	51/46	623,116	0	623,116	0	623,116	0	0	0	623,116
13	52/47	673,263	0	673,263	0	673,263	0	0	0	673,263
14	53/48	726,611	0	726,611	0	726,611	0	0	0	726,611
15	54/49	783,347	0	783,347	0	783,347	0	0	0	783,347
16	55/50	843,672	0	843,672	0	843,672	0	0	0	843,672
17	56/51	907,793	0	907,793	0	907,793	0	0	0	907,793
18	57/52	975,932	0	975,932	0	975,932	0	0	0	975,932
19	58/53	1,048,320	0	1,048,320	0	1,048,320	0	0	0	1,048,320
20	59/54	1,125,206	0	1,125,206	0	1,125,206	0	0	0	1,125,206
21	60/55	1,206,851	0	1,206,851	0	1,206,851	0	0	0	1,206,851
22	61/56	1,293,529	0	1,293,529	0	1,293,529	0	0	0	1,293,529
23	62/57	1,385,530	0	1,385,530	0	1,385,530	0	0	0	1,385,530
24	63/58	1,483,161	0	1,483,161	0	1,483,161	0	0	0	1,483,161
25	64/59	1,586,743	0	1,586,743	0	1,586,743	0	0	0	1,586,743
26	65/60	1,672,348	0	1,672,348	0	1,672,348	0	0	0	1,672,348
27	66/61	1,762,571	0	1,762,571	0	1,762,571	0	0	0	1,762,571
28	67/62	1,857,661	0	1,857,661	0	1,857,661	0	0	0	1,857,661
29	68/63	1,957,882	0	1,957,882	0	1,957,882	0	0	0	1,957,882
30	69/64	2,063,510	0	2,063,510	0	2,063,510	0	0	0	2,063,510
31	70/65	2,138,405	0	2,138,405	0	2,138,405	0	0	0	2,138,405
32	71/66	2,215,521	0	2,215,521	0	2,215,521	0	0	0	2,215,521
33	72/67	2,294,890	0	2,294,890	0	2,294,890	0	0	0	2,294,890
34	73/68	2,376,547	0	2,376,547	0	2,376,547	0	0	0	2,376,547
35	74/69	2,460,522	0	2,460,522	0	2,460,522	0	0	0	2,460,522
36	75/70	2,490,998	0	2,490,998	0	2,490,998	0	0	0	2,490,998
37	76/71	2,518,046	0	2,518,046	0	2,518,046	0	0	0	2,518,046
38	77/72	2,541,487	0	2,541,487	0	2,541,487	0	0	0	2,541,487
39	78/73	2,560,654	0	2,560,654	0	2,560,654	0	0	0	2,560,654
40	79/74	2,575,355	0	2,575,355	0	2,575,355	0	0	0	2,575,355

\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred. Be certain to confirm the availability of this technique with your legal and tax advisers.

\*\*The state estate tax and/or state inheritance (collectively "death tax") illustrated is an estimate by the user and is not specifically based on the precise tax rates and/or exemptions of a particular state. Be certain to contact your legal and tax advisers for precise state death tax calculations.



# Strategy 1: Retirement Plan Including Term Insurance

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Transfer Taxation of Retirement Plan Plan Assets

Tom Johnson's Retirement Plan Account			Courtney Johnson's Retirement Plan Account		
Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield	Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield
90,000	0	7.00%	125,000	0	7.00%

Year	M/F Ages	(1) Plan Assets in Estate	(2) Federal Estate Tax on Plan Assets*	(3) Unrealized Gain in Plan Assets	(4) Federal Estate Tax Attributable to Gain*	(5) Portion of Gain Subject to Income Tax (3) - (4)	(6) Income Tax on Gain*	(7) State Death Tax Attributable to Plan Assets**	(8) Total Taxes Attributed to Plan Assets (2)+(6)+(7)	(9) Heirs' After Tax Plan Assets (1) - (8)
41	80/75	2,585,129	0	2,585,129	0	2,585,129	0	0	0	2,585,129
42	81/76	2,589,487	0	2,589,487	0	2,589,487	0	0	0	2,589,487
43	82/77	2,588,276	0	2,588,276	0	2,588,276	0	0	0	2,588,276
44	83/78	2,580,617	0	2,580,617	0	2,580,617	0	0	0	2,580,617
45	84/79	2,566,374	0	2,566,374	0	2,566,374	0	0	0	2,566,374
46	85/80	2,545,501	0	2,545,501	0	2,545,501	0	0	0	2,545,501
47	86/81	2,517,532	0	2,517,532	0	2,517,532	0	0	0	2,517,532
48	87/82	2,481,993	0	2,481,993	0	2,481,993	0	0	0	2,481,993
49	88/83	2,438,403	0	2,438,403	0	2,438,403	0	0	0	2,438,403
50	89/84	2,386,281	0	2,386,281	0	2,386,281	0	0	0	2,386,281
51	90/85	2,326,598	0	2,326,598	0	2,326,598	0	0	0	2,326,598
52	91/86	2,259,093	0	2,259,093	0	2,259,093	0	0	0	2,259,093
53	92/87	2,183,534	0	2,183,534	0	2,183,534	0	0	0	2,183,534
54	93/88	2,099,735	0	2,099,735	0	2,099,735	0	0	0	2,099,735
55	94/89	2,008,487	0	2,008,487	0	2,008,487	0	0	0	2,008,487

\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred. Be certain to confirm the availability of this technique with your legal and tax advisers.

\*\*The state estate tax and/or state inheritance (collectively "death tax") illustrated is an estimate by the user and is not specifically based on the precise tax rates and/or exemptions of a particular state. Be certain to contact your legal and tax advisers for precise state death tax calculations.

## **Strategy 2: Retirement Plan Including Indexed UL**

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson, Ages 40/35

## Client Information Summary

### Current Assets

<u>Liquid Assets:</u>	Liquid Assets (Taxable Interest)	\$	200,000	
	Liquid Assets (Tax Exempt Interest)		0	
	Equity Assets		800,000	
	Tax Deferred Assets		0	
	Defined Contribution Plan Assets for Tom Johnson			
	Retirement Plan Assets		90,000	
	Defined Contribution Plan Assets Courtney Johnson			
	Retirement Plan Asset		125,000	
	Total Defined Contribution Plan Assets:			215,000
		Total Liquid Assets		
<u>Illiquid Assets:</u>	Principal Residence		500,000	
	Vacation Home		250,000	
	Personal Property		150,000	
	Courtney's Travel Agency		500,000	
	Less Total Liabilities		(350,000)	
		Total Illiquid Assets		
<u>Other Assets:</u>	Inside the Estate			
	Proposed Indexed UL Death Benefit		1,039,540	
	Proposed Current cash value: \$10,530			
		Total Other Assets Inside the Estate		
	Total Estate Assets			\$3,304,540
	Total Other Assets Outside the Estate			0

### Funding Options for Required Cash Flow

<u>Retirement Plan Assets:</u>	Minimum Distribution, Unless More Is Needed
<u>Cash Flow Funding:</u>	Sequential Use of Liquid Assets -- Taxable, Equity, Retirement Plan Assets, Spouse's Retirement Plan Assets

The information in this presentation is not guaranteed; it is for illustration purposes only. Tax rates, interest and inflation rates, and IRS tax codes may, and probably will, change in the future; therefore, you should consult your tax adviser for additional information about potential taxes and IRS revisions.

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson, Ages 40/35

## Client Information Summary

### Assumptions Used

<u>Income Tax Rates:</u>	Pre-Retirement	45.00%
	Retirement	45.00%
<u>Life Expectancy:</u>	Joint	53 Years
	Tom Johnson	Age 92
	Courtney Johnson	Age 87
<u>Taxable Account:</u>		Taxable
	Yield Assumption	4.00%
<u>Equities:</u>		Equity
	Growth Rate	7.00%
	Dividend Rate	2.00%
<u>Retirement Plan Assets Tom Johnson:</u>		
	Defined Contr. Yield Assumption	7.00%
<u>Retirement Plan Assets Courtney Johnson:</u>		
	Defined Contr. Yield Assumption	7.00%

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

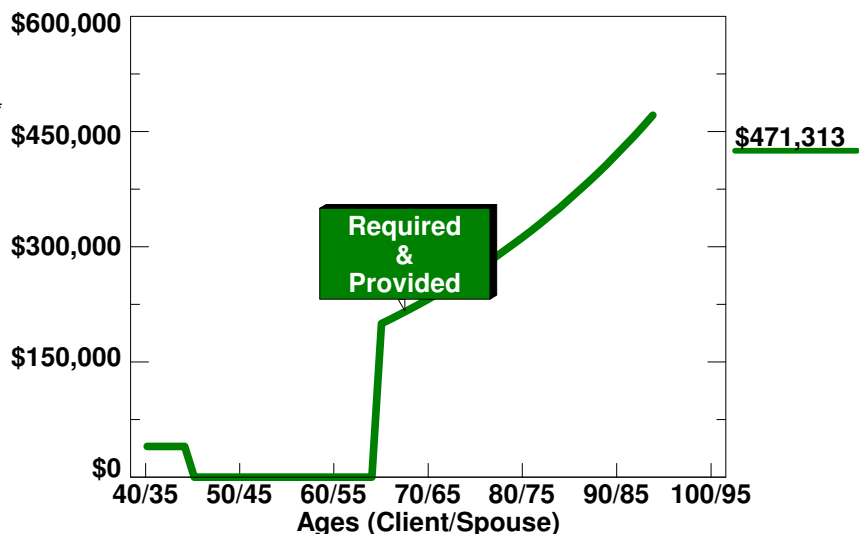
## Analysis of After Tax Cash Flow Requirements

Below is a list of your liquid assets. It is suggested that you withdraw funds to meet your after tax cash flow requirements from each liquid asset in the order presented. The Cash Flow graph (below, right) illustrates whether your liquid assets are sufficient to provide the required cash flow.

### Withdrawal Order

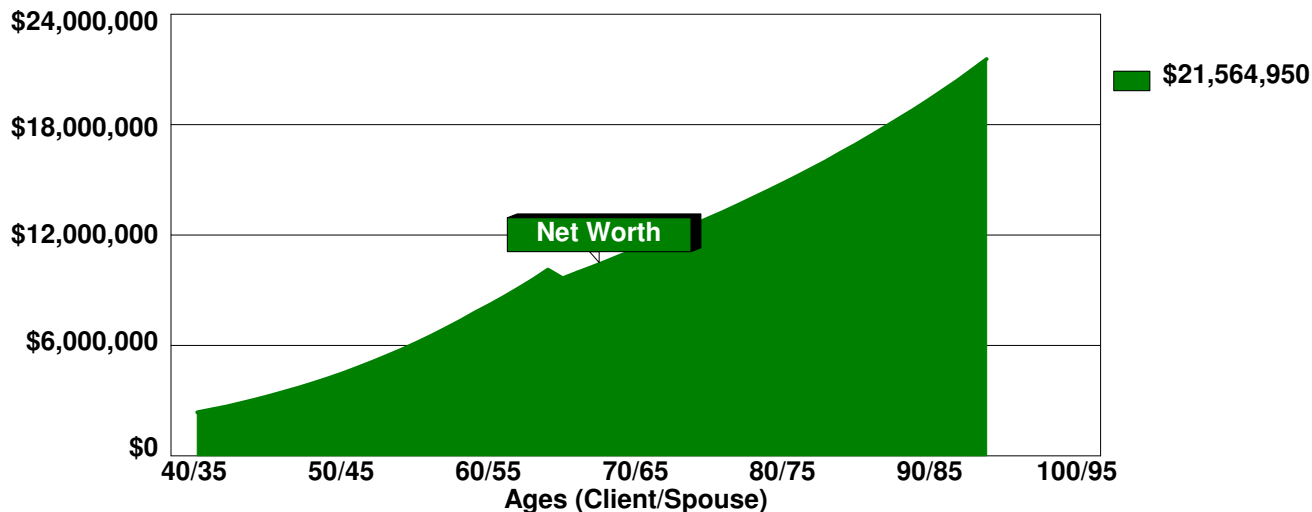
- 1st. Taxable
- 2nd. Equities
- 3rd. Retirement Plan Assets\*
- 4th. Spouse's Retirement Plan Assets\*

### Annual Cash Flow



As you can see in the Cash Flow graph above, your liquid assets are sufficient to provide withdrawals to meet your required after tax cash flow in all years illustrated. The graph below shows your remaining total Net Worth.

### Net Worth (After Providing Required Cash Flow)



\*As needed, but no less than required minimum distributions.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Cash Flow Analysis

Year	M/F Ages	Annual Cash Flow Required	Annual Cash Flow Provided			
		(1) After Tax Spendable Cash Flow Required*	(2) Total After Tax Cash Flow from Retirement Plan Assets	(3) After Tax Cash Flow from Taxable Account	(4) After Tax Cash Flow from Equity Assets	(5) Total After Tax Cash Flow Provided*
1	40/35	40,000	0	40,000	0	40,000
2	41/36	40,000	0	40,000	0	40,000
3	42/37	40,000	0	40,000	0	40,000
4	43/38	40,000	0	40,000	0	40,000
5	44/39	40,000	0	40,000	0	40,000
6	45/40	0	0	0	0	0
7	46/41	0	0	0	0	0
8	47/42	0	0	0	0	0
9	48/43	0	0	0	0	0
10	49/44	0	0	0	0	0
11	50/45	0	0	0	0	0
12	51/46	0	0	0	0	0
13	52/47	0	0	0	0	0
14	53/48	0	0	0	0	0
15	54/49	0	0	0	0	0
16	55/50	0	0	0	0	0
17	56/51	0	0	0	0	0
18	57/52	0	0	0	0	0
19	58/53	0	0	0	0	0
20	59/54	0	0	0	0	0
21	60/55	0	0	0	0	0
22	61/56	0	0	0	0	0
23	62/57	0	0	0	0	0
24	63/58	0	0	0	0	0
25	64/59	0	0	0	0	0
26	65/60	200,000	0	14,519	185,481	200,000
27	66/61	206,000	0	0	206,000	206,000
28	67/62	212,180	0	0	212,180	212,180
29	68/63	218,545	0	0	218,545	218,545
30	69/64	225,102	0	0	225,102	225,102
31	70/65	231,855	19,011	0	212,844	231,855
32	71/66	238,810	19,961	0	218,849	238,810
33	72/67	245,975	20,956	0	225,019	245,975
34	73/68	253,354	21,997	0	231,357	253,354
35	74/69	260,955	23,086	0	237,869	260,955
36	75/70	268,783	53,369	0	215,414	268,783
37	76/71	276,847	56,016	0	220,831	276,847
38	77/72	285,152	58,659	0	226,493	285,152
39	78/73	293,707	61,550	0	232,157	293,707
40	79/74	302,518	64,420	0	238,098	302,518
		<b>3,919,783</b>	<b>399,025</b>	<b>214,519</b>	<b>3,306,239</b>	<b>3,919,783</b>

\*IMPORTANT NOTE: For this plan to be financially sound, column (5) must be sufficient to provide the values in column (1).

Column (1): assumes 0.00% inflation in yrs 1-26, 3.00% thereafter.

Column (2): see "Summary of Retirement Plan Assets".

Column (3): see "Details of Taxable Account".

Column (4): see "Details of Equity Assets" and "Details of Portfolio Turnover".

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Cash Flow Analysis

Year	M/F Ages	Annual Cash Flow Required	Annual Cash Flow Provided			
		(1) After Tax Spendable Cash Flow Required*	(2) Total After Tax Cash Flow from Retirement Plan Assets	(3) After Tax Cash Flow from Taxable Account	(4) After Tax Cash Flow from Equity Assets	(5) Total After Tax Cash Flow Provided*
41	80/75	311,593	67,405	0	244,188	311,593
42	81/76	320,941	70,507	0	250,434	320,941
43	82/77	330,570	73,535	0	257,035	330,570
44	83/78	340,487	76,866	0	263,621	340,487
45	84/79	350,701	80,087	0	270,614	350,701
46	85/80	361,222	83,146	0	278,076	361,222
47	86/81	372,059	86,261	0	285,798	372,059
48	87/82	383,221	89,423	0	293,798	383,221
49	88/83	394,717	92,624	0	302,093	394,717
50	89/84	406,559	95,849	0	310,710	406,559
51	90/85	418,756	98,328	0	320,428	418,756
52	91/86	431,318	100,730	0	330,588	431,318
53	92/87	444,258	103,031	0	341,227	444,258
54	93/88	457,586	105,205	0	352,381	457,586
55	94/89	471,313	106,732	0	364,581	471,313
		9,715,084	1,728,754	214,519	7,771,811	9,715,084

\*IMPORTANT NOTE: For this plan to be financially sound, column (5) must be sufficient to provide the values in column (1).

Column (1): assumes 0.00% inflation in yrs 1-26, 3.00% thereafter.

Column (2): see "Summary of Retirement Plan Assets".

Column (3): see "Details of Taxable Account".

Column (4): see "Details of Equity Assets" and "Details of Portfolio Turnover".

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Spendable Cash Flow Required

Year	M/F Ages	(1) After Tax Cash Flow for Living Expenses	+	(2) Proposed Indexed UL Premiums	=	(3) After Tax Spendable Cash Flow Required
1	40/35	0		40,000		40,000
2	41/36	0		40,000		40,000
3	42/37	0		40,000		40,000
4	43/38	0		40,000		40,000
5	44/39	0		40,000		40,000
6	45/40	0		0		0
7	46/41	0		0		0
8	47/42	0		0		0
9	48/43	0		0		0
10	49/44	0		0		0
11	50/45	0		0		0
12	51/46	0		0		0
13	52/47	0		0		0
14	53/48	0		0		0
15	54/49	0		0		0
16	55/50	0		0		0
17	56/51	0		0		0
18	57/52	0		0		0
19	58/53	0		0		0
20	59/54	0		0		0
21	60/55	0		0		0
22	61/56	0		0		0
23	62/57	0		0		0
24	63/58	0		0		0
25	64/59	0		0		0
26	65/60	200,000		0		200,000
27	66/61	206,000		0		206,000
28	67/62	212,180		0		212,180
29	68/63	218,545		0		218,545
30	69/64	225,102		0		225,102
31	70/65	231,855		0		231,855
32	71/66	238,810		0		238,810
33	72/67	245,975		0		245,975
34	73/68	253,354		0		253,354
35	74/69	260,955		0		260,955
36	75/70	268,783		0		268,783
37	76/71	276,847		0		276,847
38	77/72	285,152		0		285,152
39	78/73	293,707		0		293,707
40	79/74	302,518		0		302,518
		<b>3,719,783</b>		<b>200,000</b>		<b>3,919,783</b>

Column (1) assumes 0.00% inflation for 26 years, 3.00% thereafter.



# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Spendable Cash Flow Required

Year	M/F Ages	(1) After Tax Cash Flow for Living Expenses	+	(2) Proposed Indexed UL Premiums	=	(3) After Tax Spendable Cash Flow Required
41	80/75	311,593		0		311,593
42	81/76	320,941		0		320,941
43	82/77	330,570		0		330,570
44	83/78	340,487		0		340,487
45	84/79	350,701		0		350,701
46	85/80	361,222		0		361,222
47	86/81	372,059		0		372,059
48	87/82	383,221		0		383,221
49	88/83	394,717		0		394,717
50	89/84	406,559		0		406,559
51	90/85	418,756		0		418,756
52	91/86	431,318		0		431,318
53	92/87	444,258		0		444,258
54	93/88	457,586		0		457,586
55	94/89	471,313		0		471,313
		<hr/>		<hr/>		<hr/>
		9,515,084		200,000		9,715,084

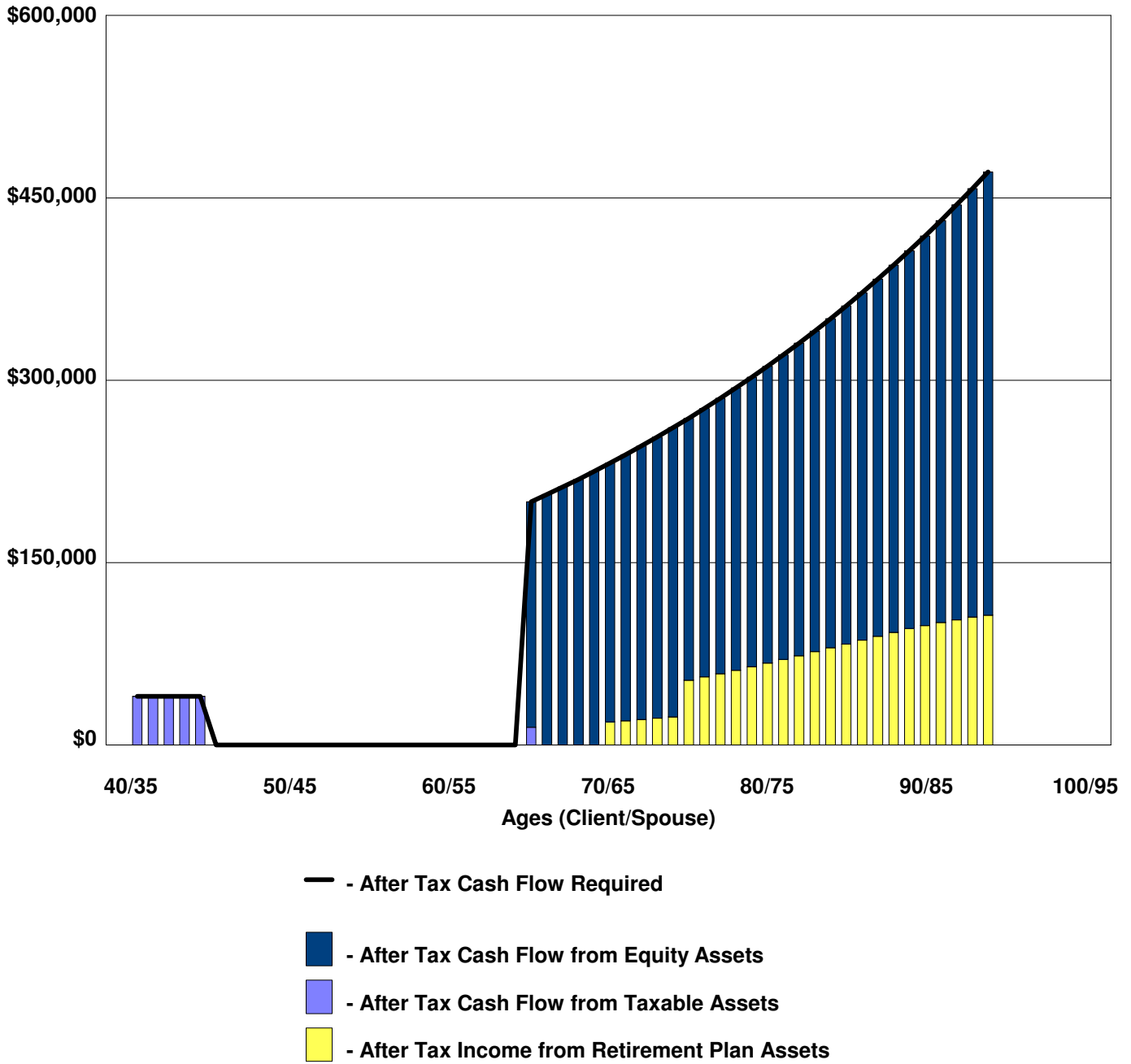
Column (1) assumes 0.00% inflation for 26 years, 3.00% thereafter.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Sources of Cash Flow 55 Year Analysis



# Strategy 2: Retirement Plan Including Indexed UL

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For: Tom Johnson & Courtney Johnson

## Summary of Liquid Assets

Year	M/F Ages	(1) Year End Value of Retirement Plan Assets	(2) Year End Value of Taxable Assets	(3) Year End Value of Equity Assets	(4) Total Liquid Assets
1	40/35	238,192	163,520	843,287	1,244,999
2	41/36	262,984	126,237	898,171	1,287,392
3	42/37	289,472	88,134	961,572	1,339,178
4	43/38	317,757	49,193	1,031,685	1,398,635
5	44/39	347,947	9,395	1,107,489	1,464,831
6	45/40	380,159	9,602	1,188,439	1,578,200
7	46/41	414,511	9,813	1,274,290	1,698,614
8	47/42	451,131	10,029	1,364,981	1,826,141
9	48/43	490,156	10,250	1,460,572	1,960,978
10	49/44	531,726	10,476	1,561,193	2,103,395
11	50/45	575,994	10,706	1,667,033	2,253,733
12	51/46	623,116	10,942	1,778,311	2,412,369
13	52/47	673,263	11,183	1,895,278	2,579,724
14	53/48	726,611	11,429	2,018,207	2,756,247
15	54/49	783,347	11,680	2,147,392	2,942,419
16	55/50	843,672	11,937	2,283,144	3,138,753
17	56/51	907,793	12,200	2,425,793	3,345,786
18	57/52	975,932	12,468	2,575,686	3,564,086
19	58/53	1,048,320	12,742	2,733,191	3,794,253
20	59/54	1,125,206	13,022	2,898,692	4,036,920
21	60/55	1,206,851	13,308	3,046,134	4,266,293
22	61/56	1,293,529	13,601	3,200,944	4,508,074
23	62/57	1,385,530	13,900	3,363,541	4,762,971
24	63/58	1,483,161	14,206	3,534,350	5,031,717
25	64/59	1,586,743	14,519	3,713,803	5,315,065
26	65/60	1,672,348	0	6,490,551	8,162,899
27	66/61	1,762,571	0	6,618,618	8,381,189
28	67/62	1,857,661	0	6,741,173	8,598,834
29	68/63	1,957,882	0	6,859,935	8,817,817
30	69/64	2,063,510	0	6,975,821	9,039,331
31	70/65	2,138,405	0	7,109,664	9,248,069
32	71/66	2,215,521	0	7,243,275	9,458,796
33	72/67	2,294,890	0	7,376,747	9,671,637
34	73/68	2,376,547	0	7,510,062	9,886,609
35	74/69	2,460,522	0	7,643,127	10,103,649
36	75/70	2,490,998	0	7,807,081	10,298,079
37	76/71	2,518,046	0	7,973,640	10,491,686
38	77/72	2,541,487	0	8,142,698	10,684,185
39	78/73	2,560,654	0	8,314,394	10,875,048
40	79/74	2,575,355	0	8,488,576	11,063,931

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Liquid Assets

Year	M/F Ages	(1) Year End Value of Retirement Plan Assets	+	(2) Year End Value of Taxable Assets	+	(3) Year End Value of Equity Assets	=	(4) Total Liquid Assets
41	80/75	2,585,129		0		8,665,218		11,250,347
42	81/76	2,589,487		0		8,844,280		11,433,767
43	82/77	2,588,276		0		9,025,509		11,613,785
44	83/78	2,580,617		0		9,209,034		11,789,651
45	84/79	2,566,374		0		9,394,537		11,960,911
46	85/80	2,545,501		0		9,581,618		12,127,119
47	86/81	2,517,532		0		9,770,079		12,287,611
48	87/82	2,481,993		0		9,959,693		12,441,686
49	88/83	2,438,403		0		10,150,204		12,588,607
50	89/84	2,386,281		0		10,341,312		12,727,593
51	90/85	2,326,598		0		10,531,866		12,858,464
52	91/86	2,259,093		0		10,721,363		12,980,456
53	92/87	2,183,534		0		10,909,234		13,092,768
54	93/88	2,099,735		0		11,094,842		13,194,577
55	94/89	2,008,487		0		11,276,949		13,285,436

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Defined Contribution Plan Assets for Tom Johnson

Retirement Plan Assets Initial Value 90,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Plan Assets	(2) Assumed Deposits	(3) Required Minimum Distribution	(4) Distribution from Retirement Plan Assets	(5) Year End Retirement Plan Assets	(6) After Tax Cash Flow from Retirement Plan Assets
1	40/35	90,000	5,500	0	0	100,652	0
2	41/36	100,652	5,665	0	0	112,053	0
3	42/37	112,053	5,835	0	0	124,248	0
4	43/38	124,248	6,010	0	0	137,285	0
5	44/39	137,285	6,190	0	0	151,215	0
6	45/40	151,215	6,376	0	0	166,093	0
7	46/41	166,093	6,567	0	0	181,975	0
8	47/42	181,975	6,764	0	0	198,921	0
9	48/43	198,921	6,967	0	0	216,996	0
10	49/44	216,996	7,176	0	0	236,266	0
11	50/45	236,266	7,392	0	0	256,803	0
12	51/46	256,803	7,613	0	0	278,681	0
13	52/47	278,681	7,842	0	0	301,981	0
14	53/48	301,981	8,077	0	0	326,786	0
15	54/49	326,786	8,319	0	0	353,184	0
16	55/50	353,184	8,569	0	0	381,270	0
17	56/51	381,270	8,826	0	0	411,142	0
18	57/52	411,142	9,091	0	0	442,905	0
19	58/53	442,905	9,363	0	0	476,668	0
20	59/54	476,668	9,644	0	0	512,549	0
21	60/55	512,549	9,934	0	0	550,671	0
22	61/56	550,671	10,232	0	0	591,164	0
23	62/57	591,164	10,539	0	0	634,165	0
24	63/58	634,165	10,855	0	0	679,819	0
25	64/59	679,819	11,180	0	0	728,278	0
26	65/60	728,278	0	0	0	767,569	0
27	66/61	767,569	0	0	0	808,979	0
28	67/62	808,979	0	0	0	852,623	0
29	68/63	852,623	0	0	0	898,622	0
30	69/64	898,622	0	0	0	947,103	0
31	70/65	947,103	0	34,566	34,566	961,768	19,011
32	71/66	961,768	0	36,293	36,293	975,404	19,961
33	72/67	975,404	0	38,102	38,102	987,869	20,956
34	73/68	987,869	0	39,995	39,995	999,012	21,997
35	74/69	999,012	0	41,975	41,975	1,008,669	23,086
36	75/70	1,008,669	0	44,047	44,047	1,016,663	24,226
37	76/71	1,016,663	0	46,212	46,212	1,022,807	25,417
38	77/72	1,022,807	0	48,246	48,246	1,027,139	26,535
39	78/73	1,027,139	0	50,598	50,598	1,029,225	27,829
40	79/74	1,029,225	0	52,781	52,781	1,029,123	29,030
			200,526	432,815	432,815		238,048

Columns (1) and (2) include only deductible contributions.

Column (3) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

Column (4) includes distributions not subject to income tax.

Column (5) has been reduced by an assumed management fee of 1.50%.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Defined Contribution Plan Assets for Tom Johnson

Retirement Plan Assets Initial Value 90,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Plan Assets	(2) Assumed Deposits	(3) Required Minimum Distribution	(4) Distribution from Retirement Plan Assets	(5) Year End Retirement Plan Assets	(6) After Tax Cash Flow from Retirement Plan Assets
41	80/75	1,029,123	0	55,033	55,033	1,026,642	30,268
42	81/76	1,026,642	0	57,354	57,354	1,021,581	31,545
43	82/77	1,021,581	0	59,742	59,742	1,013,730	32,858
44	83/78	1,013,730	0	62,192	62,192	1,002,873	34,206
45	84/79	1,002,873	0	64,701	64,701	988,786	35,586
46	85/80	988,786	0	66,810	66,810	971,717	36,746
47	86/81	971,717	0	68,916	68,916	951,507	37,904
48	87/82	951,507	0	71,008	71,008	928,002	39,054
49	88/83	928,002	0	73,071	73,071	901,055	40,189
50	89/84	901,055	0	75,088	75,088	870,528	41,298
51	90/85	870,528	0	76,362	76,362	837,011	41,999
52	91/86	837,011	0	77,501	77,501	800,486	42,626
53	92/87	800,486	0	78,479	78,479	760,959	43,163
54	93/88	760,959	0	79,267	79,267	718,469	43,597
55	94/89	718,469	0	78,953	78,953	674,018	43,424
			200,526	1,477,292	1,477,292		812,511

Columns (1) and (2) include only deductible contributions.

Column (3) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

Column (4) includes distributions not subject to income tax.

Column (5) has been reduced by an assumed management fee of 1.50%.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Defined Contribution Plan Assets for Courtney Johnson

Retirement Plan Assets Initial Value 125,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Plan Assets	(2) Assumed Deposits	(3) Required Minimum Distribution	(4) Distribution from Retirement Plan Assets	(5) Year End Retirement Plan Assets	(6) After Tax Cash Flow from Retirement Plan Assets
1	40/35	125,000	5,500	0	0	137,540	0
2	41/36	137,540	5,665	0	0	150,931	0
3	42/37	150,931	5,835	0	0	165,224	0
4	43/38	165,224	6,010	0	0	180,472	0
5	44/39	180,472	6,190	0	0	196,732	0
6	45/40	196,732	6,376	0	0	214,066	0
7	46/41	214,066	6,567	0	0	232,536	0
8	47/42	232,536	6,764	0	0	252,210	0
9	48/43	252,210	6,967	0	0	273,160	0
10	49/44	273,160	7,176	0	0	295,460	0
11	50/45	295,460	7,392	0	0	319,191	0
12	51/46	319,191	7,613	0	0	344,435	0
13	52/47	344,435	7,842	0	0	371,282	0
14	53/48	371,282	8,077	0	0	399,825	0
15	54/49	399,825	8,319	0	0	430,163	0
16	55/50	430,163	8,569	0	0	462,402	0
17	56/51	462,402	8,826	0	0	496,651	0
18	57/52	496,651	9,091	0	0	533,027	0
19	58/53	533,027	9,363	0	0	571,652	0
20	59/54	571,652	9,644	0	0	612,657	0
21	60/55	612,657	9,934	0	0	656,180	0
22	61/56	656,180	10,232	0	0	702,365	0
23	62/57	702,365	10,539	0	0	751,365	0
24	63/58	751,365	10,855	0	0	803,342	0
25	64/59	803,342	11,180	0	0	858,465	0
26	65/60	858,465	0	0	0	904,779	0
27	66/61	904,779	0	0	0	953,592	0
28	67/62	953,592	0	0	0	1,005,038	0
29	68/63	1,005,038	0	0	0	1,059,260	0
30	69/64	1,059,260	0	0	0	1,116,407	0
31	70/65	1,116,407	0	0	0	1,176,637	0
32	71/66	1,176,637	0	0	0	1,240,117	0
33	72/67	1,240,117	0	0	0	1,307,021	0
34	73/68	1,307,021	0	0	0	1,377,535	0
35	74/69	1,377,535	0	0	0	1,451,853	0
36	75/70	1,451,853	0	52,987	52,987	1,474,335	29,143
37	76/71	1,474,335	0	55,635	55,635	1,495,239	30,599
38	77/72	1,495,239	0	58,408	58,408	1,514,348	32,124
39	78/73	1,514,348	0	61,310	61,310	1,531,429	33,721
40	79/74	1,531,429	0	64,346	64,346	1,546,232	35,390
			200,526	292,686	292,686		160,977

Columns (1) and (2) include only deductible contributions.

Column (3) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

Column (4) includes distributions not subject to income tax.

Column (5) has been reduced by an assumed management fee of 1.50%.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Defined Contribution Plan Assets for Courtney Johnson

Retirement Plan Assets Initial Value 125,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Plan Assets	(2) Assumed Deposits	(3) Required Minimum Distribution	(4) Distribution from Retirement Plan Assets	(5) Year End Retirement Plan Assets	(6) After Tax Cash Flow from Retirement Plan Assets
41	80/75	1,546,232	0	67,521	67,521	1,558,487	37,137
42	81/76	1,558,487	0	70,840	70,840	1,567,906	38,962
43	82/77	1,567,906	0	73,958	73,958	1,574,546	40,677
44	83/78	1,574,546	0	77,564	77,564	1,577,744	42,660
45	84/79	1,577,744	0	80,910	80,910	1,577,588	44,501
46	85/80	1,577,588	0	84,363	84,363	1,573,784	46,400
47	86/81	1,573,784	0	87,921	87,921	1,566,025	48,357
48	87/82	1,566,025	0	91,580	91,580	1,553,991	50,369
49	88/83	1,553,991	0	95,337	95,337	1,537,348	52,435
50	89/84	1,537,348	0	99,184	99,184	1,515,753	54,551
51	90/85	1,515,753	0	102,416	102,416	1,489,587	56,329
52	91/86	1,489,587	0	105,644	105,644	1,458,607	58,104
53	92/87	1,458,607	0	108,851	108,851	1,422,575	59,868
54	93/88	1,422,575	0	112,014	112,014	1,381,266	61,608
55	94/89	1,381,266	0	115,106	115,106	1,334,469	63,308
			200,526	1,665,895	1,665,895		916,243

Columns (1) and (2) include only deductible contributions.

Column (3) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

Column (4) includes distributions not subject to income tax.

Column (5) has been reduced by an assumed management fee of 1.50%.



# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Taxable Account\*

		Taxable Assets Initial Value 200,000	Taxable Yield 4.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	
Year	M/F Ages	(1) Beginning of Year Balance in Account	(2) Net After Tax Account Withdrawal	(3) Balance in Account to Accrue	(4) After Tax Interest Earned	(5) Year End After Tax Value of Account
1	40/35	200,000	40,000	160,000	3,520	163,520
2	41/36	163,520	40,000	123,520	2,717	126,237
3	42/37	126,237	40,000	86,237	1,897	88,134
4	43/38	88,134	40,000	48,134	1,059	49,193
5	44/39	49,193	40,000	9,193	202	9,395
6	45/40	9,395	0	9,395	207	9,602
7	46/41	9,602	0	9,602	211	9,813
8	47/42	9,813	0	9,813	216	10,029
9	48/43	10,029	0	10,029	221	10,250
10	49/44	10,250	0	10,250	226	10,476
11	50/45	10,476	0	10,476	230	10,706
12	51/46	10,706	0	10,706	236	10,942
13	52/47	10,942	0	10,942	241	11,183
14	53/48	11,183	0	11,183	246	11,429
15	54/49	11,429	0	11,429	251	11,680
16	55/50	11,680	0	11,680	257	11,937
17	56/51	11,937	0	11,937	263	12,200
18	57/52	12,200	0	12,200	268	12,468
19	58/53	12,468	0	12,468	274	12,742
20	59/54	12,742	0	12,742	280	13,022
21	60/55	13,022	0	13,022	286	13,308
22	61/56	13,308	0	13,308	293	13,601
23	62/57	13,601	0	13,601	299	13,900
24	63/58	13,900	0	13,900	306	14,206
25	64/59	14,206	0	14,206	313	14,519
26	65/60	14,519	14,519	0	0	0
27	66/61	0	0	0	0	0
28	67/62	0	0	0	0	0
29	68/63	0	0	0	0	0
30	69/64	0	0	0	0	0
31	70/65	0	0	0	0	0
32	71/66	0	0	0	0	0
33	72/67	0	0	0	0	0
34	73/68	0	0	0	0	0
35	74/69	0	0	0	0	0
36	75/70	0	0	0	0	0
37	76/71	0	0	0	0	0
38	77/72	0	0	0	0	0
39	78/73	0	0	0	0	0
40	79/74	0	0	0	0	0
			214,519		14,519	

\*Assumes yield is subject to income tax.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Taxable Account\*

		Taxable Assets Initial Value 200,000	Taxable Yield 4.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Balance in Account	(2) Net After Tax Account Withdrawal	(3) Balance in Account to Accrue	(4) After Tax Interest Earned	(5) Year End After Tax Value of Account	
41	80/75	0	0	0	0	0	0
42	81/76	0	0	0	0	0	0
43	82/77	0	0	0	0	0	0
44	83/78	0	0	0	0	0	0
45	84/79	0	0	0	0	0	0
46	85/80	0	0	0	0	0	0
47	86/81	0	0	0	0	0	0
48	87/82	0	0	0	0	0	0
49	88/83	0	0	0	0	0	0
50	89/84	0	0	0	0	0	0
51	90/85	0	0	0	0	0	0
52	91/86	0	0	0	0	0	0
53	92/87	0	0	0	0	0	0
54	93/88	0	0	0	0	0	0
55	94/89	0	0	0	0	0	0

214,519

14,519

\*Assumes yield is subject to income tax.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Equity Assets

		Initial Cost Basis 575,000	Growth 7.00%	Dividend 2.00%	Dividend Tax Rate 30.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	Composite Capital Gains Tax Rate* 33.75%	Turnover Assumption 40.00%			
Year	M/F Ages	(1) Beginning of Year Value of Asset	(2)** Fund Deposits	(3) Sale of Equities	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Year End Value of Assets Before Turnover	(7)*** Net Year End Value of Assets After Turnover	(8) After Tax Dividend Cash Flow	(9) After Tax Equity Sales Cash Flow	(10) Combined After Tax Cash Flow	
1	40/35	800,000	25,000	0	57,750	11,550	894,300	843,287	0	0	0	
2	41/36	843,287	25,000	0	60,780	12,156	941,223	898,171	0	0	0	
3	42/37	898,171	25,000	0	64,622	12,924	1,000,717	961,572	0	0	0	
4	43/38	961,572	25,000	0	69,060	13,812	1,069,444	1,031,685	0	0	0	
5	44/39	1,031,685	25,000	0	73,968	14,794	1,145,447	1,107,489	0	0	0	
6	45/40	1,107,489	25,000	0	79,274	15,855	1,227,618	1,188,439	0	0	0	
7	46/41	1,188,439	25,000	0	84,941	16,988	1,315,368	1,274,290	0	0	0	
8	47/42	1,274,290	25,000	0	90,950	18,190	1,408,430	1,364,981	0	0	0	
9	48/43	1,364,981	25,000	0	97,299	19,460	1,506,740	1,460,572	0	0	0	
10	49/44	1,460,572	25,000	0	103,990	20,798	1,610,360	1,561,193	0	0	0	
11	50/45	1,561,193	25,000	0	111,034	22,207	1,719,434	1,667,033	0	0	0	
12	51/46	1,667,033	25,000	0	118,442	23,688	1,834,163	1,778,311	0	0	0	
13	52/47	1,778,311	25,000	0	126,232	25,246	1,954,789	1,895,278	0	0	0	
14	53/48	1,895,278	25,000	0	134,419	26,884	2,081,581	2,018,207	0	0	0	
15	54/49	2,018,207	25,000	0	143,024	28,605	2,214,836	2,147,392	0	0	0	
16	55/50	2,147,392	25,000	0	152,067	30,413	2,354,872	2,283,144	0	0	0	
17	56/51	2,283,144	25,000	0	161,570	32,314	2,502,028	2,425,793	0	0	0	
18	57/52	2,425,793	25,000	0	171,556	34,311	2,656,660	2,575,686	0	0	0	
19	58/53	2,575,686	25,000	0	182,048	36,410	2,819,144	2,733,191	0	0	0	
20	59/54	2,733,191	25,000	0	193,073	38,615	2,989,879	2,898,692	0	0	0	
21	60/55	2,898,692	0	0	202,908	40,582	3,142,182	3,046,134	0	0	0	
22	61/56	3,046,134	0	0	213,229	42,646	3,302,009	3,200,944	0	0	0	
23	62/57	3,200,944	0	0	224,066	44,813	3,469,823	3,363,541	0	0	0	
24	63/58	3,363,541	0	0	235,448	47,090	3,646,079	3,534,350	0	0	0	
25	64/59	3,534,350	0	0	247,405	49,481	3,831,236	3,713,803	0	0	0	
26	65/60	3,713,803	2,625,448	99,252	436,800	0	6,676,799	6,490,551	87,360	98,121	185,481	
27	66/61	6,490,551	0	118,578	446,038	0	6,818,011	6,618,618	89,208	116,792	206,000	
28	67/62	6,618,618	0	123,370	454,667	0	6,949,915	6,741,173	90,933	121,247	212,180	
29	68/63	6,741,173	0	128,335	462,899	0	7,075,737	6,859,935	92,580	125,965	218,545	
30	69/64	6,859,935	0	133,496	470,851	0	7,197,290	6,975,821	94,170	130,932	225,102	
31	70/65	6,975,821	0	119,192	479,964	0	7,336,593	7,109,664	95,993	116,851	212,844	
32	71/66	7,109,664	0	123,500	489,031	0	7,475,195	7,243,275	97,806	121,043	218,849	
33	72/67	7,243,275	0	127,970	498,071	0	7,613,376	7,376,747	99,614	125,405	225,019	
34	73/68	7,376,747	0	132,609	507,090	0	7,751,228	7,510,062	101,418	129,939	231,357	
35	74/69	7,510,062	0	137,426	516,085	0	7,888,721	7,643,127	103,217	134,652	237,869	
36	75/70	7,643,127	0	112,251	527,161	0	8,058,037	7,807,081	105,432	109,982	215,414	
37	76/71	7,807,081	0	115,486	538,412	0	8,230,007	7,973,640	107,682	113,149	220,831	
38	77/72	7,973,640	0	118,935	549,829	0	8,404,534	8,142,698	109,966	116,527	226,493	
39	78/73	8,142,698	0	122,350	561,424	0	8,581,772	8,314,394	112,285	119,872	232,157	
40	79/74	8,314,394	0	126,013	573,187	0	8,761,568	8,488,576	114,637	123,461	238,098	
			3,125,448	1,838,763		679,832			1,502,301	1,803,938	3,306,239	

\*The composite capital gains tax rate includes 25.00% short-term gains subject to ordinary income tax and 75.00% long-term gains subject to capital gains tax of 30.00%.

\*\*Column (2) includes proceeds from the sale of illiquid assets.  
\*\*\*Column (7) has been reduced by a 1.50% management fee.

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Equity Assets

		Initial Cost Basis 575,000	Growth 7.00%	Dividend 2.00%	Dividend Tax Rate 30.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	Composite Capital Gains Tax Rate* 33.75%	Turnover Assumption 40.00%		
Year	M/F Ages	(1) Beginning of Year Value of Asset	(2)** Fund Deposits	(3) Sale of Equities	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Year End Value of Assets Before Turnover	(7)*** Net Year End Value of Assets After Turnover	(8) After Tax Dividend Cash Flow	(9) After Tax Equity Sales Cash Flow	(10) Combined After Tax Cash Flow
41	80/75	8,488,576	0	129,794	585,115	0	8,943,897	8,665,218	117,023	127,165	244,188
42	81/76	8,665,218	0	133,702	597,206	0	9,128,722	8,844,280	119,441	130,993	250,434
43	82/77	8,844,280	0	137,941	609,444	0	9,315,783	9,025,509	121,889	135,146	257,035
44	83/78	9,025,509	0	142,134	621,836	0	9,505,211	9,209,034	124,367	139,254	263,621
45	84/79	9,209,034	0	146,714	634,362	0	9,696,682	9,394,537	126,872	143,742	270,614
46	85/80	9,394,537	0	151,752	646,995	0	9,889,780	9,581,618	129,399	148,677	278,076
47	86/81	9,581,618	0	157,036	659,721	0	10,084,303	9,770,079	131,944	153,854	285,798
48	87/82	9,770,079	0	162,587	672,524	0	10,280,016	9,959,693	134,505	159,293	293,798
49	88/83	9,959,693	0	168,428	685,389	0	10,476,654	10,150,204	137,077	165,016	302,093
50	89/84	10,150,204	0	174,589	698,293	0	10,673,908	10,341,312	139,658	171,052	310,710
51	90/85	10,341,312	0	181,881	711,160	0	10,870,591	10,531,866	142,232	178,196	320,428
52	91/86	10,531,866	0	189,639	723,956	0	11,066,183	10,721,363	144,791	185,797	330,588
53	92/87	10,721,363	0	197,909	736,642	0	11,260,096	10,909,234	147,328	193,899	341,227
54	93/88	10,909,234	0	206,735	749,175	0	11,451,674	11,094,842	149,835	202,546	352,381
55	94/89	11,094,842	0	216,677	761,472	0	11,639,637	11,276,949	152,294	212,287	364,581
			3,125,448	4,336,281		679,832			3,520,956	4,250,855	7,771,811

\*The composite capital gains tax rate includes 25.00% short-term gains subject to ordinary income tax and 75.00% long-term gains subject to capital gains tax of 30.00%.

\*\*Column (2) includes proceeds from the sale of illiquid assets.  
\*\*\*Column (7) has been reduced by a 1.50% management fee.

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Equity Assets - Portfolio Turnover

	Initial Value of Equity Account 800,000	Growth 7.00%	Dividend 2.00%	Dividend Tax Rate 30.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	Composite Capital Gains Tax Rate* 33.75%	Turnover Assumption 40.00%			
Yr	(1) Beginning of Year Cost Basis	(2) Fund Deposits	(3) Sale of Equities to Fund Needs	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Asset Value Before Turnover	(7) Adjusted Cost Basis	(8) Sale of Equities Caused by Turnover	(9) Cost Basis Used by Turnover	(10) After Tax Reinvested Turnover	(11)** Net Year End Value of Asset After Turnover
1	575,000	25,000	0	57,750	11,550	894,300	611,550	357,720	244,620	319,549	843,287
2	686,479	25,000	0	60,780	12,156	941,223	723,635	376,489	289,454	347,115	898,171
3	781,296	25,000	0	64,622	12,924	1,000,717	819,219	400,287	327,688	375,785	961,572
4	867,316	25,000	0	69,060	13,812	1,069,444	906,128	427,778	362,451	405,730	1,031,685
5	949,407	25,000	0	73,968	14,794	1,145,447	989,201	458,179	395,680	437,086	1,107,489
6	1,030,606	25,000	0	79,274	15,855	1,227,618	1,071,461	491,047	428,584	469,966	1,188,439
7	1,112,843	25,000	0	84,941	16,988	1,315,368	1,154,830	526,147	461,932	504,475	1,274,290
8	1,197,373	25,000	0	90,950	18,190	1,408,430	1,240,563	563,372	496,225	540,710	1,364,981
9	1,285,048	25,000	0	97,299	19,460	1,506,740	1,329,508	602,696	531,803	578,770	1,460,572
10	1,376,474	25,000	0	103,990	20,798	1,610,360	1,422,273	644,144	568,909	618,752	1,561,193
11	1,472,116	25,000	0	111,034	22,207	1,719,434	1,519,322	687,774	607,729	660,759	1,667,033
12	1,572,352	25,000	0	118,442	23,688	1,834,163	1,621,040	733,665	648,416	704,894	1,778,311
13	1,677,518	25,000	0	126,232	25,246	1,954,789	1,727,764	781,916	691,105	751,267	1,895,278
14	1,787,925	25,000	0	134,419	26,884	2,081,581	1,839,810	832,632	735,924	799,993	2,018,207
15	1,903,879	25,000	0	143,024	28,605	2,214,836	1,957,484	885,934	782,994	851,192	2,147,392
16	2,025,682	25,000	0	152,067	30,413	2,354,872	2,081,095	941,949	832,438	904,989	2,283,144
17	2,153,646	25,000	0	161,570	32,314	2,502,028	2,210,960	1,000,811	884,384	961,517	2,425,793
18	2,288,093	25,000	0	171,556	34,311	2,656,660	2,347,405	1,062,664	938,962	1,020,914	2,575,686
19	2,429,357	25,000	0	182,048	36,410	2,819,144	2,490,767	1,127,658	996,307	1,083,327	2,733,191
20	2,577,787	25,000	0	193,073	38,615	2,989,879	2,641,402	1,195,952	1,056,561	1,148,907	2,898,692
21	2,733,748	0	0	202,908	40,582	3,142,182	2,774,330	1,256,873	1,109,732	1,207,213	3,046,134
22	2,871,811	0	0	213,229	42,646	3,302,009	2,914,457	1,320,804	1,165,783	1,268,484	3,200,944
23	3,017,158	0	0	224,066	44,813	3,469,823	3,061,971	1,387,929	1,224,789	1,332,869	3,363,541
24	3,170,052	0	0	235,448	47,090	3,646,079	3,217,142	1,458,432	1,286,857	1,400,525	3,534,350
25	3,330,810	0	0	247,405	49,481	3,831,236	3,380,291	1,532,494	1,352,117	1,471,617	3,713,803
26	3,499,792	2,625,448	99,252	436,800	0	6,676,799	6,029,339	2,670,720	2,411,735	2,583,312	6,490,551
27	6,200,915	0	118,578	446,038	0	6,818,011	6,087,629	2,727,204	2,435,052	2,628,603	6,618,618
28	6,281,180	0	123,370	454,667	0	6,949,915	6,164,100	2,779,966	2,465,640	2,673,881	6,741,173
29	6,372,341	0	128,335	462,899	0	7,075,737	6,251,028	2,830,295	2,500,411	2,718,959	6,859,935
30	6,469,576	0	133,496	470,851	0	7,197,290	6,343,676	2,878,916	2,537,470	2,763,678	6,975,821
31	6,569,884	0	119,192	479,964	0	7,336,593	6,457,628	2,934,637	2,583,051	2,815,977	7,109,664
32	6,690,554	0	123,500	489,031	0	7,475,195	6,574,334	2,990,078	2,629,734	2,868,462	7,243,275
33	6,813,062	0	127,970	498,071	0	7,613,376	6,692,693	3,045,350	2,677,077	2,921,058	7,376,747
34	6,936,674	0	132,609	507,090	0	7,751,228	6,811,976	3,100,491	2,724,790	2,973,692	7,510,062
35	7,060,878	0	137,426	516,085	0	7,888,721	6,931,671	3,155,488	2,772,669	3,026,287	7,643,127
36	7,185,289	0	112,251	527,161	0	8,058,037	7,079,762	3,223,215	2,831,905	3,091,148	7,807,081
37	7,339,005	0	115,486	538,412	0	8,230,007	7,230,443	3,292,003	2,892,177	3,157,062	7,973,640
38	7,495,328	0	118,935	549,829	0	8,404,534	7,383,527	3,361,814	2,953,411	3,223,978	8,142,698
39	7,654,094	0	122,350	561,424	0	8,581,772	7,539,086	3,432,709	3,015,634	3,291,946	8,314,394
40	7,815,397	0	126,013	573,187	0	8,761,568	7,696,948	3,504,627	3,078,779	3,360,903	8,488,576
		3,125,448	1,838,763		679,832						

\*The composite capital gains tax rate includes 25.00% short-term gains subject to ordinary income tax and 75.00% long-term gains subject to capital gains tax of 30.00%.

Column (2) includes proceeds from the sale of illiquid assets.  
\*\*Column (11) has been reduced by a 1.50% management fee.

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Equity Assets - Portfolio Turnover

	Initial Value of Equity Account 800,000	Growth 7.00%	Dividend 2.00%	Dividend Tax Rate 30.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	Composite Capital Gains Tax Rate* 33.75%	Turnover Assumption 40.00%			
Yr	(1) Beginning of Year Cost Basis	(2) Fund Deposits	(3) Sale of Equities to Fund Needs	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Asset Value Before Turnover	(7) Adjusted Cost Basis	(8) Sale of Equities Caused by Turnover	(9) Cost Basis Used by Turnover	(10) After Tax Reinvested Turnover	(11)** Net Year End Value of Asset After Turnover
41	7,979,072	0	129,794	585,115	0	8,943,897	7,857,068	3,577,559	3,142,827	3,430,837	8,665,218
42	8,145,078	0	133,702	597,206	0	9,128,722	8,019,401	3,651,489	3,207,761	3,501,731	8,844,280
43	8,313,371	0	137,941	609,444	0	9,315,783	8,183,711	3,726,313	3,273,484	3,573,483	9,025,509
44	8,483,710	0	142,134	621,836	0	9,505,211	8,350,108	3,802,084	3,340,043	3,646,146	9,209,034
45	8,656,210	0	146,714	634,362	0	9,696,682	8,518,304	3,878,673	3,407,322	3,719,592	9,394,537
46	8,830,574	0	151,752	646,995	0	9,889,780	8,687,931	3,955,912	3,475,173	3,793,663	9,581,618
47	9,006,422	0	157,036	659,721	0	10,084,303	8,858,813	4,033,721	3,543,525	3,868,280	9,770,079
48	9,183,568	0	162,587	672,524	0	10,280,016	9,030,741	4,112,006	3,612,296	3,943,354	9,959,693
49	9,361,799	0	168,428	685,389	0	10,476,654	9,203,482	4,190,662	3,681,393	4,018,783	10,150,204
50	9,540,872	0	174,589	698,293	0	10,673,908	9,376,764	4,269,563	3,750,706	4,094,449	10,341,312
51	9,720,507	0	181,881	711,160	0	10,870,591	9,549,545	4,348,236	3,819,818	4,169,895	10,531,866
52	9,899,622	0	189,639	723,956	0	11,066,183	9,721,368	4,426,473	3,888,547	4,244,923	10,721,363
53	10,077,744	0	197,909	736,642	0	11,260,096	9,891,715	4,504,038	3,956,686	4,319,307	10,909,234
54	10,254,336	0	206,735	749,175	0	11,451,674	10,060,012	4,580,670	4,024,005	4,392,795	11,094,842
55	10,428,802	0	216,677	761,472	0	11,639,637	10,225,132	4,655,855	4,090,053	4,464,897	11,276,949

3,125,448      4,336,281

679,832

\*The composite capital gains tax rate includes 25.00% short-term gains subject to ordinary income tax and 75.00% long-term gains subject to capital gains tax of 30.00%.

Column (2) includes proceeds from the sale of illiquid assets.  
\*\*Column (11) has been reduced by a 1.50% management fee.

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Illiquid Assets

Year	M/F Ages	(1) Principal Residence (5.00% Growth)	(2) Vacation Home (4.00% Growth)	(3) Personal Property (-6.00% Growth)	(4) Courtney's Travel Agency (5.00% Growth)	(5) Total Illiquid Assets
1	40/35	525,000	260,000	141,000	525,000	1,451,000
2	41/36	551,250	270,400	132,540	551,250	1,505,440
3	42/37	578,813	281,216	124,588	578,813	1,563,430
4	43/38	607,753	292,465	117,112	607,753	1,625,083
5	44/39	638,141	304,163	110,086	638,141	1,690,531
6	45/40	670,048	316,330	103,480	670,048	1,759,906
7	46/41	703,550	328,983	97,272	703,550	1,833,355
8	47/42	738,728	342,142	91,435	738,728	1,911,033
9	48/43	775,664	355,828	85,949	775,664	1,993,105
10	49/44	814,447	370,061	80,792	814,447	2,079,747
11	50/45	855,170	384,864	75,945	855,170	2,171,149
12	51/46	897,928	400,258	71,388	897,928	2,267,502
13	52/47	942,825	416,268	67,105	942,825	2,369,023
14	53/48	989,966	432,919	63,078	989,966	2,475,929
15	54/49	1,039,464	450,236	59,294	1,039,464	2,588,458
16	55/50	1,091,437	468,245	55,736	1,091,437	2,706,855
17	56/51	1,146,009	486,975	52,392	1,146,009	2,831,385
18	57/52	1,203,310	506,454	49,248	1,203,310	2,962,322
19	58/53	1,263,475	526,712	46,294	1,263,475	3,099,956
20	59/54	1,326,649	547,781	43,516	1,326,649	3,244,595
21	60/55	1,392,981	569,692	40,905	1,392,981	3,396,559
22	61/56	1,462,630	592,480	38,451	1,462,630	3,556,191
23	62/57	1,535,762	616,179	36,144	1,535,762	3,723,847
24	63/58	1,612,550	640,826	33,975	1,612,550	3,899,901
25	64/59	1,693,177	666,459	31,937	1,693,177	4,084,750
26	65/60	0	693,117	30,020	0	723,137
27	66/61	0	720,842	28,219	0	749,061
28	67/62	0	749,676	26,526	0	776,202
29	68/63	0	779,663	24,934	0	804,597
30	69/64	0	810,849	23,438	0	834,287
31	70/65	0	843,283	22,032	0	865,315
32	71/66	0	877,015	20,710	0	897,725
33	72/67	0	912,095	19,468	0	931,563
34	73/68	0	948,579	18,299	0	966,878
35	74/69	0	986,522	17,201	0	1,003,723
36	75/70	0	1,025,983	16,169	0	1,042,152
37	76/71	0	1,067,022	15,199	0	1,082,221
38	77/72	0	1,109,703	14,287	0	1,123,990
39	78/73	0	1,154,092	13,430	0	1,167,522
40	79/74	0	1,200,255	12,624	0	1,212,879

Assumed asset liquidations: Principal Residence in year 26, Courtney's Travel Agency in year 26.

Capital gains tax and illustrated outstanding loan balances, if any, are deducted from proceeds. After tax proceeds from the sale(s) appear as a deposit on the Liquid Assets Report(s).

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Illiquid Assets

Year	M/F Ages	(1) Principal Residence (5.00% Growth)	+	(2) Vacation Home (4.00% Growth)	+	(3) Personal Property (-6.00% Growth)	+	(4) Courtney's Travel Agency (5.00% Growth)	=	(5) Total Illiquid Assets
41	80/75	0		1,248,265		11,867		0		1,260,132
42	81/76	0		1,298,196		11,155		0		1,309,351
43	82/77	0		1,350,124		10,486		0		1,360,610
44	83/78	0		1,404,129		9,856		0		1,413,985
45	84/79	0		1,460,294		9,265		0		1,469,559
46	85/80	0		1,518,706		8,709		0		1,527,415
47	86/81	0		1,579,454		8,187		0		1,587,641
48	87/82	0		1,642,632		7,695		0		1,650,327
49	88/83	0		1,708,337		7,234		0		1,715,571
50	89/84	0		1,776,671		6,800		0		1,783,471
51	90/85	0		1,847,738		6,392		0		1,854,130
52	91/86	0		1,921,647		6,008		0		1,927,655
53	92/87	0		1,998,513		5,648		0		2,004,161
54	93/88	0		2,078,454		5,309		0		2,083,763
55	94/89	0		2,161,592		4,990		0		2,166,582

Assumed asset liquidations: Principal Residence in year 26, Courtney's Travel Agency in year 26.

Capital gains tax and illustrated outstanding loan balances, if any, are deducted from proceeds. After tax proceeds from the sale(s) appear as a deposit on the Liquid Assets Report(s).



# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Liabilities

Year	M/F Ages	(1) Principal Residence Loan (@ 4.00% Interest)	(2) Total Liabilities
1	40/35	338,337	338,337
2	41/36	326,198	326,198
3	42/37	313,565	313,565
4	43/38	300,417	300,417
5	44/39	286,733	286,733
6	45/40	272,492	272,492
7	46/41	257,671	257,671
8	47/42	242,246	242,246
9	48/43	226,192	226,192
10	49/44	209,485	209,485
11	50/45	192,096	192,096
12	51/46	174,000	174,000
13	52/47	155,166	155,166
14	53/48	135,564	135,564
15	54/49	115,165	115,165
16	55/50	93,934	93,934
17	56/51	71,838	71,838
18	57/52	48,841	48,841
19	58/53	24,908	24,908
20	59/54	0	0
21	60/55	0	0
22	61/56	0	0
23	62/57	0	0
24	63/58	0	0
25	64/59	0	0
26	65/60	0	0
27	66/61	0	0
28	67/62	0	0
29	68/63	0	0
30	69/64	0	0
31	70/65	0	0
32	71/66	0	0
33	72/67	0	0
34	73/68	0	0
35	74/69	0	0
36	75/70	0	0
37	76/71	0	0
38	77/72	0	0
39	78/73	0	0
40	79/74	0	0

Some/all of the cash flow required for the above loan payments may not be reflected in your Desired Spendable Cash Flow. If the loan payments are not included in the Desired Spendable Cash Flow report, they are assumed to be paid from other sources.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Liabilities

Year	M/F Ages	(1) Principal Residence Loan (@ 4.00% Interest)	(2) Total Liabilities
41	80/75	0	0
42	81/76	0	0
43	82/77	0	0
44	83/78	0	0
45	84/79	0	0
46	85/80	0	0
47	86/81	0	0
48	87/82	0	0
49	88/83	0	0
50	89/84	0	0
51	90/85	0	0
52	91/86	0	0
53	92/87	0	0
54	93/88	0	0
55	94/89	0	0

Some/all of the cash flow required for the above loan payments may not be reflected in your Desired Spendable Cash Flow. If the loan payments are not included in the Desired Spendable Cash Flow report, they are assumed to be paid from other sources.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Sell Principal Residence Cash Flow Analysis

Below is an analysis of the cash flow resulting from the sale of the principal residence in year 26.

### Year 26

1,693,177	Proceeds from sale of principal residence		1,693,177
-	250,000	Cost basis of principal residence	
<hr/>			
1,443,177	Gain from sale of principal residence		
-	500,000	Less excludable gain	
<hr/>			
943,177	Taxable gain from sale of residence		
	30.00% Capital gains tax	-	282,953
	Mortgage balance payoff of principal residence	-	0
<hr/>			
	After tax cash flow from sale of principal residence		1,410,224
<hr/>			
	Cash flow reinvested in equity account		1,410,224

## Courtney's Travel Agency Cash Flow Analysis

Below is an analysis of the cash flow resulting from the sale of Courtney's Travel Agency in year 26.

### Year 26

1,693,177	Proceeds from sale of Courtney's Travel Agency	1,693,177
-	100,000 Cost basis of Courtney's Travel Agency	
<hr/>		
1,593,177	Taxable gain from sale of Courtney's Travel Agency	
	30.00% Capital gains tax	- 477,953
<hr/>		
	After tax cash flow from sale of Courtney's Travel Agency	1,215,224
<hr/>		
	Cash flow reinvested in equity account	1,215,224
<hr/>		
	Total cash flow reinvested:	1,215,224

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Hypothetical Net Worth (After Providing Required Cash Flow)

Year	M/F Ages	(1) Year End Net Equity of Illiquid Assets	(2) Year End Value of Life Insurance Assets	(3) Year End Value of Retirement Plan Assets	(4) Year End Value of Taxable Assets	(5) Year End Value of Equity Assets	(6) Year End Hypothetical Net Worth
1	40/35	1,112,663	10,530	238,192	163,520	843,287	2,368,192
2	41/36	1,179,242	51,233	262,984	126,237	898,171	2,517,867
3	42/37	1,249,865	94,481	289,472	88,134	961,572	2,683,524
4	43/38	1,324,666	140,452	317,757	49,193	1,031,685	2,863,753
5	44/39	1,403,798	189,299	347,947	9,395	1,107,489	3,057,928
6	45/40	1,487,414	200,781	380,159	9,602	1,188,439	3,266,395
7	46/41	1,575,684	212,988	414,511	9,813	1,274,290	3,487,286
8	47/42	1,668,787	225,995	451,131	10,029	1,364,981	3,720,923
9	48/43	1,766,913	239,911	490,156	10,250	1,460,572	3,967,802
10	49/44	1,870,262	254,776	531,726	10,476	1,561,193	4,228,433
11	50/45	1,979,053	275,715	575,994	10,706	1,667,033	4,508,501
12	51/46	2,093,502	295,444	623,116	10,942	1,778,311	4,801,315
13	52/47	2,213,857	316,570	673,263	11,183	1,895,278	5,110,151
14	53/48	2,340,365	339,176	726,611	11,429	2,018,207	5,435,788
15	54/49	2,473,293	363,362	783,347	11,680	2,147,392	5,779,074
16	55/50	2,612,921	389,204	843,672	11,937	2,283,144	6,140,878
17	56/51	2,759,547	416,839	907,793	12,200	2,425,793	6,522,172
18	57/52	2,913,481	446,392	975,932	12,468	2,575,686	6,923,959
19	58/53	3,075,048	478,001	1,048,320	12,742	2,733,191	7,347,302
20	59/54	3,244,595	511,813	1,125,206	13,022	2,898,692	7,793,328
21	60/55	3,396,559	547,963	1,206,851	13,308	3,046,134	8,210,815
22	61/56	3,556,191	586,587	1,293,529	13,601	3,200,944	8,650,852
23	62/57	3,723,847	627,804	1,385,530	13,900	3,363,541	9,114,622
24	63/58	3,899,901	671,752	1,483,161	14,206	3,534,350	9,603,370
25	64/59	4,084,750	718,565	1,586,743	14,519	3,713,803	10,118,380
26	65/60	723,137	771,194	1,672,348	0	6,490,551	9,657,230
27	66/61	749,061	827,869	1,762,571	0	6,618,618	9,958,119
28	67/62	776,202	888,984	1,857,661	0	6,741,173	10,264,020
29	68/63	804,597	954,984	1,957,882	0	6,859,935	10,577,398
30	69/64	834,287	1,025,955	2,063,510	0	6,975,821	10,899,573
31	70/65	865,315	1,102,271	2,138,405	0	7,109,664	11,215,655
32	71/66	897,725	1,184,459	2,215,521	0	7,243,275	11,540,980
33	72/67	931,563	1,273,030	2,294,890	0	7,376,747	11,876,230
34	73/68	966,878	1,368,542	2,376,547	0	7,510,062	12,222,029
35	74/69	1,003,723	1,471,623	2,460,522	0	7,643,127	12,578,995
36	75/70	1,042,152	1,582,771	2,490,998	0	7,807,081	12,923,002
37	76/71	1,082,221	1,702,163	2,518,046	0	7,973,640	13,276,070
38	77/72	1,123,990	1,830,380	2,541,487	0	8,142,698	13,638,555
39	78/73	1,167,522	1,968,067	2,560,654	0	8,314,394	14,010,637
40	79/74	1,212,879	2,115,884	2,575,355	0	8,488,576	14,392,694

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# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Hypothetical Net Worth (After Providing Required Cash Flow)

Year	M/F Ages	(1) Year End Net Equity of Illiquid Assets	(2) Year End Value of Life Insurance Assets	(3) Year End Value of Retirement Plan Assets	(4) Year End Value of Taxable Assets	(5) Year End Value of Equity Assets	(6) Year End Hypothetical Net Worth
41	80/75	1,260,132	2,274,509	2,585,129	0	8,665,218	14,784,988
42	81/76	1,309,351	2,444,658	2,589,487	0	8,844,280	15,187,776
43	82/77	1,360,610	2,627,020	2,588,276	0	9,025,509	15,601,415
44	83/78	1,413,985	2,822,367	2,580,617	0	9,209,034	16,026,003
45	84/79	1,469,559	3,031,481	2,566,374	0	9,394,537	16,461,951
46	85/80	1,527,415	3,255,090	2,545,501	0	9,581,618	16,909,624
47	86/81	1,587,641	3,493,933	2,517,532	0	9,770,079	17,369,185
48	87/82	1,650,327	3,748,723	2,481,993	0	9,959,693	17,840,736
49	88/83	1,715,571	4,020,112	2,438,403	0	10,150,204	18,324,290
50	89/84	1,783,471	4,308,895	2,386,281	0	10,341,312	18,819,959
51	90/85	1,854,130	4,615,458	2,326,598	0	10,531,866	19,328,052
52	91/86	1,927,655	4,945,546	2,259,093	0	10,721,363	19,853,657
53	92/87	2,004,161	5,302,379	2,183,534	0	10,909,234	20,399,308
54	93/88	2,083,763	5,689,943	2,099,735	0	11,094,842	20,968,283
55	94/89	2,166,582	6,112,932	2,008,487	0	11,276,949	21,564,950

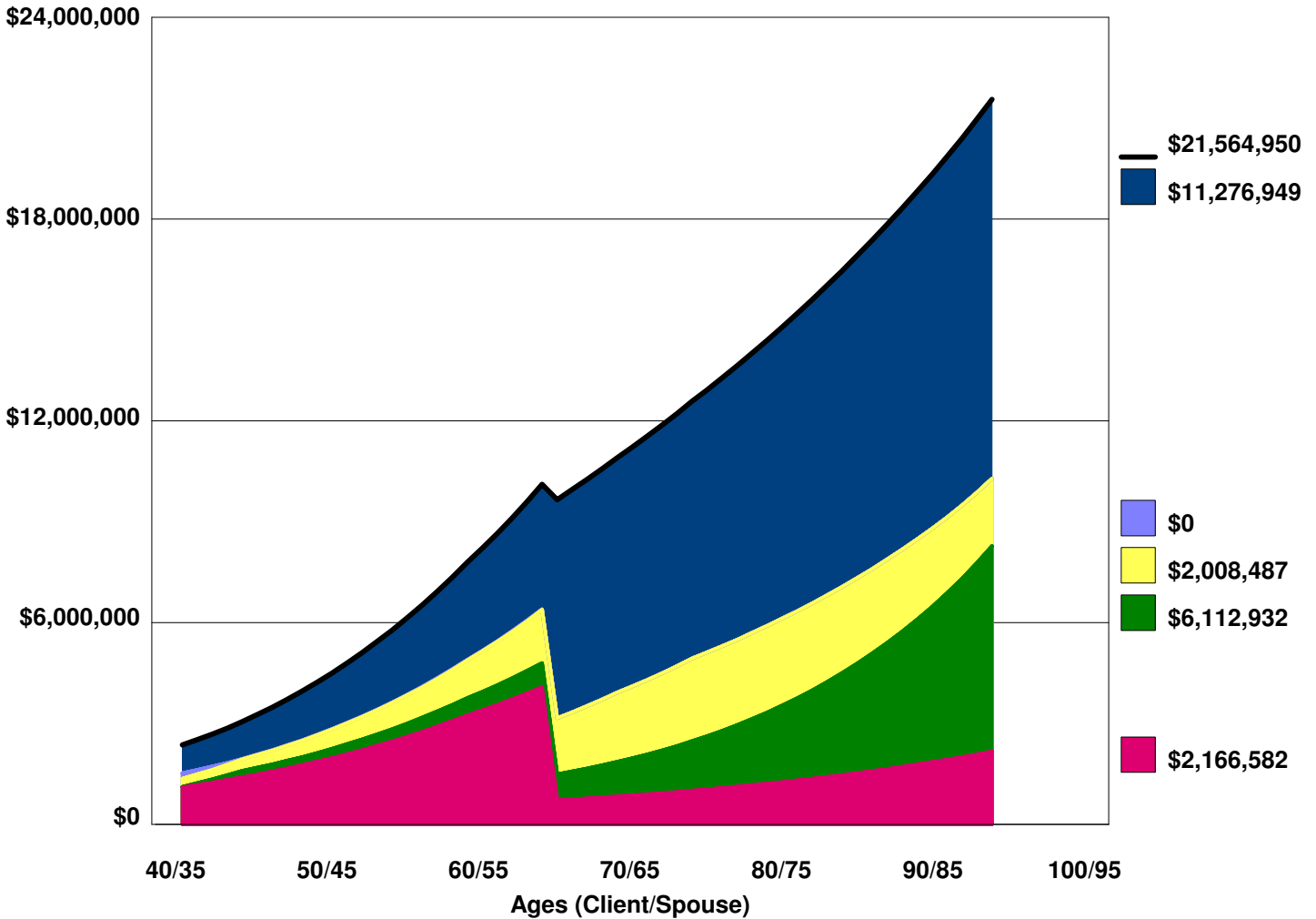
Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Hypothetical Net Worth (After Providing Required Cash Flow) 55 Year Analysis



	<u>At Year 55</u>
Hypothetical Net Worth	— \$21,564,950
Equity Assets	■ \$11,276,949
Taxable Assets	■ \$0
Retirement Plan Assets	■ \$2,008,487
Life Insurance Cash Values	■ \$6,112,932
Net Equity of Illiquid Assets	■ \$2,166,582

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Wealth Transfer Summary (After Providing Required Cash Flow)

Year	M/F Ages	(1) Total Estate Assets*	(2) Total Transfer Taxes	(3) Net Estate to Heirs	(4) Year End Total Assets Outside the Estate	(5) Year End Wealth Transferred to Heirs	(6) Portion of Column (5) Subject to Income Tax**
1	40/35	3,397,202	0	3,397,202	0	3,397,202	238,192
2	41/36	3,544,347	0	3,544,347	0	3,544,347	262,984
3	42/37	3,707,485	0	3,707,485	0	3,707,485	289,472
4	43/38	3,885,184	0	3,885,184	0	3,885,184	317,757
5	44/39	4,076,840	0	4,076,840	0	4,076,840	347,947
6	45/40	4,282,788	0	4,282,788	0	4,282,788	380,159
7	46/41	4,501,149	0	4,501,149	0	4,501,149	414,511
8	47/42	4,732,267	0	4,732,267	0	4,732,267	451,131
9	48/43	4,976,616	0	4,976,616	0	4,976,616	490,156
10	49/44	5,234,727	0	5,234,727	0	5,234,727	531,726
11	50/45	5,512,276	0	5,512,276	0	5,512,276	575,994
12	51/46	5,805,090	0	5,805,090	0	5,805,090	623,116
13	52/47	6,113,926	0	6,113,926	0	6,113,926	673,263
14	53/48	6,439,563	0	6,439,563	0	6,439,563	726,611
15	54/49	6,782,849	0	6,782,849	0	6,782,849	783,347
16	55/50	7,144,653	0	7,144,653	0	7,144,653	843,672
17	56/51	7,525,947	0	7,525,947	0	7,525,947	907,793
18	57/52	7,927,734	0	7,927,734	0	7,927,734	975,932
19	58/53	8,351,077	0	8,351,077	0	8,351,077	1,048,320
20	59/54	8,797,103	0	8,797,103	0	8,797,103	1,125,206
21	60/55	9,214,590	0	9,214,590	0	9,214,590	1,206,851
22	61/56	9,654,627	0	9,654,627	0	9,654,627	1,293,529
23	62/57	10,118,397	0	10,118,397	0	10,118,397	1,385,530
24	63/58	10,607,145	0	10,607,145	0	10,607,145	1,483,161
25	64/59	11,122,155	0	11,122,155	0	11,122,155	1,586,743
26	65/60	9,945,194	0	9,945,194	0	9,945,194	1,672,348
27	66/61	10,189,408	0	10,189,408	0	10,189,408	1,762,571
28	67/62	10,434,194	0	10,434,194	0	10,434,194	1,857,661
29	68/63	10,739,745	0	10,739,745	0	10,739,745	1,957,882
30	69/64	11,063,726	0	11,063,726	0	11,063,726	2,063,510
31	70/65	11,380,996	0	11,380,996	0	11,380,996	2,138,405
32	71/66	11,694,960	0	11,694,960	0	11,694,960	2,215,521
33	72/67	12,016,263	0	12,016,263	0	12,016,263	2,294,890
34	73/68	12,345,198	0	12,345,198	0	12,345,198	2,376,547
35	74/69	12,682,008	0	12,682,008	0	12,682,008	2,460,522
36	75/70	13,002,140	0	13,002,140	0	13,002,140	2,490,998
37	76/71	13,361,178	0	13,361,178	0	13,361,178	2,518,046
38	77/72	13,730,074	0	13,730,074	0	13,730,074	2,541,487
39	78/73	14,109,040	0	14,109,040	0	14,109,040	2,560,654
40	79/74	14,498,489	0	14,498,489	0	14,498,489	2,575,355

\*Net of cash flow provided

\*\*See column (5) on the "Details of Transfer Taxation of Retirement Plan Assets".

This page may include non-guaranteed life insurance values. If so, actual results are likely to vary. This page is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

### 40 Year Summary

Total Estate Assets	\$ 14,498,489
Wealth Transferred to Heirs	\$ 14,498,489



# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Wealth Transfer Summary (After Providing Required Cash Flow)

Year	M/F Ages	(1) Total Estate Assets*	(2) Total Transfer Taxes	(3) Net Estate to Heirs	(4) Year End Total Assets Outside the Estate	(5) Year End Wealth Transferred to Heirs	(6) Portion of Column (5) Subject to Income Tax**
41	80/75	14,898,714	0	14,898,714	0	14,898,714	2,585,129
42	81/76	15,310,009	0	15,310,009	0	15,310,009	2,589,487
43	82/77	15,732,766	0	15,732,766	0	15,732,766	2,588,276
44	83/78	16,167,122	0	16,167,122	0	16,167,122	2,580,617
45	84/79	16,613,525	0	16,613,525	0	16,613,525	2,566,374
46	85/80	17,072,378	0	17,072,378	0	17,072,378	2,545,501
47	86/81	17,543,881	0	17,543,881	0	17,543,881	2,517,532
48	87/82	18,028,173	0	18,028,173	0	18,028,173	2,481,993
49	88/83	18,525,296	0	18,525,296	0	18,525,296	2,438,403
50	89/84	19,035,403	0	19,035,403	0	19,035,403	2,386,281
51	90/85	19,558,825	0	19,558,825	0	19,558,825	2,326,598
52	91/86	20,051,479	0	20,051,479	0	20,051,479	2,259,093
53	92/87	20,558,380	0	20,558,380	0	20,558,380	2,183,534
54	93/88	21,082,082	0	21,082,082	0	21,082,082	2,099,735
55	94/89	21,626,079	0	21,626,079	0	21,626,079	2,008,487

\*Net of cash flow provided

\*\*See column (5) on the "Details of Transfer Taxation of Retirement Plan Assets".

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Summary at Life Expectancy (Year 53)

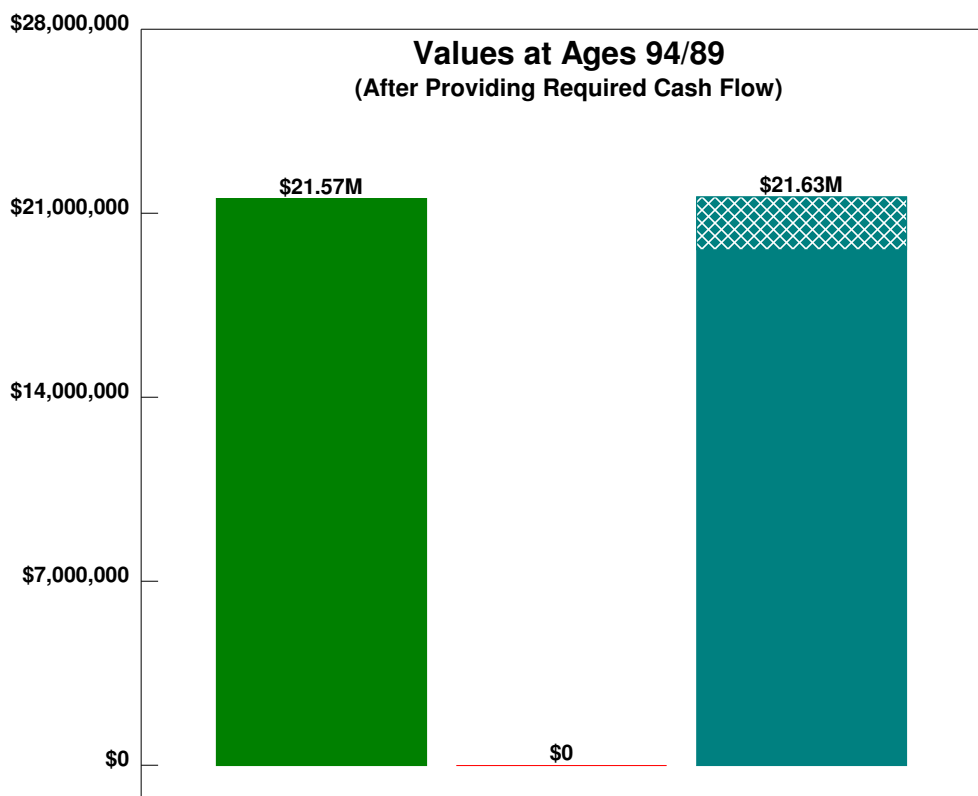
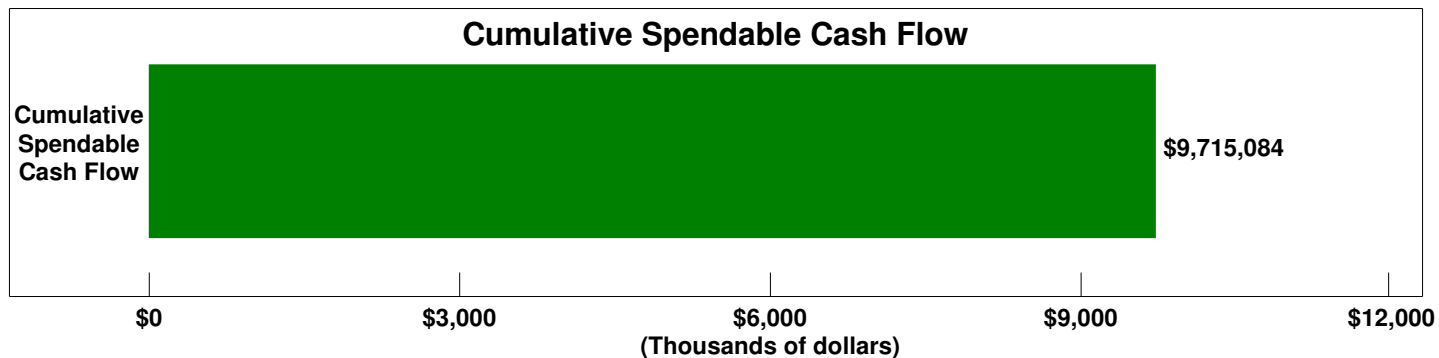
Total Estate Assets	\$ 20,558,380
Wealth Transferred to Heirs	\$ 20,558,380

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary Analysis



- Cumulative Spendable Cash Flow
- Net Worth
- Transfer Taxes
- Wealth to Heirs\*

\*Due to the illustrated results of "stretch-out" tax planning, the Heirs \$21,626,079 includes retirement plan assets of \$2,008,487 on which income tax is still due. (The \$2,008,487 is represented by the checkered section.)

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Estate Assets Details

Year	M/F Ages	(1) Liquid Assets*	+	(2) Net Illiquid Assets**	+	(3) Proposed Indexed UL Death Benefit	=	(4) Total Estate Assets
1	40/35	1,244,999		1,112,663		1,039,540		3,397,202
2	41/36	1,287,392		1,179,242		1,077,713		3,544,347
3	42/37	1,339,178		1,249,865		1,118,442		3,707,485
4	43/38	1,398,635		1,324,666		1,161,883		3,885,184
5	44/39	1,464,831		1,403,798		1,208,211		4,076,840
6	45/40	1,578,200		1,487,414		1,217,174		4,282,788
7	46/41	1,698,614		1,575,684		1,226,851		4,501,149
8	47/42	1,826,141		1,668,787		1,237,339		4,732,267
9	48/43	1,960,978		1,766,913		1,248,725		4,976,616
10	49/44	2,103,395		1,870,262		1,261,070		5,234,727
11	50/45	2,253,733		1,979,053		1,279,490		5,512,276
12	51/46	2,412,369		2,093,502		1,299,219		5,805,090
13	52/47	2,579,724		2,213,857		1,320,345		6,113,926
14	53/48	2,756,247		2,340,365		1,342,951		6,439,563
15	54/49	2,942,419		2,473,293		1,367,137		6,782,849
16	55/50	3,138,753		2,612,921		1,392,979		7,144,653
17	56/51	3,345,786		2,759,547		1,420,614		7,525,947
18	57/52	3,564,086		2,913,481		1,450,167		7,927,734
19	58/53	3,794,253		3,075,048		1,481,776		8,351,077
20	59/54	4,036,920		3,244,595		1,515,588		8,797,103
21	60/55	4,266,293		3,396,559		1,551,738		9,214,590
22	61/56	4,508,074		3,556,191		1,590,362		9,654,627
23	62/57	4,762,971		3,723,847		1,631,579		10,118,397
24	63/58	5,031,717		3,899,901		1,675,527		10,607,145
25	64/59	5,315,065		4,084,750		1,722,340		11,122,155
26	65/60	8,162,899		723,137		1,059,158		9,945,194
27	66/61	8,381,189		749,061		1,059,158		10,189,408
28	67/62	8,598,834		776,202		1,059,158		10,434,194
29	68/63	8,817,817		804,597		1,117,331		10,739,745
30	69/64	9,039,331		834,287		1,190,108		11,063,726
31	70/65	9,248,069		865,315		1,267,612		11,380,996
32	71/66	9,458,796		897,725		1,338,439		11,694,960
33	72/67	9,671,637		931,563		1,413,063		12,016,263
34	73/68	9,886,609		966,878		1,491,711		12,345,198
35	74/69	10,103,649		1,003,723		1,574,636		12,682,008
36	75/70	10,298,079		1,042,152		1,661,909		13,002,140
37	76/71	10,491,686		1,082,221		1,787,271		13,361,178
38	77/72	10,684,185		1,123,990		1,921,899		13,730,074
39	78/73	10,875,048		1,167,522		2,066,470		14,109,040
40	79/74	11,063,931		1,212,879		2,221,679		14,498,489

\*Including taxable assets, equity assets, and retirement plan assets.

\*\*Net of any liabilities.

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# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Estate Assets Details

Year	M/F Ages	(1) Liquid Assets*	+	(2) Net Illiquid Assets**	+	(3) Proposed Indexed UL Death Benefit	=	(4) Total Estate Assets
41	80/75	11,250,347		1,260,132		2,388,235		14,898,714
42	81/76	11,433,767		1,309,351		2,566,891		15,310,009
43	82/77	11,613,785		1,360,610		2,758,371		15,732,766
44	83/78	11,789,651		1,413,985		2,963,486		16,167,122
45	84/79	11,960,911		1,469,559		3,183,055		16,613,525
46	85/80	12,127,119		1,527,415		3,417,844		17,072,378
47	86/81	12,287,611		1,587,641		3,668,629		17,543,881
48	87/82	12,441,686		1,650,327		3,936,160		18,028,173
49	88/83	12,588,607		1,715,571		4,221,118		18,525,296
50	89/84	12,727,593		1,783,471		4,524,339		19,035,403
51	90/85	12,858,464		1,854,130		4,846,231		19,558,825
52	91/86	12,980,456		1,927,655		5,143,368		20,051,479
53	92/87	13,092,768		2,004,161		5,461,451		20,558,380
54	93/88	13,194,577		2,083,763		5,803,742		21,082,082
55	94/89	13,285,436		2,166,582		6,174,061		21,626,079

\*Including taxable assets, equity assets, and retirement plan assets.

\*\*Net of any liabilities.

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# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Transfer Tax Details

Year	M/F Ages	(1) Total Estate Assets	(2) Taxable Estate	(3) Remaining Available Unified Credit Equivalent*	(4) Estate Tax	(5) State Death Tax**	(6) Income Tax on Retirement Plan Assets***	(7) Total Transfer Taxes
1	40/35	3,397,202	3,397,202	10,500,000	0	0	0	0
2	41/36	3,544,347	3,544,347	10,680,000	0	0	0	0
3	42/37	3,707,485	3,707,485	10,860,000	0	0	0	0
4	43/38	3,885,184	3,885,184	10,900,000	0	0	0	0
5	44/39	4,076,840	4,076,840	11,220,000	0	0	0	0
6	45/40	4,282,788	4,282,788	11,560,000	0	0	0	0
7	46/41	4,501,149	4,501,149	11,920,000	0	0	0	0
8	47/42	4,732,267	4,732,267	12,280,000	0	0	0	0
9	48/43	4,976,616	4,976,616	12,640,000	0	0	0	0
10	49/44	5,234,727	5,234,727	13,020,000	0	0	0	0
11	50/45	5,512,276	5,512,276	13,400,000	0	0	0	0
12	51/46	5,805,090	5,805,090	13,820,000	0	0	0	0
13	52/47	6,113,926	6,113,926	14,220,000	0	0	0	0
14	53/48	6,439,563	6,439,563	14,660,000	0	0	0	0
15	54/49	6,782,849	6,782,849	15,100,000	0	0	0	0
16	55/50	7,144,653	7,144,653	15,540,000	0	0	0	0
17	56/51	7,525,947	7,525,947	16,000,000	0	0	0	0
18	57/52	7,927,734	7,927,734	16,500,000	0	0	0	0
19	58/53	8,351,077	8,351,077	16,980,000	0	0	0	0
20	59/54	8,797,103	8,797,103	17,500,000	0	0	0	0
21	60/55	9,214,590	9,214,590	18,020,000	0	0	0	0
22	61/56	9,654,627	9,654,627	18,560,000	0	0	0	0
23	62/57	10,118,397	10,118,397	19,120,000	0	0	0	0
24	63/58	10,607,145	10,607,145	19,700,000	0	0	0	0
25	64/59	11,122,155	11,122,155	20,280,000	0	0	0	0
26	65/60	9,945,194	9,945,194	20,880,000	0	0	0	0
27	66/61	10,189,408	10,189,408	21,520,000	0	0	0	0
28	67/62	10,434,194	10,434,194	22,160,000	0	0	0	0
29	68/63	10,739,745	10,739,745	22,820,000	0	0	0	0
30	69/64	11,063,726	11,063,726	23,520,000	0	0	0	0
31	70/65	11,380,996	11,380,996	24,220,000	0	0	0	0
32	71/66	11,694,960	11,694,960	24,940,000	0	0	0	0
33	72/67	12,016,263	12,016,263	25,700,000	0	0	0	0
34	73/68	12,345,198	12,345,198	26,460,000	0	0	0	0
35	74/69	12,682,008	12,682,008	27,260,000	0	0	0	0
36	75/70	13,002,140	13,002,140	28,080,000	0	0	0	0
37	76/71	13,361,178	13,361,178	28,920,000	0	0	0	0
38	77/72	13,730,074	13,730,074	29,780,000	0	0	0	0
39	78/73	14,109,040	14,109,040	30,680,000	0	0	0	0
40	79/74	14,498,489	14,498,489	31,600,000	0	0	0	0

\*Unified Credit Equivalent is indexed for inflation at 3.00%.

Column (4) assumes half the amount shown in column (3) is transferred to a credit shelter trust by the first spouse to die.

\*\*The state estate tax and/or state inheritance (collectively "death tax") illustrated is an estimate by the user and is not specifically based on the precise tax rates and/or exemptions of a particular state. Be certain to contact your legal and tax advisers for precise state death tax calculations.

\*\*\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred.

# Strategy 2: Retirement Plan Including Indexed UL

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For: Tom Johnson & Courtney Johnson

## Transfer Tax Details

Year	M/F Ages	(1) Total Estate Assets	(2) Taxable Estate	(3) Remaining Available Unified Credit Equivalent*	(4) Estate Tax	(5) State Death Tax**	(6) Income Tax on Retirement Plan Assets***	(7) Total Transfer Taxes
41	80/75	14,898,714	14,898,714	32,540,000	0	0	0	0
42	81/76	15,310,009	15,310,009	33,520,000	0	0	0	0
43	82/77	15,732,766	15,732,766	34,520,000	0	0	0	0
44	83/78	16,167,122	16,167,122	35,560,000	0	0	0	0
45	84/79	16,613,525	16,613,525	36,620,000	0	0	0	0
46	85/80	17,072,378	17,072,378	37,720,000	0	0	0	0
47	86/81	17,543,881	17,543,881	38,860,000	0	0	0	0
48	87/82	18,028,173	18,028,173	40,020,000	0	0	0	0
49	88/83	18,525,296	18,525,296	41,220,000	0	0	0	0
50	89/84	19,035,403	19,035,403	42,460,000	0	0	0	0
51	90/85	19,558,825	19,558,825	43,740,000	0	0	0	0
52	91/86	20,051,479	20,051,479	45,040,000	0	0	0	0
53	92/87	20,558,380	20,558,380	46,400,000	0	0	0	0
54	93/88	21,082,082	21,082,082	47,800,000	0	0	0	0
55	94/89	21,626,079	21,626,079	49,220,000	0	0	0	0

\*Unified Credit Equivalent is indexed for inflation at 3.00%.

Column (4) assumes half the amount shown in column (3) is transferred to a credit shelter trust by the first spouse to die.

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# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Transfer Taxation of Retirement Plan Assets

Tom Johnson's Retirement Plan Account			Courtney Johnson's Retirement Plan Account				
Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield	Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield		
90,000	0	7.00%	125,000	0	7.00%		
Year	M/F Ages	(1) Plan Assets in Estate	(2) Estate Tax on Plan Assets	(3) Income Tax on Plan Assets**	(4) Total Taxes Attributed to Plan Assets	(5) Heirs After Tax Plan Assets (1) - (4)	(6) Percent Loss Due to Tax
1	40/35	238,192	0	0	0	238,192	0%
2	41/36	262,984	0	0	0	262,984	0%
3	42/37	289,472	0	0	0	289,472	0%
4	43/38	317,757	0	0	0	317,757	0%
5	44/39	347,947	0	0	0	347,947	0%
6	45/40	380,159	0	0	0	380,159	0%
7	46/41	414,511	0	0	0	414,511	0%
8	47/42	451,131	0	0	0	451,131	0%
9	48/43	490,156	0	0	0	490,156	0%
10	49/44	531,726	0	0	0	531,726	0%
11	50/45	575,994	0	0	0	575,994	0%
12	51/46	623,116	0	0	0	623,116	0%
13	52/47	673,263	0	0	0	673,263	0%
14	53/48	726,611	0	0	0	726,611	0%
15	54/49	783,347	0	0	0	783,347	0%
16	55/50	843,672	0	0	0	843,672	0%
17	56/51	907,793	0	0	0	907,793	0%
18	57/52	975,932	0	0	0	975,932	0%
19	58/53	1,048,320	0	0	0	1,048,320	0%
20	59/54	1,125,206	0	0	0	1,125,206	0%
21	60/55	1,206,851	0	0	0	1,206,851	0%
22	61/56	1,293,529	0	0	0	1,293,529	0%
23	62/57	1,385,530	0	0	0	1,385,530	0%
24	63/58	1,483,161	0	0	0	1,483,161	0%
25	64/59	1,586,743	0	0	0	1,586,743	0%
26	65/60	1,672,348	0	0	0	1,672,348	0%
27	66/61	1,762,571	0	0	0	1,762,571	0%
28	67/62	1,857,661	0	0	0	1,857,661	0%
29	68/63	1,957,882	0	0	0	1,957,882	0%
30	69/64	2,063,510	0	0	0	2,063,510	0%
31	70/65	2,138,405	0	0	0	2,138,405	0%
32	71/66	2,215,521	0	0	0	2,215,521	0%
33	72/67	2,294,890	0	0	0	2,294,890	0%
34	73/68	2,376,547	0	0	0	2,376,547	0%
35	74/69	2,460,522	0	0	0	2,460,522	0%
36	75/70	2,490,998	0	0	0	2,490,998	0%
37	76/71	2,518,046	0	0	0	2,518,046	0%
38	77/72	2,541,487	0	0	0	2,541,487	0%
39	78/73	2,560,654	0	0	0	2,560,654	0%
40	79/74	2,575,355	0	0	0	2,575,355	0%

\*\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred. Be certain to confirm the availability of this technique with your legal and tax advisers.

# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Transfer Taxation of Retirement Plan Assets

Tom Johnson's Retirement Plan Account			Courtney Johnson's Retirement Plan Account				
Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield	Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield		
90,000	0	7.00%	125,000	0	7.00%		
Year	M/F Ages	(1) Plan Assets in Estate	(2) Estate Tax on Plan Assets	(3) Income Tax on Plan Assets**	(4) Total Taxes Attributed to Plan Assets	(5) Heirs After Tax Plan Assets (1) - (4)	(6) Percent Loss Due to Tax
41	80/75	2,585,129	0	0	0	2,585,129	0%
42	81/76	2,589,487	0	0	0	2,589,487	0%
43	82/77	2,588,276	0	0	0	2,588,276	0%
44	83/78	2,580,617	0	0	0	2,580,617	0%
45	84/79	2,566,374	0	0	0	2,566,374	0%
46	85/80	2,545,501	0	0	0	2,545,501	0%
47	86/81	2,517,532	0	0	0	2,517,532	0%
48	87/82	2,481,993	0	0	0	2,481,993	0%
49	88/83	2,438,403	0	0	0	2,438,403	0%
50	89/84	2,386,281	0	0	0	2,386,281	0%
51	90/85	2,326,598	0	0	0	2,326,598	0%
52	91/86	2,259,093	0	0	0	2,259,093	0%
53	92/87	2,183,534	0	0	0	2,183,534	0%
54	93/88	2,099,735	0	0	0	2,099,735	0%
55	94/89	2,008,487	0	0	0	2,008,487	0%

\*\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred. Be certain to confirm the availability of this technique with your legal and tax advisers.



# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Transfer Taxation of Retirement Plan Plan Assets

		Tom Johnson's Retirement Plan Account			Courtney Johnson's Retirement Plan Account					
		Plan Assets Initial Value 90,000	Plan Assets Cost Basis 0	Plan Assets Yield 7.00%	Plan Assets Initial Value 125,000	Plan Assets Cost Basis 0	Plan Assets Yield 7.00%			
Year	M/F Ages	(1) Plan Assets in Estate	(2) Federal Estate Tax on Plan Assets*	(3) Unrealized Gain in Plan Assets	(4) Federal Estate Tax Attributable to Gain*	(5) Portion of Gain Subject to Income Tax (3) - (4)	(6) Income Tax on Gain*	(7) State Death Tax Attributable to Plan Assets**	(8) Total Taxes Attributed to Plan Assets (2)+(6)+(7)	(9) Heirs' After Tax Plan Assets (1) - (8)
1	40/35	238,192	0	238,192	0	238,192	0	0	0	238,192
2	41/36	262,984	0	262,984	0	262,984	0	0	0	262,984
3	42/37	289,472	0	289,472	0	289,472	0	0	0	289,472
4	43/38	317,757	0	317,757	0	317,757	0	0	0	317,757
5	44/39	347,947	0	347,947	0	347,947	0	0	0	347,947
6	45/40	380,159	0	380,159	0	380,159	0	0	0	380,159
7	46/41	414,511	0	414,511	0	414,511	0	0	0	414,511
8	47/42	451,131	0	451,131	0	451,131	0	0	0	451,131
9	48/43	490,156	0	490,156	0	490,156	0	0	0	490,156
10	49/44	531,726	0	531,726	0	531,726	0	0	0	531,726
11	50/45	575,994	0	575,994	0	575,994	0	0	0	575,994
12	51/46	623,116	0	623,116	0	623,116	0	0	0	623,116
13	52/47	673,263	0	673,263	0	673,263	0	0	0	673,263
14	53/48	726,611	0	726,611	0	726,611	0	0	0	726,611
15	54/49	783,347	0	783,347	0	783,347	0	0	0	783,347
16	55/50	843,672	0	843,672	0	843,672	0	0	0	843,672
17	56/51	907,793	0	907,793	0	907,793	0	0	0	907,793
18	57/52	975,932	0	975,932	0	975,932	0	0	0	975,932
19	58/53	1,048,320	0	1,048,320	0	1,048,320	0	0	0	1,048,320
20	59/54	1,125,206	0	1,125,206	0	1,125,206	0	0	0	1,125,206
21	60/55	1,206,851	0	1,206,851	0	1,206,851	0	0	0	1,206,851
22	61/56	1,293,529	0	1,293,529	0	1,293,529	0	0	0	1,293,529
23	62/57	1,385,530	0	1,385,530	0	1,385,530	0	0	0	1,385,530
24	63/58	1,483,161	0	1,483,161	0	1,483,161	0	0	0	1,483,161
25	64/59	1,586,743	0	1,586,743	0	1,586,743	0	0	0	1,586,743
26	65/60	1,672,348	0	1,672,348	0	1,672,348	0	0	0	1,672,348
27	66/61	1,762,571	0	1,762,571	0	1,762,571	0	0	0	1,762,571
28	67/62	1,857,661	0	1,857,661	0	1,857,661	0	0	0	1,857,661
29	68/63	1,957,882	0	1,957,882	0	1,957,882	0	0	0	1,957,882
30	69/64	2,063,510	0	2,063,510	0	2,063,510	0	0	0	2,063,510
31	70/65	2,138,405	0	2,138,405	0	2,138,405	0	0	0	2,138,405
32	71/66	2,215,521	0	2,215,521	0	2,215,521	0	0	0	2,215,521
33	72/67	2,294,890	0	2,294,890	0	2,294,890	0	0	0	2,294,890
34	73/68	2,376,547	0	2,376,547	0	2,376,547	0	0	0	2,376,547
35	74/69	2,460,522	0	2,460,522	0	2,460,522	0	0	0	2,460,522
36	75/70	2,490,998	0	2,490,998	0	2,490,998	0	0	0	2,490,998
37	76/71	2,518,046	0	2,518,046	0	2,518,046	0	0	0	2,518,046
38	77/72	2,541,487	0	2,541,487	0	2,541,487	0	0	0	2,541,487
39	78/73	2,560,654	0	2,560,654	0	2,560,654	0	0	0	2,560,654
40	79/74	2,575,355	0	2,575,355	0	2,575,355	0	0	0	2,575,355

\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred. Be certain to confirm the availability of this technique with your legal and tax advisers.

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# Strategy 2: Retirement Plan Including Indexed UL

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Transfer Taxation of Retirement Plan Plan Assets

Tom Johnson's Retirement Plan Account			Courtney Johnson's Retirement Plan Account		
Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield	Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield
90,000	0	7.00%	125,000	0	7.00%

Year	M/F Ages	(1) Plan Assets in Estate	(2) Federal Estate Tax on Plan Assets*	(3) Unrealized Gain in Plan Assets	(4) Federal Estate Tax Attributable to Gain*	(5) Portion of Gain Subject to Income Tax (3) - (4)	(6) Income Tax on Gain*	(7) State Death Tax Attributable to Plan Assets**	(8) Total Taxes Attributed to Plan Assets (2)+(6)+(7)	(9) Heirs' After Tax Plan Assets (1) - (8)
41	80/75	2,585,129	0	2,585,129	0	2,585,129	0	0	0	2,585,129
42	81/76	2,589,487	0	2,589,487	0	2,589,487	0	0	0	2,589,487
43	82/77	2,588,276	0	2,588,276	0	2,588,276	0	0	0	2,588,276
44	83/78	2,580,617	0	2,580,617	0	2,580,617	0	0	0	2,580,617
45	84/79	2,566,374	0	2,566,374	0	2,566,374	0	0	0	2,566,374
46	85/80	2,545,501	0	2,545,501	0	2,545,501	0	0	0	2,545,501
47	86/81	2,517,532	0	2,517,532	0	2,517,532	0	0	0	2,517,532
48	87/82	2,481,993	0	2,481,993	0	2,481,993	0	0	0	2,481,993
49	88/83	2,438,403	0	2,438,403	0	2,438,403	0	0	0	2,438,403
50	89/84	2,386,281	0	2,386,281	0	2,386,281	0	0	0	2,386,281
51	90/85	2,326,598	0	2,326,598	0	2,326,598	0	0	0	2,326,598
52	91/86	2,259,093	0	2,259,093	0	2,259,093	0	0	0	2,259,093
53	92/87	2,183,534	0	2,183,534	0	2,183,534	0	0	0	2,183,534
54	93/88	2,099,735	0	2,099,735	0	2,099,735	0	0	0	2,099,735
55	94/89	2,008,487	0	2,008,487	0	2,008,487	0	0	0	2,008,487

\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred. Be certain to confirm the availability of this technique with your legal and tax advisers.

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## **Strategy 3: Retirement Plan Including IUL + More Cash Flow**

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson, Ages 40/35

## Client Information Summary

### Current Assets

<u>Liquid Assets:</u>	Liquid Assets (Taxable Interest)	\$	200,000	
	Liquid Assets (Tax Exempt Interest)		0	
	Equity Assets		800,000	
	Tax Deferred Assets		0	
	Defined Contribution Plan Assets for Tom Johnson			
	Retirement Plan Assets		90,000	
	Defined Contribution Plan Assets Courtney Johnson			
	Retirement Plan Asset		125,000	
	Total Defined Contribution Plan Assets:			215,000
		Total Liquid Assets		
<u>Illiquid Assets:</u>	Principal Residence		500,000	
	Vacation Home		250,000	
	Personal Property		150,000	
	Courtney's Travel Agency		500,000	
	Less Total Liabilities		(350,000)	
		Total Illiquid Assets		
<u>Other Assets:</u>	Inside the Estate			
	Proposed Indexed UL Death Benefit		1,039,540	
	Proposed Current cash value: \$10,530			
		Total Other Assets Inside the Estate		
	Total Estate Assets			\$3,304,540
	Total Other Assets Outside the Estate			0

### Funding Options for Required Cash Flow

<u>Retirement Plan Assets:</u>	Minimum Distribution, Unless More Is Needed
<u>Cash Flow Funding:</u>	Sequential Use of Liquid Assets -- Taxable, Equity, Retirement Plan Assets, Spouse's Retirement Plan Assets

The information in this presentation is not guaranteed; it is for illustration purposes only. Tax rates, interest and inflation rates, and IRS tax codes may, and probably will, change in the future; therefore, you should consult your tax adviser for additional information about potential taxes and IRS revisions.

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson, Ages 40/35

## Client Information Summary

### Assumptions Used

<u>Income Tax Rates:</u>	Pre-Retirement	45.00%
	Retirement	45.00%
<u>Life Expectancy:</u>	Joint	53 Years
	Tom Johnson	Age 92
	Courtney Johnson	Age 87
<u>Taxable Account:</u>		Taxable
	Yield Assumption	4.00%
<u>Equities:</u>		Equity
	Growth Rate	7.00%
	Dividend Rate	2.00%
<u>Retirement Plan Assets Tom Johnson:</u>		
	Defined Contr. Yield Assumption	7.00%
<u>Retirement Plan Assets Courtney Johnson:</u>		
	Defined Contr. Yield Assumption	7.00%

# Strategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

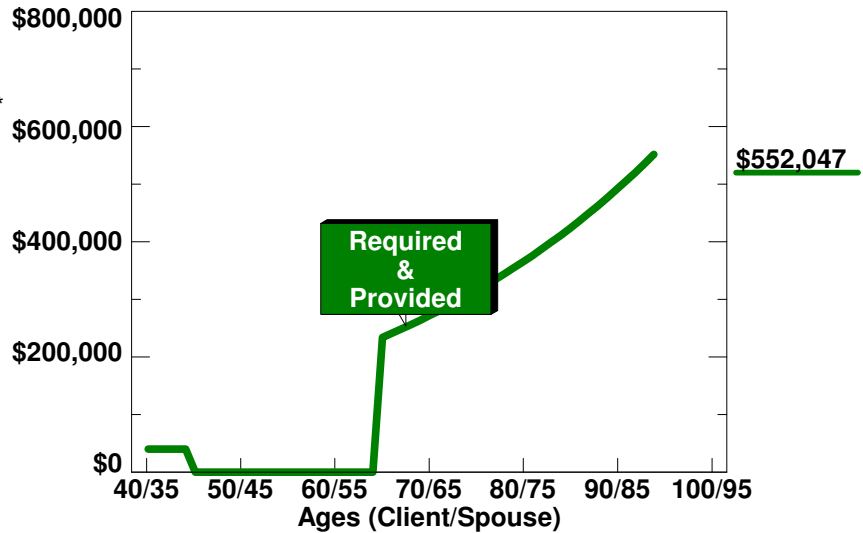
## Analysis of After Tax Cash Flow Requirements

Below is a list of your liquid assets. It is suggested that you withdraw funds to meet your after tax cash flow requirements from each liquid asset in the order presented. The Cash Flow graph (below, right) illustrates whether your liquid assets are sufficient to provide the required cash flow.

### Withdrawal Order

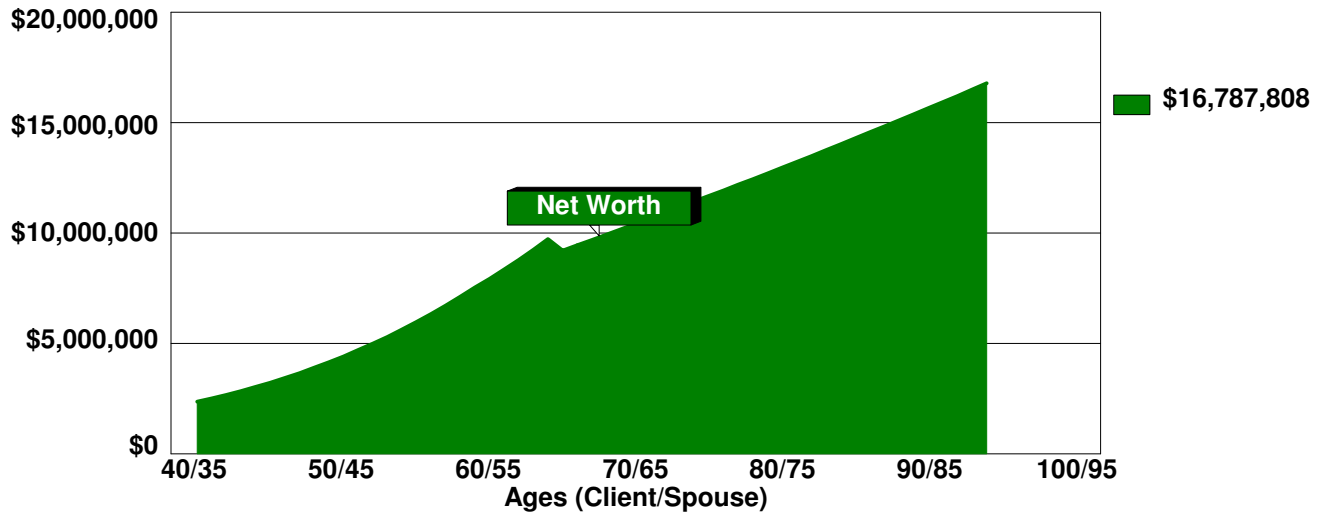
- 1st. Taxable
- 2nd. Equities
- 3rd. Retirement Plan Assets\*
- 4th. Spouse's Retirement Plan Assets\*

### Annual Cash Flow



As you can see in the Cash Flow graph above, your liquid assets are sufficient to provide withdrawals to meet your required after tax cash flow in all years illustrated. The graph below shows your remaining total Net Worth.

### Net Worth (After Providing Required Cash Flow)



\*As needed, but no less than required minimum distributions.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Cash Flow Analysis

Year	M/F Ages	Annual Cash Flow Required	Annual Cash Flow Provided			
		(1) After Tax Spendable Cash Flow Required*	(2) Total After Tax Cash Flow from Retirement Plan Assets	(3) After Tax Cash Flow from Taxable Account	(4) After Tax Cash Flow from Equity Assets	(5) Total After Tax Cash Flow Provided*
1	40/35	40,000	0	40,000	0	40,000
2	41/36	40,000	0	40,000	0	40,000
3	42/37	40,000	0	40,000	0	40,000
4	43/38	40,000	0	40,000	0	40,000
5	44/39	40,000	0	40,000	0	40,000
6	45/40	0	0	0	0	0
7	46/41	0	0	0	0	0
8	47/42	0	0	0	0	0
9	48/43	0	0	0	0	0
10	49/44	0	0	0	0	0
11	50/45	0	0	0	0	0
12	51/46	0	0	0	0	0
13	52/47	0	0	0	0	0
14	53/48	0	0	0	0	0
15	54/49	0	0	0	0	0
16	55/50	0	0	0	0	0
17	56/51	0	0	0	0	0
18	57/52	0	0	0	0	0
19	58/53	0	0	0	0	0
20	59/54	0	0	0	0	0
21	60/55	0	0	0	0	0
22	61/56	0	0	0	0	0
23	62/57	0	0	0	0	0
24	63/58	0	0	0	0	0
25	64/59	0	0	0	0	0
26	65/60	234,259	0	14,519	219,740	234,259
27	66/61	241,287	0	0	241,287	241,287
28	67/62	248,525	0	0	248,525	248,525
29	68/63	255,981	0	0	255,981	255,981
30	69/64	263,661	0	0	263,661	263,661
31	70/65	271,571	8,739	0	262,832	271,571
32	71/66	279,717	9,176	0	270,541	279,717
33	72/67	288,109	9,633	0	278,476	288,109
34	73/68	296,752	10,112	0	286,640	296,752
35	74/69	305,655	10,612	0	295,043	305,655
36	75/70	314,824	40,279	0	274,545	314,824
37	76/71	324,269	42,282	0	281,987	324,269
38	77/72	333,997	44,321	0	289,676	333,997
39	78/73	344,018	46,513	0	297,505	344,018
40	79/74	354,338	48,734	0	305,604	354,338
		<b>4,556,963</b>	<b>270,401</b>	<b>214,519</b>	<b>4,072,043</b>	<b>4,556,963</b>

\*IMPORTANT NOTE: For this plan to be financially sound, column (5) must be sufficient to provide the values in column (1).

Column (1): see "Spendable Cash Flow Required".

Column (2): see "Summary of Retirement Plan Assets".

Column (3): see "Details of Taxable Account".

Column (4): see "Details of Equity Assets" and "Details of Portfolio Turnover".

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Cash Flow Analysis

Year	M/F Ages	Annual Cash Flow Required	Annual Cash Flow Provided			
		(1) After Tax Spendable Cash Flow Required*	(2) Total After Tax Cash Flow from Retirement Plan Assets	(3) After Tax Cash Flow from Taxable Account	(4) After Tax Cash Flow from Equity Assets	(5) Total After Tax Cash Flow Provided*
41	80/75	364,967	51,050	0	313,917	364,967
42	81/76	375,917	53,462	0	322,455	375,917
43	82/77	387,195	55,781	0	331,414	387,195
44	83/78	398,811	58,383	0	340,428	398,811
45	84/79	410,774	60,859	0	349,915	410,774
46	85/80	423,098	63,291	0	359,807	423,098
47	86/81	435,791	65,780	0	370,011	435,791
48	87/82	448,865	68,322	0	380,543	448,865
49	88/83	462,330	70,909	0	391,421	462,330
50	89/84	476,200	73,535	0	402,665	476,200
51	90/85	490,487	75,635	0	414,852	490,487
52	91/86	505,201	77,698	0	427,503	505,201
53	92/87	520,357	79,709	0	440,648	520,357
54	93/88	535,968	81,648	0	454,320	535,968
55	94/89	552,047	83,269	0	468,778	552,047
		11,344,971	1,289,732	214,519	9,840,720	11,344,971

\*IMPORTANT NOTE: For this plan to be financially sound, column (5) must be sufficient to provide the values in column (1).

Column (1): see "Spendable Cash Flow Required".

Column (2): see "Summary of Retirement Plan Assets".

Column (3): see "Details of Taxable Account".

Column (4): see "Details of Equity Assets" and "Details of Portfolio Turnover".



# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Spensible Cash Flow Required

Year	M/F Ages	(1) After Tax Cash Flow for Living Expenses	+	(2) After Tax Cash Flow for Additional Spensible Cash	+	(3) Proposed Indexed UL Premiums	=	(4) After Tax Spensible Cash Flow Required
1	40/35	0		0		40,000		40,000
2	41/36	0		0		40,000		40,000
3	42/37	0		0		40,000		40,000
4	43/38	0		0		40,000		40,000
5	44/39	0		0		40,000		40,000
6	45/40	0		0		0		0
7	46/41	0		0		0		0
8	47/42	0		0		0		0
9	48/43	0		0		0		0
10	49/44	0		0		0		0
11	50/45	0		0		0		0
12	51/46	0		0		0		0
13	52/47	0		0		0		0
14	53/48	0		0		0		0
15	54/49	0		0		0		0
16	55/50	0		0		0		0
17	56/51	0		0		0		0
18	57/52	0		0		0		0
19	58/53	0		0		0		0
20	59/54	0		0		0		0
21	60/55	0		0		0		0
22	61/56	0		0		0		0
23	62/57	0		0		0		0
24	63/58	0		0		0		0
25	64/59	0		0		0		0
26	65/60	200,000		34,259		0		234,259
27	66/61	206,000		35,287		0		241,287
28	67/62	212,180		36,345		0		248,525
29	68/63	218,545		37,436		0		255,981
30	69/64	225,102		38,559		0		263,661
31	70/65	231,855		39,716		0		271,571
32	71/66	238,810		40,907		0		279,717
33	72/67	245,975		42,134		0		288,109
34	73/68	253,354		43,398		0		296,752
35	74/69	260,955		44,700		0		305,655
36	75/70	268,783		46,041		0		314,824
37	76/71	276,847		47,422		0		324,269
38	77/72	285,152		48,845		0		333,997
39	78/73	293,707		50,311		0		344,018
40	79/74	302,518		51,820		0		354,338
		<b>3,719,783</b>		<b>637,180</b>		<b>200,000</b>		<b>4,556,963</b>

Column (1) assumes 0.00% inflation for 26 years, 3.00% thereafter.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Spendable Cash Flow Required

Year	M/F Ages	(1) After Tax Cash Flow for Living Expenses	+	(2) After Tax Cash Flow for Additional Spendable Cash	+	(3) Proposed Indexed UL Premiums	=	(4) After Tax Spendable Cash Flow Required
41	80/75	311,593		53,374		0		364,967
42	81/76	320,941		54,976		0		375,917
43	82/77	330,570		56,625		0		387,195
44	83/78	340,487		58,324		0		398,811
45	84/79	350,701		60,073		0		410,774
46	85/80	361,222		61,876		0		423,098
47	86/81	372,059		63,732		0		435,791
48	87/82	383,221		65,644		0		448,865
49	88/83	394,717		67,613		0		462,330
50	89/84	406,559		69,641		0		476,200
51	90/85	418,756		71,731		0		490,487
52	91/86	431,318		73,883		0		505,201
53	92/87	444,258		76,099		0		520,357
54	93/88	457,586		78,382		0		535,968
55	94/89	471,313		80,734		0		552,047
		9,515,084		1,629,887		200,000		11,344,971

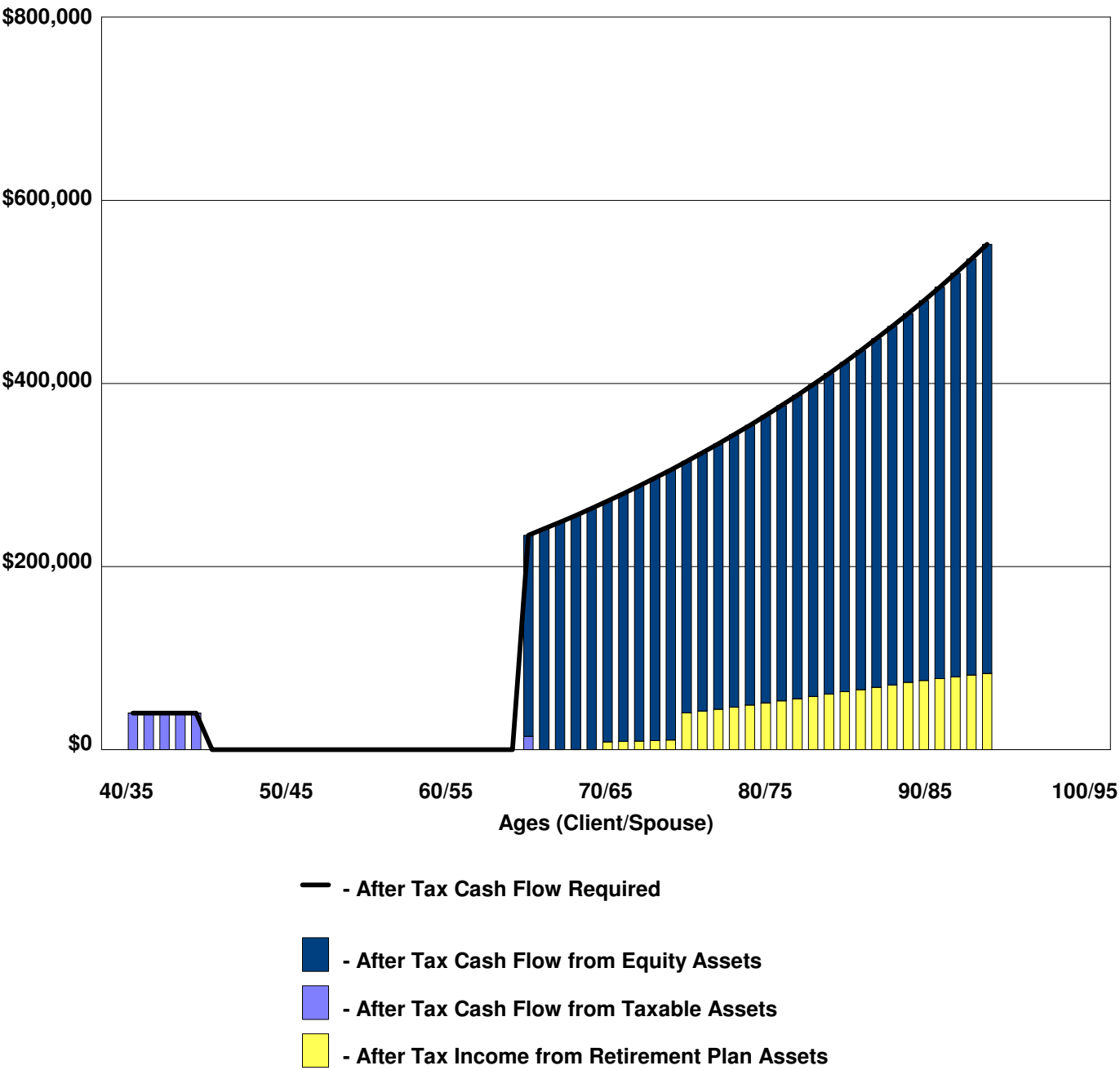
Column (1) assumes 0.00% inflation for 26 years, 3.00% thereafter.

# Strategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Sources of Cash Flow 55 Year Analysis



# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Liquid Assets

Year	M/F Ages	(1) Year End Value of Retirement Plan Assets	(2) Year End Value of Taxable Assets	(3) Year End Value of Equity Assets	(4) Total Liquid Assets
1	40/35	232,396	163,520	843,287	1,239,203
2	41/36	250,904	126,237	898,171	1,275,312
3	42/37	270,591	88,134	961,572	1,320,297
4	43/38	291,524	49,193	1,031,685	1,372,402
5	44/39	313,775	9,395	1,107,489	1,430,659
6	45/40	337,423	9,602	1,188,439	1,535,464
7	46/41	362,548	9,813	1,274,290	1,646,651
8	47/42	389,236	10,029	1,364,981	1,764,246
9	48/43	417,579	10,250	1,460,572	1,888,401
10	49/44	447,670	10,476	1,561,193	2,019,339
11	50/45	479,613	10,706	1,667,033	2,157,352
12	51/46	513,512	10,942	1,778,311	2,302,765
13	52/47	549,481	11,183	1,895,278	2,455,942
14	53/48	587,638	11,429	2,018,207	2,617,274
15	54/49	628,109	11,680	2,147,392	2,787,181
16	55/50	671,027	11,937	2,283,144	2,966,108
17	56/51	716,531	12,200	2,425,793	3,154,524
18	57/52	764,770	12,468	2,575,686	3,352,924
19	58/53	815,898	12,742	2,733,191	3,561,831
20	59/54	870,080	13,022	2,898,692	3,781,794
21	60/55	927,491	13,308	3,046,134	3,986,933
22	61/56	988,313	13,601	3,200,944	4,202,858
23	62/57	1,052,740	13,900	3,363,541	4,430,181
24	63/58	1,120,976	14,206	3,534,350	4,669,532
25	64/59	1,193,235	14,519	3,713,803	4,921,557
26	65/60	1,257,610	0	6,453,988	7,711,598
27	66/61	1,325,458	0	6,542,342	7,867,800
28	67/62	1,396,966	0	6,621,929	8,018,895
29	68/63	1,472,333	0	6,694,307	8,166,640
30	69/64	1,551,765	0	6,760,203	8,311,968
31	70/65	1,618,736	0	6,829,212	8,447,948
32	71/66	1,688,484	0	6,892,814	8,581,298
33	72/67	1,761,119	0	6,950,769	8,711,888
34	73/68	1,836,755	0	7,002,707	8,839,462
35	74/69	1,915,512	0	7,048,162	8,963,674
36	75/70	1,941,669	0	7,117,881	9,059,550
37	76/71	1,965,398	0	7,183,165	9,148,563
38	77/72	1,986,499	0	7,243,538	9,230,037
39	78/73	2,004,539	0	7,298,610	9,303,149
40	79/74	2,019,295	0	7,347,825	9,367,120

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Liquid Assets

Year	M/F Ages	(1) Year End Value of Retirement Plan Assets	+	(2) Year End Value of Taxable Assets	+	(3) Year End Value of Equity Assets	=	(4) Total Liquid Assets
41	80/75	2,030,410		0		7,390,653		9,421,063
42	81/76	2,037,503		0		7,426,526		9,464,029
43	82/77	2,040,534		0		7,454,633		9,495,167
44	83/78	2,038,742		0		7,474,516		9,513,258
45	84/79	2,032,110		0		7,485,242		9,517,352
46	85/80	2,020,460		0		7,485,904		9,506,364
47	86/81	2,003,411		0		7,475,646		9,479,057
48	87/82	1,980,572		0		7,453,553		9,434,125
49	88/83	1,951,542		0		7,418,641		9,370,183
50	89/84	1,915,915		0		7,369,855		9,285,770
51	90/85	1,874,342		0		7,305,465		9,179,807
52	91/86	1,826,573		0		7,224,167		9,050,740
53	92/87	1,772,372		0		7,124,557		8,896,929
54	93/88	1,711,532		0		7,005,122		8,716,654
55	94/89	1,644,302		0		6,863,992		8,508,294

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Defined Contribution Plan Assets for Tom Johnson

Retirement Plan Assets Initial Value 90,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	
Year	M/F Ages	(1) Beginning of Year Plan Assets	(2) Required Minimum Distribution	(3) Distribution from Retirement Plan Assets	(4) Year End Retirement Plan Assets	(5) After Tax Cash Flow from Retirement Plan Assets
1	40/35	90,000	0	0	94,856	0
2	41/36	94,856	0	0	99,973	0
3	42/37	99,973	0	0	105,367	0
4	43/38	105,367	0	0	111,052	0
5	44/39	111,052	0	0	117,043	0
6	45/40	117,043	0	0	123,357	0
7	46/41	123,357	0	0	130,012	0
8	47/42	130,012	0	0	137,026	0
9	48/43	137,026	0	0	144,419	0
10	49/44	144,419	0	0	152,210	0
11	50/45	152,210	0	0	160,422	0
12	51/46	160,422	0	0	169,077	0
13	52/47	169,077	0	0	178,199	0
14	53/48	178,199	0	0	187,813	0
15	54/49	187,813	0	0	197,946	0
16	55/50	197,946	0	0	208,625	0
17	56/51	208,625	0	0	219,880	0
18	57/52	219,880	0	0	231,743	0
19	58/53	231,743	0	0	244,246	0
20	59/54	244,246	0	0	257,423	0
21	60/55	257,423	0	0	271,311	0
22	61/56	271,311	0	0	285,948	0
23	62/57	285,948	0	0	301,375	0
24	63/58	301,375	0	0	317,634	0
25	64/59	317,634	0	0	334,770	0
26	65/60	334,770	0	0	352,831	0
27	66/61	352,831	0	0	371,866	0
28	67/62	371,866	0	0	391,928	0
29	68/63	391,928	0	0	413,073	0
30	69/64	413,073	0	0	435,358	0
31	70/65	435,358	15,889	15,889	442,099	8,739
32	71/66	442,099	16,683	16,683	448,367	9,176
33	72/67	448,367	17,514	17,514	454,098	9,633
34	73/68	454,098	18,385	18,385	459,220	10,112
35	74/69	459,220	19,295	19,295	463,659	10,612
36	75/70	463,659	20,247	20,247	467,334	11,136
37	76/71	467,334	21,242	21,242	470,159	11,683
38	77/72	470,159	22,177	22,177	472,151	12,197
39	78/73	472,151	23,259	23,259	473,110	12,792
40	79/74	473,110	24,262	24,262	473,063	13,344
			198,953	198,953		109,424

Column (1) includes only deductible contributions.

Column (2) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

Column (4) has been reduced by an assumed management fee of 1.50%.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Defined Contribution Plan Assets for Tom Johnson

Retirement Plan Assets Initial Value 90,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	
Year	M/F Ages	(1) Beginning of Year Plan Assets	(2) Required Minimum Distribution	(3) Distribution from Retirement Plan Assets	(4) Year End Retirement Plan Assets	(5) After Tax Cash Flow from Retirement Plan Assets
41	80/75	473,063	25,297	25,297	471,923	13,913
42	81/76	471,923	26,364	26,364	469,597	14,500
43	82/77	469,597	27,462	27,462	465,988	15,104
44	83/78	465,988	28,588	28,588	460,998	15,723
45	84/79	460,998	29,742	29,742	454,522	16,358
46	85/80	454,522	30,711	30,711	446,676	16,891
47	86/81	446,676	31,679	31,679	437,386	17,423
48	87/82	437,386	32,641	32,641	426,581	17,953
49	88/83	426,581	33,589	33,589	414,194	18,474
50	89/84	414,194	34,516	34,516	400,162	18,984
51	90/85	400,162	35,102	35,102	384,755	19,306
52	91/86	384,755	35,625	35,625	367,966	19,594
53	92/87	367,966	36,075	36,075	349,797	19,841
54	93/88	349,797	36,437	36,437	330,266	20,040
55	94/89	330,266	36,293	36,293	309,833	19,961
			679,074	679,074		373,489

Column (1) includes only deductible contributions.

Column (2) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

Column (4) has been reduced by an assumed management fee of 1.50%.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Defined Contribution Plan Assets for Courtney Johnson

Retirement Plan Assets Initial Value 125,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Plan Assets	(2) Assumed Deposits	(3) Required Minimum Distribution	(4) Distribution from Retirement Plan Assets	(5) Year End Retirement Plan Assets	(6) After Tax Cash Flow from Retirement Plan Assets
1	40/35	125,000	5,500	0	0	137,540	0
2	41/36	137,540	5,665	0	0	150,931	0
3	42/37	150,931	5,835	0	0	165,224	0
4	43/38	165,224	6,010	0	0	180,472	0
5	44/39	180,472	6,190	0	0	196,732	0
6	45/40	196,732	6,376	0	0	214,066	0
7	46/41	214,066	6,567	0	0	232,536	0
8	47/42	232,536	6,764	0	0	252,210	0
9	48/43	252,210	6,967	0	0	273,160	0
10	49/44	273,160	7,176	0	0	295,460	0
11	50/45	295,460	7,392	0	0	319,191	0
12	51/46	319,191	7,613	0	0	344,435	0
13	52/47	344,435	7,842	0	0	371,282	0
14	53/48	371,282	8,077	0	0	399,825	0
15	54/49	399,825	8,319	0	0	430,163	0
16	55/50	430,163	8,569	0	0	462,402	0
17	56/51	462,402	8,826	0	0	496,651	0
18	57/52	496,651	9,091	0	0	533,027	0
19	58/53	533,027	9,363	0	0	571,652	0
20	59/54	571,652	9,644	0	0	612,657	0
21	60/55	612,657	9,934	0	0	656,180	0
22	61/56	656,180	10,232	0	0	702,365	0
23	62/57	702,365	10,539	0	0	751,365	0
24	63/58	751,365	10,855	0	0	803,342	0
25	64/59	803,342	11,180	0	0	858,465	0
26	65/60	858,465	0	0	0	904,779	0
27	66/61	904,779	0	0	0	953,592	0
28	67/62	953,592	0	0	0	1,005,038	0
29	68/63	1,005,038	0	0	0	1,059,260	0
30	69/64	1,059,260	0	0	0	1,116,407	0
31	70/65	1,116,407	0	0	0	1,176,637	0
32	71/66	1,176,637	0	0	0	1,240,117	0
33	72/67	1,240,117	0	0	0	1,307,021	0
34	73/68	1,307,021	0	0	0	1,377,535	0
35	74/69	1,377,535	0	0	0	1,451,853	0
36	75/70	1,451,853	0	52,987	52,987	1,474,335	29,143
37	76/71	1,474,335	0	55,635	55,635	1,495,239	30,599
38	77/72	1,495,239	0	58,408	58,408	1,514,348	32,124
39	78/73	1,514,348	0	61,310	61,310	1,531,429	33,721
40	79/74	1,531,429	0	64,346	64,346	1,546,232	35,390
			200,526	292,686	292,686		160,977

Columns (1) and (2) include only deductible contributions.

Column (3) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

Column (4) includes distributions not subject to income tax.

Column (5) has been reduced by an assumed management fee of 1.50%.



# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Defined Contribution Plan Assets for Courtney Johnson

Retirement Plan Assets Initial Value 125,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Plan Assets	(2) Assumed Deposits	(3) Required Minimum Distribution	(4) Distribution from Retirement Plan Assets	(5) Year End Retirement Plan Assets	(6) After Tax Cash Flow from Retirement Plan Assets
41	80/75	1,546,232	0	67,521	67,521	1,558,487	37,137
42	81/76	1,558,487	0	70,840	70,840	1,567,906	38,962
43	82/77	1,567,906	0	73,958	73,958	1,574,546	40,677
44	83/78	1,574,546	0	77,564	77,564	1,577,744	42,660
45	84/79	1,577,744	0	80,910	80,910	1,577,588	44,501
46	85/80	1,577,588	0	84,363	84,363	1,573,784	46,400
47	86/81	1,573,784	0	87,921	87,921	1,566,025	48,357
48	87/82	1,566,025	0	91,580	91,580	1,553,991	50,369
49	88/83	1,553,991	0	95,337	95,337	1,537,348	52,435
50	89/84	1,537,348	0	99,184	99,184	1,515,753	54,551
51	90/85	1,515,753	0	102,416	102,416	1,489,587	56,329
52	91/86	1,489,587	0	105,644	105,644	1,458,607	58,104
53	92/87	1,458,607	0	108,851	108,851	1,422,575	59,868
54	93/88	1,422,575	0	112,014	112,014	1,381,266	61,608
55	94/89	1,381,266	0	115,106	115,106	1,334,469	63,308
			200,526	1,665,895	1,665,895		916,243

Columns (1) and (2) include only deductible contributions.

Column (3) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

Column (4) includes distributions not subject to income tax.

Column (5) has been reduced by an assumed management fee of 1.50%.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Taxable Account\*

		Taxable Assets Initial Value 200,000	Taxable Yield 4.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	
Year	M/F Ages	(1) Beginning of Year Balance in Account	(2) Net After Tax Account Withdrawal	(3) Balance in Account to Accrue	(4) After Tax Interest Earned	(5) Year End After Tax Value of Account
1	40/35	200,000	40,000	160,000	3,520	163,520
2	41/36	163,520	40,000	123,520	2,717	126,237
3	42/37	126,237	40,000	86,237	1,897	88,134
4	43/38	88,134	40,000	48,134	1,059	49,193
5	44/39	49,193	40,000	9,193	202	9,395
6	45/40	9,395	0	9,395	207	9,602
7	46/41	9,602	0	9,602	211	9,813
8	47/42	9,813	0	9,813	216	10,029
9	48/43	10,029	0	10,029	221	10,250
10	49/44	10,250	0	10,250	226	10,476
11	50/45	10,476	0	10,476	230	10,706
12	51/46	10,706	0	10,706	236	10,942
13	52/47	10,942	0	10,942	241	11,183
14	53/48	11,183	0	11,183	246	11,429
15	54/49	11,429	0	11,429	251	11,680
16	55/50	11,680	0	11,680	257	11,937
17	56/51	11,937	0	11,937	263	12,200
18	57/52	12,200	0	12,200	268	12,468
19	58/53	12,468	0	12,468	274	12,742
20	59/54	12,742	0	12,742	280	13,022
21	60/55	13,022	0	13,022	286	13,308
22	61/56	13,308	0	13,308	293	13,601
23	62/57	13,601	0	13,601	299	13,900
24	63/58	13,900	0	13,900	306	14,206
25	64/59	14,206	0	14,206	313	14,519
26	65/60	14,519	14,519	0	0	0
27	66/61	0	0	0	0	0
28	67/62	0	0	0	0	0
29	68/63	0	0	0	0	0
30	69/64	0	0	0	0	0
31	70/65	0	0	0	0	0
32	71/66	0	0	0	0	0
33	72/67	0	0	0	0	0
34	73/68	0	0	0	0	0
35	74/69	0	0	0	0	0
36	75/70	0	0	0	0	0
37	76/71	0	0	0	0	0
38	77/72	0	0	0	0	0
39	78/73	0	0	0	0	0
40	79/74	0	0	0	0	0
			214,519		14,519	

\*Assumes yield is subject to income tax.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Taxable Account\*

		Taxable Assets Initial Value 200,000	Taxable Yield 4.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%		
Year	M/F Ages	(1) Beginning of Year Balance in Account	(2) Net After Tax Account Withdrawal	(3) Balance in Account to Accrue	(4) After Tax Interest Earned	(5) Year End After Tax Value of Account	
41	80/75	0	0	0	0	0	0
42	81/76	0	0	0	0	0	0
43	82/77	0	0	0	0	0	0
44	83/78	0	0	0	0	0	0
45	84/79	0	0	0	0	0	0
46	85/80	0	0	0	0	0	0
47	86/81	0	0	0	0	0	0
48	87/82	0	0	0	0	0	0
49	88/83	0	0	0	0	0	0
50	89/84	0	0	0	0	0	0
51	90/85	0	0	0	0	0	0
52	91/86	0	0	0	0	0	0
53	92/87	0	0	0	0	0	0
54	93/88	0	0	0	0	0	0
55	94/89	0	0	0	0	0	0

214,519

14,519

\*Assumes yield is subject to income tax.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Equity Assets

		Initial Cost Basis 575,000	Growth 7.00%	Dividend 2.00%	Dividend Tax Rate 30.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	Composite Capital Gains Tax Rate* 33.75%	Turnover Assumption 40.00%			
Year	M/F Ages	(1) Beginning of Year Value of Asset	(2)** Fund Deposits	(3) Sale of Equities	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Year End Value of Assets Before Turnover	(7)*** Net Year End Value of Assets After Turnover	(8) After Tax Dividend Cash Flow	(9) After Tax Equity Sales Cash Flow	(10) Combined After Tax Cash Flow	
1	40/35	800,000	25,000	0	57,750	11,550	894,300	843,287	0	0	0	
2	41/36	843,287	25,000	0	60,780	12,156	941,223	898,171	0	0	0	
3	42/37	898,171	25,000	0	64,622	12,924	1,000,717	961,572	0	0	0	
4	43/38	961,572	25,000	0	69,060	13,812	1,069,444	1,031,685	0	0	0	
5	44/39	1,031,685	25,000	0	73,968	14,794	1,145,447	1,107,489	0	0	0	
6	45/40	1,107,489	25,000	0	79,274	15,855	1,227,618	1,188,439	0	0	0	
7	46/41	1,188,439	25,000	0	84,941	16,988	1,315,368	1,274,290	0	0	0	
8	47/42	1,274,290	25,000	0	90,950	18,190	1,408,430	1,364,981	0	0	0	
9	48/43	1,364,981	25,000	0	97,299	19,460	1,506,740	1,460,572	0	0	0	
10	49/44	1,460,572	25,000	0	103,990	20,798	1,610,360	1,561,193	0	0	0	
11	50/45	1,561,193	25,000	0	111,034	22,207	1,719,434	1,667,033	0	0	0	
12	51/46	1,667,033	25,000	0	118,442	23,688	1,834,163	1,778,311	0	0	0	
13	52/47	1,778,311	25,000	0	126,232	25,246	1,954,789	1,895,278	0	0	0	
14	53/48	1,895,278	25,000	0	134,419	26,884	2,081,581	2,018,207	0	0	0	
15	54/49	2,018,207	25,000	0	143,024	28,605	2,214,836	2,147,392	0	0	0	
16	55/50	2,147,392	25,000	0	152,067	30,413	2,354,872	2,283,144	0	0	0	
17	56/51	2,283,144	25,000	0	161,570	32,314	2,502,028	2,425,793	0	0	0	
18	57/52	2,425,793	25,000	0	171,556	34,311	2,656,660	2,575,686	0	0	0	
19	58/53	2,575,686	25,000	0	182,048	36,410	2,819,144	2,733,191	0	0	0	
20	59/54	2,733,191	25,000	0	193,073	38,615	2,989,879	2,898,692	0	0	0	
21	60/55	2,898,692	0	0	202,908	40,582	3,142,182	3,046,134	0	0	0	
22	61/56	3,046,134	0	0	213,229	42,646	3,302,009	3,200,944	0	0	0	
23	62/57	3,200,944	0	0	224,066	44,813	3,469,823	3,363,541	0	0	0	
24	63/58	3,363,541	0	0	235,448	47,090	3,646,079	3,534,350	0	0	0	
25	64/59	3,534,350	0	0	247,405	49,481	3,831,236	3,713,803	0	0	0	
26	65/60	3,713,803	2,625,448	134,404	434,339	0	6,639,186	6,453,988	86,867	132,873	219,740	
27	66/61	6,453,988	0	155,449	440,898	0	6,739,437	6,542,342	88,179	153,108	241,287	
28	67/62	6,542,342	0	161,987	446,625	0	6,826,980	6,621,929	89,325	159,200	248,525	
29	68/63	6,621,929	0	168,753	451,722	0	6,904,898	6,694,307	90,344	165,637	255,981	
30	69/64	6,694,307	0	175,778	456,297	0	6,974,826	6,760,203	91,259	172,402	263,661	
31	70/65	6,760,203	0	174,044	461,031	0	7,047,190	6,829,212	92,206	170,626	262,832	
32	71/66	6,829,212	0	181,069	465,370	0	7,113,513	6,892,814	93,074	177,467	270,541	
33	72/67	6,892,814	0	188,391	469,310	0	7,173,733	6,950,769	93,861	184,615	278,476	
34	73/68	6,950,769	0	196,021	472,832	0	7,227,580	7,002,707	94,566	192,074	286,640	
35	74/69	7,002,707	0	203,979	475,911	0	7,274,639	7,048,162	95,182	199,861	295,043	
36	75/70	7,048,162	0	182,102	480,624	0	7,346,684	7,117,881	96,125	178,420	274,545	
37	76/71	7,117,881	0	188,800	485,036	0	7,414,117	7,183,165	97,007	184,980	281,987	
38	77/72	7,183,165	0	195,818	489,114	0	7,476,461	7,243,538	97,822	191,854	289,676	
39	78/73	7,243,538	0	203,050	492,834	0	7,533,322	7,298,610	98,567	198,938	297,505	
40	79/74	7,298,610	0	210,639	496,158	0	7,584,129	7,347,825	99,232	206,372	305,604	
			3,125,448	2,720,284		679,832			1,403,616	2,668,427	4,072,043	

\*The composite capital gains tax rate includes 25.00% short-term gains subject to ordinary income tax and 75.00% long-term gains subject to capital gains tax of 30.00%.

\*\*Column (2) includes proceeds from the sale of illiquid assets.  
\*\*\*Column (7) has been reduced by a 1.50% management fee.

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Equity Assets

		Initial Cost Basis 575,000	Growth 7.00%	Dividend 2.00%	Dividend Tax Rate 30.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	Composite Capital Gains Tax Rate* 33.75%	Turnover Assumption 40.00%			
Year	M/F Ages	(1) Beginning of Year Value of Asset	(2)** Fund Deposits	(3) Sale of Equities	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Year End Value of Assets Before Turnover	(7)*** Net Year End Value of Assets After Turnover	(8) After Tax Dividend Cash Flow	(9) After Tax Equity Sales Cash Flow	(10) Combined After Tax Cash Flow	
41	80/75	7,347,825	0	218,534	499,050	0	7,628,341	7,390,653	99,810	214,107	313,917	
42	81/76	7,390,653	0	226,754	501,473	0	7,665,372	7,426,526	100,295	222,160	322,455	
43	82/77	7,426,526	0	235,511	503,371	0	7,694,386	7,454,633	100,674	230,740	331,414	
44	83/78	7,454,633	0	244,438	504,714	0	7,714,909	7,474,516	100,942	239,486	340,428	
45	84/79	7,474,516	0	253,973	505,438	0	7,725,981	7,485,242	101,088	248,827	349,915	
46	85/80	7,485,242	0	264,060	505,483	0	7,726,665	7,485,904	101,097	258,710	359,807	
47	86/81	7,485,904	0	274,617	504,790	0	7,716,077	7,475,646	100,958	269,053	370,011	
48	87/82	7,475,646	0	285,671	503,298	0	7,693,273	7,453,553	100,660	279,883	380,543	
49	88/83	7,453,553	0	297,256	500,941	0	7,657,238	7,418,641	100,188	291,233	391,421	
50	89/84	7,418,641	0	309,405	497,647	0	7,606,883	7,369,855	99,529	303,136	402,665	
51	90/85	7,369,855	0	322,731	493,299	0	7,540,423	7,305,465	98,660	316,192	414,852	
52	91/86	7,305,465	0	336,764	487,809	0	7,456,510	7,224,167	97,562	329,941	427,503	
53	92/87	7,224,167	0	351,554	481,083	0	7,353,696	7,124,557	96,217	344,431	440,648	
54	93/88	7,124,557	0	367,155	473,018	0	7,230,420	7,005,122	94,604	359,716	454,320	
55	94/89	7,005,122	0	383,858	463,488	0	7,084,752	6,863,992	92,697	376,081	468,778	
			3,125,448	7,092,565		679,832			2,888,597	6,952,123	9,840,720	

\*The composite capital gains tax rate includes 25.00% short-term gains subject to ordinary income tax and 75.00% long-term gains subject to capital gains tax of 30.00%.

\*\*Column (2) includes proceeds from the sale of illiquid assets.  
\*\*\*Column (7) has been reduced by a 1.50% management fee.

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Equity Assets - Portfolio Turnover

	Initial Value of Equity Account 800,000	Growth 7.00%	Dividend 2.00%	Dividend Tax Rate 30.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	Composite Capital Gains Tax Rate* 33.75%	Turnover Assumption 40.00%			
Yr	(1) Beginning of Year Cost Basis	(2) Fund Deposits	(3) Sale of Equities to Fund Needs	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Asset Value Before Turnover	(7) Adjusted Cost Basis	(8) Sale of Equities Caused by Turnover	(9) Cost Basis Used by Turnover	(10) After Tax Reinvested Turnover	(11)** Net Year End Value of Asset After Turnover
1	575,000	25,000	0	57,750	11,550	894,300	611,550	357,720	244,620	319,549	843,287
2	686,479	25,000	0	60,780	12,156	941,223	723,635	376,489	289,454	347,115	898,171
3	781,296	25,000	0	64,622	12,924	1,000,717	819,219	400,287	327,688	375,785	961,572
4	867,316	25,000	0	69,060	13,812	1,069,444	906,128	427,778	362,451	405,730	1,031,685
5	949,407	25,000	0	73,968	14,794	1,145,447	989,201	458,179	395,680	437,086	1,107,489
6	1,030,606	25,000	0	79,274	15,855	1,227,618	1,071,461	491,047	428,584	469,966	1,188,439
7	1,112,843	25,000	0	84,941	16,988	1,315,368	1,154,830	526,147	461,932	504,475	1,274,290
8	1,197,373	25,000	0	90,950	18,190	1,408,430	1,240,563	563,372	496,225	540,710	1,364,981
9	1,285,048	25,000	0	97,299	19,460	1,506,740	1,329,508	602,696	531,803	578,770	1,460,572
10	1,376,474	25,000	0	103,990	20,798	1,610,360	1,422,273	644,144	568,909	618,752	1,561,193
11	1,472,116	25,000	0	111,034	22,207	1,719,434	1,519,322	687,774	607,729	660,759	1,667,033
12	1,572,352	25,000	0	118,442	23,688	1,834,163	1,621,040	733,665	648,416	704,894	1,778,311
13	1,677,518	25,000	0	126,232	25,246	1,954,789	1,727,764	781,916	691,105	751,267	1,895,278
14	1,787,925	25,000	0	134,419	26,884	2,081,581	1,839,810	832,632	735,924	799,993	2,018,207
15	1,903,879	25,000	0	143,024	28,605	2,214,836	1,957,484	885,934	782,994	851,192	2,147,392
16	2,025,682	25,000	0	152,067	30,413	2,354,872	2,081,095	941,949	832,438	904,989	2,283,144
17	2,153,646	25,000	0	161,570	32,314	2,502,028	2,210,960	1,000,811	884,384	961,517	2,425,793
18	2,288,093	25,000	0	171,556	34,311	2,656,660	2,347,405	1,062,664	938,962	1,020,914	2,575,686
19	2,429,357	25,000	0	182,048	36,410	2,819,144	2,490,767	1,127,658	996,307	1,083,327	2,733,191
20	2,577,787	25,000	0	193,073	38,615	2,989,879	2,641,402	1,195,952	1,056,561	1,148,907	2,898,692
21	2,733,748	0	0	202,908	40,582	3,142,182	2,774,330	1,256,873	1,109,732	1,207,213	3,046,134
22	2,871,811	0	0	213,229	42,646	3,302,009	2,914,457	1,320,804	1,165,783	1,268,484	3,200,944
23	3,017,158	0	0	224,066	44,813	3,469,823	3,061,971	1,387,929	1,224,789	1,332,869	3,363,541
24	3,170,052	0	0	235,448	47,090	3,646,079	3,217,142	1,458,432	1,286,857	1,400,525	3,534,350
25	3,330,810	0	0	247,405	49,481	3,831,236	3,380,291	1,532,494	1,352,117	1,471,617	3,713,803
26	3,499,792	2,625,448	134,404	434,339	0	6,639,186	5,995,373	2,655,674	2,398,149	2,568,760	6,453,988
27	6,165,984	0	155,449	440,898	0	6,739,437	6,017,472	2,695,775	2,406,989	2,598,309	6,542,342
28	6,208,792	0	161,987	446,625	0	6,826,980	6,055,064	2,730,792	2,422,026	2,626,583	6,621,929
29	6,259,622	0	168,753	451,722	0	6,904,898	6,100,101	2,761,959	2,440,041	2,653,312	6,694,307
30	6,313,373	0	175,778	456,297	0	6,974,826	6,147,597	2,789,930	2,459,039	2,678,255	6,760,203
31	6,366,813	0	174,044	461,031	0	7,047,190	6,202,897	2,818,876	2,481,159	2,704,896	6,829,212
32	6,426,635	0	181,069	465,370	0	7,113,513	6,256,240	2,845,405	2,502,496	2,729,673	6,892,814
33	6,483,417	0	188,391	469,310	0	7,173,733	6,306,216	2,869,493	2,522,486	2,752,378	6,950,769
34	6,536,108	0	196,021	472,832	0	7,227,580	6,351,781	2,891,032	2,540,712	2,772,799	7,002,707
35	6,583,867	0	203,979	475,911	0	7,274,639	6,392,089	2,909,856	2,556,835	2,790,711	7,048,162
36	6,625,964	0	182,102	480,624	0	7,346,684	6,454,771	2,938,674	2,581,908	2,818,265	7,117,881
37	6,691,128	0	188,800	485,036	0	7,414,117	6,513,648	2,965,647	2,605,459	2,844,083	7,183,165
38	6,752,272	0	195,818	489,114	0	7,476,461	6,568,200	2,990,584	2,627,280	2,867,969	7,243,538
39	6,808,889	0	203,050	492,834	0	7,533,322	6,618,024	3,013,329	2,647,209	2,889,763	7,298,610
40	6,860,577	0	210,639	496,158	0	7,584,129	6,662,580	3,033,652	2,665,032	2,909,243	7,347,825
		3,125,448	2,720,284		679,832						

\*The composite capital gains tax rate includes 25.00% short-term gains subject to ordinary income tax and 75.00% long-term gains subject to capital gains tax of 30.00%.

Column (2) includes proceeds from the sale of illiquid assets.  
\*\*Column (11) has been reduced by a 1.50% management fee.

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Equity Assets - Portfolio Turnover

	Initial Value of Equity Account 800,000	Growth 7.00%	Dividend 2.00%	Dividend Tax Rate 30.00%	Pre-Retirement Income Tax Rate 45.00%	Retirement Income Tax Rate 45.00%	Composite Capital Gains Tax Rate* 33.75%	Turnover Assumption 40.00%			
Yr	(1) Beginning of Year Cost Basis	(2) Fund Deposits	(3) Sale of Equities to Fund Needs	(4) Capital Growth	(5) After Tax Reinvested Dividends	(6) Asset Value Before Turnover	(7) Adjusted Cost Basis	(8) Sale of Equities Caused by Turnover	(9) Cost Basis Used by Turnover	(10) After Tax Reinvested Turnover	(11)** Net Year End Value of Asset After Turnover
41	6,906,791	0	218,534	499,050	0	7,628,341	6,701,373	3,051,336	2,680,549	2,926,196	7,390,653
42	6,947,020	0	226,754	501,473	0	7,665,372	6,733,877	3,066,149	2,693,551	2,940,397	7,426,526
43	6,980,723	0	235,511	503,371	0	7,694,386	6,759,350	3,077,754	2,703,740	2,951,524	7,454,633
44	7,007,134	0	244,438	504,714	0	7,714,909	6,777,370	3,085,964	2,710,948	2,959,396	7,474,516
45	7,025,818	0	253,973	505,438	0	7,725,981	6,787,091	3,090,392	2,714,836	2,963,642	7,485,242
46	7,035,897	0	264,060	505,483	0	7,726,665	6,787,689	3,090,666	2,715,075	2,963,904	7,485,904
47	7,036,517	0	274,617	504,790	0	7,716,077	6,778,386	3,086,431	2,711,354	2,959,842	7,475,646
48	7,026,874	0	285,671	503,298	0	7,693,273	6,758,352	3,077,309	2,703,341	2,951,095	7,453,553
49	7,006,106	0	297,256	500,941	0	7,657,238	6,726,695	3,062,895	2,690,678	2,937,272	7,418,641
50	6,973,289	0	309,405	497,647	0	7,606,883	6,682,458	3,042,753	2,672,983	2,917,956	7,369,855
51	6,927,430	0	322,731	493,299	0	7,540,423	6,624,074	3,016,169	2,649,629	2,892,462	7,305,465
52	6,866,906	0	336,764	487,809	0	7,456,510	6,550,358	2,982,604	2,620,143	2,860,274	7,224,167
53	6,790,489	0	351,554	481,083	0	7,353,696	6,460,039	2,941,478	2,584,016	2,820,835	7,124,557
54	6,696,858	0	367,155	473,018	0	7,230,420	6,351,744	2,892,168	2,540,698	2,773,547	7,005,122
55	6,584,593	0	383,858	463,488	0	7,084,752	6,223,779	2,833,901	2,489,512	2,717,669	6,863,992
		3,125,448	7,092,565		679,832						

\*The composite capital gains tax rate includes 25.00% short-term gains subject to ordinary income tax and 75.00% long-term gains subject to capital gains tax of 30.00%.

Column (2) includes proceeds from the sale of illiquid assets.  
\*\*Column (11) has been reduced by a 1.50% management fee.

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Illiquid Assets

Year	M/F Ages	(1) Principal Residence (5.00% Growth)	(2) Vacation Home (4.00% Growth)	(3) Personal Property (-6.00% Growth)	(4) Courtney's Travel Agency (5.00% Growth)	(5) Total Illiquid Assets
1	40/35	525,000	260,000	141,000	525,000	1,451,000
2	41/36	551,250	270,400	132,540	551,250	1,505,440
3	42/37	578,813	281,216	124,588	578,813	1,563,430
4	43/38	607,753	292,465	117,112	607,753	1,625,083
5	44/39	638,141	304,163	110,086	638,141	1,690,531
6	45/40	670,048	316,330	103,480	670,048	1,759,906
7	46/41	703,550	328,983	97,272	703,550	1,833,355
8	47/42	738,728	342,142	91,435	738,728	1,911,033
9	48/43	775,664	355,828	85,949	775,664	1,993,105
10	49/44	814,447	370,061	80,792	814,447	2,079,747
11	50/45	855,170	384,864	75,945	855,170	2,171,149
12	51/46	897,928	400,258	71,388	897,928	2,267,502
13	52/47	942,825	416,268	67,105	942,825	2,369,023
14	53/48	989,966	432,919	63,078	989,966	2,475,929
15	54/49	1,039,464	450,236	59,294	1,039,464	2,588,458
16	55/50	1,091,437	468,245	55,736	1,091,437	2,706,855
17	56/51	1,146,009	486,975	52,392	1,146,009	2,831,385
18	57/52	1,203,310	506,454	49,248	1,203,310	2,962,322
19	58/53	1,263,475	526,712	46,294	1,263,475	3,099,956
20	59/54	1,326,649	547,781	43,516	1,326,649	3,244,595
21	60/55	1,392,981	569,692	40,905	1,392,981	3,396,559
22	61/56	1,462,630	592,480	38,451	1,462,630	3,556,191
23	62/57	1,535,762	616,179	36,144	1,535,762	3,723,847
24	63/58	1,612,550	640,826	33,975	1,612,550	3,899,901
25	64/59	1,693,177	666,459	31,937	1,693,177	4,084,750
26	65/60	0	693,117	30,020	0	723,137
27	66/61	0	720,842	28,219	0	749,061
28	67/62	0	749,676	26,526	0	776,202
29	68/63	0	779,663	24,934	0	804,597
30	69/64	0	810,849	23,438	0	834,287
31	70/65	0	843,283	22,032	0	865,315
32	71/66	0	877,015	20,710	0	897,725
33	72/67	0	912,095	19,468	0	931,563
34	73/68	0	948,579	18,299	0	966,878
35	74/69	0	986,522	17,201	0	1,003,723
36	75/70	0	1,025,983	16,169	0	1,042,152
37	76/71	0	1,067,022	15,199	0	1,082,221
38	77/72	0	1,109,703	14,287	0	1,123,990
39	78/73	0	1,154,092	13,430	0	1,167,522
40	79/74	0	1,200,255	12,624	0	1,212,879

Assumed asset liquidations: Principal Residence in year 26, Courtney's Travel Agency in year 26.

Capital gains tax and illustrated outstanding loan balances, if any, are deducted from proceeds. After tax proceeds from the sale(s) appear as a deposit on the Liquid Assets Report(s).



# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Illiquid Assets

Year	M/F Ages	(1) Principal Residence (5.00% Growth)	+	(2) Vacation Home (4.00% Growth)	+	(3) Personal Property (-6.00% Growth)	+	(4) Courtney's Travel Agency (5.00% Growth)	=	(5) Total Illiquid Assets
41	80/75	0		1,248,265		11,867		0		1,260,132
42	81/76	0		1,298,196		11,155		0		1,309,351
43	82/77	0		1,350,124		10,486		0		1,360,610
44	83/78	0		1,404,129		9,856		0		1,413,985
45	84/79	0		1,460,294		9,265		0		1,469,559
46	85/80	0		1,518,706		8,709		0		1,527,415
47	86/81	0		1,579,454		8,187		0		1,587,641
48	87/82	0		1,642,632		7,695		0		1,650,327
49	88/83	0		1,708,337		7,234		0		1,715,571
50	89/84	0		1,776,671		6,800		0		1,783,471
51	90/85	0		1,847,738		6,392		0		1,854,130
52	91/86	0		1,921,647		6,008		0		1,927,655
53	92/87	0		1,998,513		5,648		0		2,004,161
54	93/88	0		2,078,454		5,309		0		2,083,763
55	94/89	0		2,161,592		4,990		0		2,166,582

Assumed asset liquidations: Principal Residence in year 26, Courtney's Travel Agency in year 26.

Capital gains tax and illustrated outstanding loan balances, if any, are deducted from proceeds. After tax proceeds from the sale(s) appear as a deposit on the Liquid Assets Report(s).

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Liabilities

Year	M/F Ages	(1) Principal Residence Loan (@ 4.00% Interest)	(2) Total Liabilities
1	40/35	338,337	338,337
2	41/36	326,198	326,198
3	42/37	313,565	313,565
4	43/38	300,417	300,417
5	44/39	286,733	286,733
6	45/40	272,492	272,492
7	46/41	257,671	257,671
8	47/42	242,246	242,246
9	48/43	226,192	226,192
10	49/44	209,485	209,485
11	50/45	192,096	192,096
12	51/46	174,000	174,000
13	52/47	155,166	155,166
14	53/48	135,564	135,564
15	54/49	115,165	115,165
16	55/50	93,934	93,934
17	56/51	71,838	71,838
18	57/52	48,841	48,841
19	58/53	24,908	24,908
20	59/54	0	0
21	60/55	0	0
22	61/56	0	0
23	62/57	0	0
24	63/58	0	0
25	64/59	0	0
26	65/60	0	0
27	66/61	0	0
28	67/62	0	0
29	68/63	0	0
30	69/64	0	0
31	70/65	0	0
32	71/66	0	0
33	72/67	0	0
34	73/68	0	0
35	74/69	0	0
36	75/70	0	0
37	76/71	0	0
38	77/72	0	0
39	78/73	0	0
40	79/74	0	0

Some/all of the cash flow required for the above loan payments may not be reflected in your Desired Spendable Cash Flow. If the loan payments are not included in the Desired Spendable Cash Flow report, they are assumed to be paid from other sources.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Liabilities

Year	M/F Ages	(1) Principal Residence Loan (@ 4.00% Interest)	(2) Total Liabilities
41	80/75	0	0
42	81/76	0	0
43	82/77	0	0
44	83/78	0	0
45	84/79	0	0
46	85/80	0	0
47	86/81	0	0
48	87/82	0	0
49	88/83	0	0
50	89/84	0	0
51	90/85	0	0
52	91/86	0	0
53	92/87	0	0
54	93/88	0	0
55	94/89	0	0

Some/all of the cash flow required for the above loan payments may not be reflected in your Desired Spendable Cash Flow. If the loan payments are not included in the Desired Spendable Cash Flow report, they are assumed to be paid from other sources.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Sell Principal Residence Cash Flow Analysis

Below is an analysis of the cash flow resulting from the sale of the principal residence in year 26.

### Year 26

1,693,177	Proceeds from sale of principal residence		1,693,177
-	250,000	Cost basis of principal residence	
<hr/>			
1,443,177	Gain from sale of principal residence		
-	500,000	Less excludable gain	
<hr/>			
943,177	Taxable gain from sale of residence		
	30.00% Capital gains tax	-	282,953
	Mortgage balance payoff of principal residence	-	0
<hr/>			
	After tax cash flow from sale of principal residence		1,410,224
<hr/>			
	Cash flow reinvested in equity account		1,410,224

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

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For: Tom Johnson & Courtney Johnson

## Courtney's Travel Agency Cash Flow Analysis

Below is an analysis of the cash flow resulting from the sale of Courtney's Travel Agency in year 26.

### Year 26

1,693,177	Proceeds from sale of Courtney's Travel Agency	1,693,177
-	100,000 Cost basis of Courtney's Travel Agency	
<hr/>		
1,593,177	Taxable gain from sale of Courtney's Travel Agency	
	30.00% Capital gains tax	- 477,953
<hr/>		
	After tax cash flow from sale of Courtney's Travel Agency	1,215,224
<hr/>		
	Cash flow reinvested in equity account	1,215,224
<hr/>		
	Total cash flow reinvested:	1,215,224

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Hypothetical Net Worth (After Providing Required Cash Flow)

Year	M/F Ages	(1) Year End Net Equity of Illiquid Assets	(2) Year End Value of Life Insurance Assets	(3) Year End Value of Retirement Plan Assets	(4) Year End Value of Taxable Assets	(5) Year End Value of Equity Assets	(6) Year End Hypothetical Net Worth
1	40/35	1,112,663	10,530	232,396	163,520	843,287	2,362,396
2	41/36	1,179,242	51,233	250,904	126,237	898,171	2,505,787
3	42/37	1,249,865	94,481	270,591	88,134	961,572	2,664,643
4	43/38	1,324,666	140,452	291,524	49,193	1,031,685	2,837,520
5	44/39	1,403,798	189,299	313,775	9,395	1,107,489	3,023,756
6	45/40	1,487,414	200,781	337,423	9,602	1,188,439	3,223,659
7	46/41	1,575,684	212,988	362,548	9,813	1,274,290	3,435,323
8	47/42	1,668,787	225,995	389,236	10,029	1,364,981	3,659,028
9	48/43	1,766,913	239,911	417,579	10,250	1,460,572	3,895,225
10	49/44	1,870,262	254,776	447,670	10,476	1,561,193	4,144,377
11	50/45	1,979,053	275,715	479,613	10,706	1,667,033	4,412,120
12	51/46	2,093,502	295,444	513,512	10,942	1,778,311	4,691,711
13	52/47	2,213,857	316,570	549,481	11,183	1,895,278	4,986,369
14	53/48	2,340,365	339,176	587,638	11,429	2,018,207	5,296,815
15	54/49	2,473,293	363,362	628,109	11,680	2,147,392	5,623,836
16	55/50	2,612,921	389,204	671,027	11,937	2,283,144	5,968,233
17	56/51	2,759,547	416,839	716,531	12,200	2,425,793	6,330,910
18	57/52	2,913,481	446,392	764,770	12,468	2,575,686	6,712,797
19	58/53	3,075,048	478,001	815,898	12,742	2,733,191	7,114,880
20	59/54	3,244,595	511,813	870,080	13,022	2,898,692	7,538,202
21	60/55	3,396,559	547,963	927,491	13,308	3,046,134	7,931,455
22	61/56	3,556,191	586,587	988,313	13,601	3,200,944	8,345,636
23	62/57	3,723,847	627,804	1,052,740	13,900	3,363,541	8,781,832
24	63/58	3,899,901	671,752	1,120,976	14,206	3,534,350	9,241,185
25	64/59	4,084,750	718,565	1,193,235	14,519	3,713,803	9,724,872
26	65/60	723,137	771,194	1,257,610	0	6,453,988	9,205,929
27	66/61	749,061	827,869	1,325,458	0	6,542,342	9,444,730
28	67/62	776,202	888,984	1,396,966	0	6,621,929	9,684,081
29	68/63	804,597	954,984	1,472,333	0	6,694,307	9,926,221
30	69/64	834,287	1,025,955	1,551,765	0	6,760,203	10,172,210
31	70/65	865,315	1,102,271	1,618,736	0	6,829,212	10,415,534
32	71/66	897,725	1,184,459	1,688,484	0	6,892,814	10,663,482
33	72/67	931,563	1,273,030	1,761,119	0	6,950,769	10,916,481
34	73/68	966,878	1,368,542	1,836,755	0	7,002,707	11,174,882
35	74/69	1,003,723	1,471,623	1,915,512	0	7,048,162	11,439,020
36	75/70	1,042,152	1,582,771	1,941,669	0	7,117,881	11,684,473
37	76/71	1,082,221	1,702,163	1,965,398	0	7,183,165	11,932,947
38	77/72	1,123,990	1,830,380	1,986,499	0	7,243,538	12,184,407
39	78/73	1,167,522	1,968,067	2,004,539	0	7,298,610	12,438,738
40	79/74	1,212,879	2,115,884	2,019,295	0	7,347,825	12,695,883

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Strategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Hypothetical Net Worth (After Providing Required Cash Flow)

Year	M/F Ages	(1) Year End Net Equity of Illiquid Assets	(2) Year End Value of Life Insurance Assets	(3) Year End Value of Retirement Plan Assets	(4) Year End Value of Taxable Assets	(5) Year End Value of Equity Assets	(6) Year End Hypothetical Net Worth
41	80/75	1,260,132	2,274,509	2,030,410	0	7,390,653	12,955,704
42	81/76	1,309,351	2,444,658	2,037,503	0	7,426,526	13,218,038
43	82/77	1,360,610	2,627,020	2,040,534	0	7,454,633	13,482,797
44	83/78	1,413,985	2,822,367	2,038,742	0	7,474,516	13,749,610
45	84/79	1,469,559	3,031,481	2,032,110	0	7,485,242	14,018,392
46	85/80	1,527,415	3,255,090	2,020,460	0	7,485,904	14,288,869
47	86/81	1,587,641	3,493,933	2,003,411	0	7,475,646	14,560,631
48	87/82	1,650,327	3,748,723	1,980,572	0	7,453,553	14,833,175
49	88/83	1,715,571	4,020,112	1,951,542	0	7,418,641	15,105,866
50	89/84	1,783,471	4,308,895	1,915,915	0	7,369,855	15,378,136
51	90/85	1,854,130	4,615,458	1,874,342	0	7,305,465	15,649,395
52	91/86	1,927,655	4,945,546	1,826,573	0	7,224,167	15,923,941
53	92/87	2,004,161	5,302,379	1,772,372	0	7,124,557	16,203,469
54	93/88	2,083,763	5,689,943	1,711,532	0	7,005,122	16,490,360
55	94/89	2,166,582	6,112,932	1,644,302	0	6,863,992	16,787,808

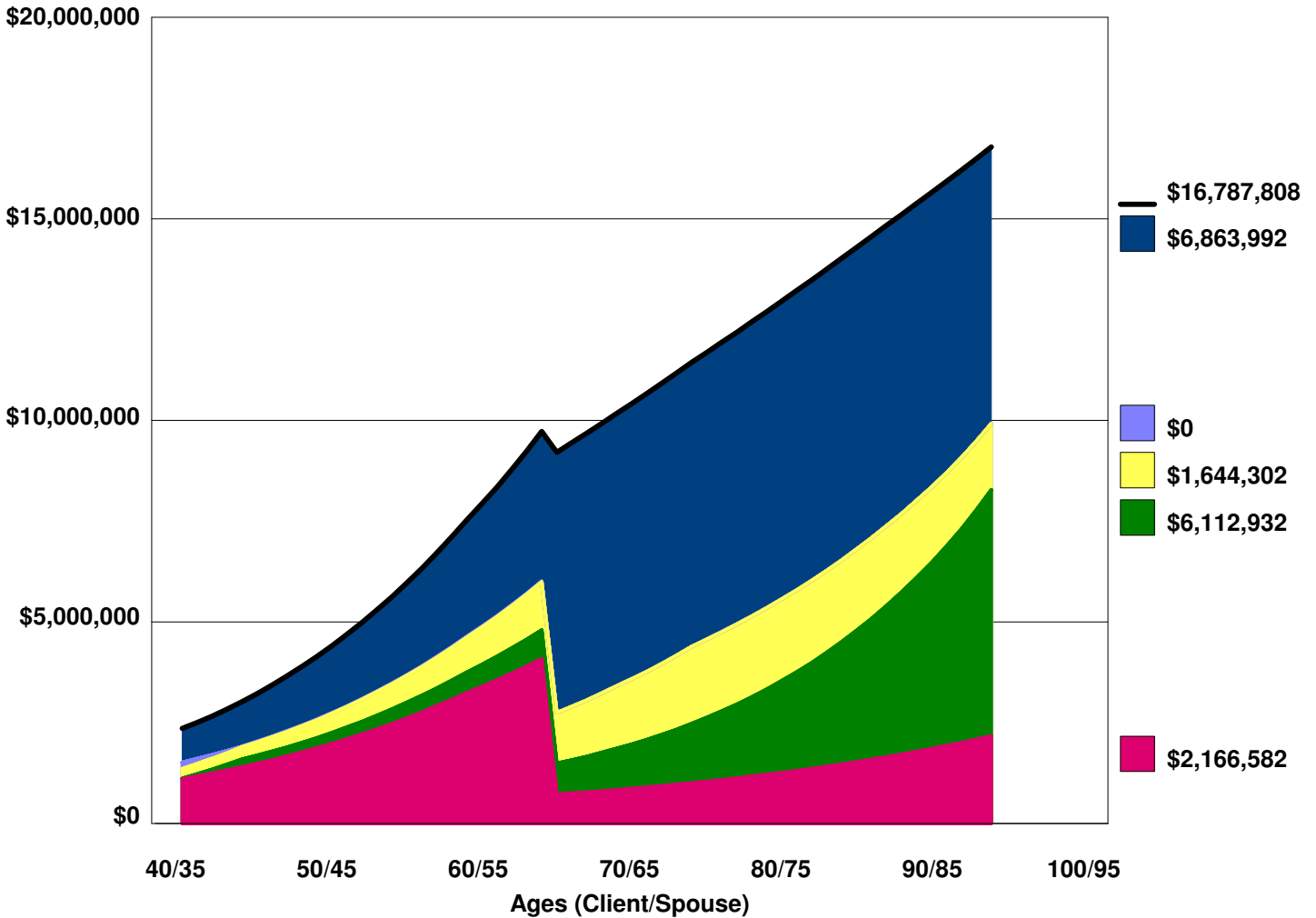
Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Hypothetical Net Worth (After Providing Required Cash Flow) 55 Year Analysis



<u>At Year 55</u>	
Hypothetical Net Worth	— \$16,787,808
Equity Assets	■ \$6,863,992
Taxable Assets	■ \$0
Retirement Plan Assets	■ \$1,644,302
Life Insurance Cash Values	■ \$6,112,932
Net Equity of Illiquid Assets	■ \$2,166,582

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.



# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Wealth Transfer Summary (After Providing Required Cash Flow)

Year	M/F Ages	(1) Total Estate Assets*	(2) Total Transfer Taxes	(3) Net Estate to Heirs	(4) Year End Total Assets Outside the Estate	(5) Year End Wealth Transferred to Heirs	(6) Portion of Column (5) Subject to Income Tax**
1	40/35	3,391,406	0	3,391,406	0	3,391,406	232,396
2	41/36	3,532,267	0	3,532,267	0	3,532,267	250,904
3	42/37	3,688,604	0	3,688,604	0	3,688,604	270,591
4	43/38	3,858,951	0	3,858,951	0	3,858,951	291,524
5	44/39	4,042,668	0	4,042,668	0	4,042,668	313,775
6	45/40	4,240,052	0	4,240,052	0	4,240,052	337,423
7	46/41	4,449,186	0	4,449,186	0	4,449,186	362,548
8	47/42	4,670,372	0	4,670,372	0	4,670,372	389,236
9	48/43	4,904,039	0	4,904,039	0	4,904,039	417,579
10	49/44	5,150,671	0	5,150,671	0	5,150,671	447,670
11	50/45	5,415,895	0	5,415,895	0	5,415,895	479,613
12	51/46	5,695,486	0	5,695,486	0	5,695,486	513,512
13	52/47	5,990,144	0	5,990,144	0	5,990,144	549,481
14	53/48	6,300,590	0	6,300,590	0	6,300,590	587,638
15	54/49	6,627,611	0	6,627,611	0	6,627,611	628,109
16	55/50	6,972,008	0	6,972,008	0	6,972,008	671,027
17	56/51	7,334,685	0	7,334,685	0	7,334,685	716,531
18	57/52	7,716,572	0	7,716,572	0	7,716,572	764,770
19	58/53	8,118,655	0	8,118,655	0	8,118,655	815,898
20	59/54	8,541,977	0	8,541,977	0	8,541,977	870,080
21	60/55	8,935,230	0	8,935,230	0	8,935,230	927,491
22	61/56	9,349,411	0	9,349,411	0	9,349,411	988,313
23	62/57	9,785,607	0	9,785,607	0	9,785,607	1,052,740
24	63/58	10,244,960	0	10,244,960	0	10,244,960	1,120,976
25	64/59	10,728,647	0	10,728,647	0	10,728,647	1,193,235
26	65/60	9,493,893	0	9,493,893	0	9,493,893	1,257,610
27	66/61	9,676,019	0	9,676,019	0	9,676,019	1,325,458
28	67/62	9,854,255	0	9,854,255	0	9,854,255	1,396,966
29	68/63	10,088,568	0	10,088,568	0	10,088,568	1,472,333
30	69/64	10,336,363	0	10,336,363	0	10,336,363	1,551,765
31	70/65	10,580,875	0	10,580,875	0	10,580,875	1,618,736
32	71/66	10,817,462	0	10,817,462	0	10,817,462	1,688,484
33	72/67	11,056,514	0	11,056,514	0	11,056,514	1,761,119
34	73/68	11,298,051	0	11,298,051	0	11,298,051	1,836,755
35	74/69	11,542,033	0	11,542,033	0	11,542,033	1,915,512
36	75/70	11,763,611	0	11,763,611	0	11,763,611	1,941,669
37	76/71	12,018,055	0	12,018,055	0	12,018,055	1,965,398
38	77/72	12,275,926	0	12,275,926	0	12,275,926	1,986,499
39	78/73	12,537,141	0	12,537,141	0	12,537,141	2,004,539
40	79/74	12,801,678	0	12,801,678	0	12,801,678	2,019,295

\*Net of cash flow provided

\*\*See column (5) on the "Details of Transfer Taxation of Retirement Plan Assets".

This page may include non-guaranteed life insurance values. If so, actual results are likely to vary. This page is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

40 Year Summary

Total Estate Assets	\$ 12,801,678
Wealth Transferred to Heirs	\$ 12,801,678

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Wealth Transfer Summary (After Providing Required Cash Flow)

Year	M/F Ages	(1) Total Estate Assets*	(2) Total Transfer Taxes	(3) Net Estate to Heirs	(4) Year End Total Assets Outside the Estate	(5) Year End Wealth Transferred to Heirs	(6) Portion of Column (5) Subject to Income Tax**
41	80/75	13,069,430	0	13,069,430	0	13,069,430	2,030,410
42	81/76	13,340,271	0	13,340,271	0	13,340,271	2,037,503
43	82/77	13,614,148	0	13,614,148	0	13,614,148	2,040,534
44	83/78	13,890,729	0	13,890,729	0	13,890,729	2,038,742
45	84/79	14,169,966	0	14,169,966	0	14,169,966	2,032,110
46	85/80	14,451,623	0	14,451,623	0	14,451,623	2,020,460
47	86/81	14,735,327	0	14,735,327	0	14,735,327	2,003,411
48	87/82	15,020,612	0	15,020,612	0	15,020,612	1,980,572
49	88/83	15,306,872	0	15,306,872	0	15,306,872	1,951,542
50	89/84	15,593,580	0	15,593,580	0	15,593,580	1,915,915
51	90/85	15,880,168	0	15,880,168	0	15,880,168	1,874,342
52	91/86	16,121,763	0	16,121,763	0	16,121,763	1,826,573
53	92/87	16,362,541	0	16,362,541	0	16,362,541	1,772,372
54	93/88	16,604,159	0	16,604,159	0	16,604,159	1,711,532
55	94/89	16,848,937	0	16,848,937	0	16,848,937	1,644,302

\*Net of cash flow provided

\*\*See column (5) on the "Details of Transfer Taxation of Retirement Plan Assets".

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Summary at Life Expectancy (Year 53)

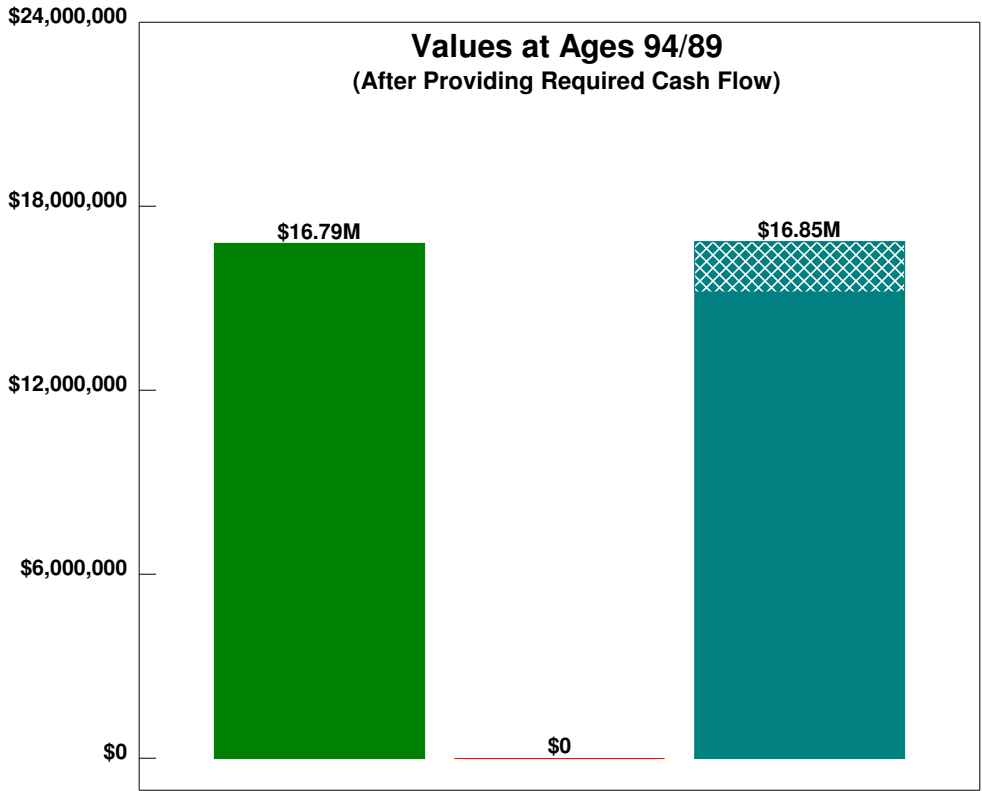
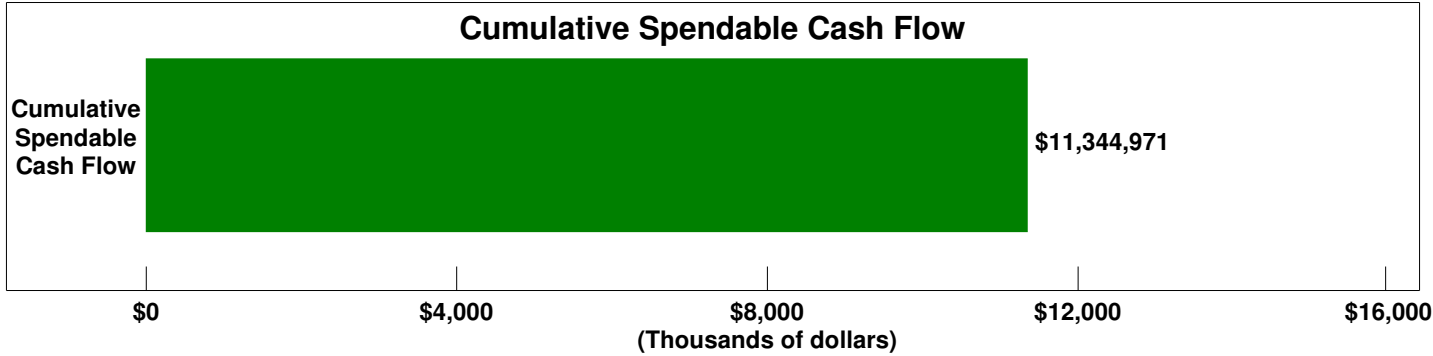
Total Estate Assets	\$ 16,362,541
Wealth Transferred to Heirs	\$ 16,362,541

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary Analysis



- Cumulative Spendable Cash Flow
- Net Worth
- Transfer Taxes
- Wealth to Heirs\*

\*Due to the illustrated results of "stretch-out" tax planning, the Heirs \$16,848,937 includes retirement plan assets of \$1,644,302 on which income tax is still due. (The \$1,644,302 is represented by the checkered section.)

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Estate Assets Details

Year	M/F Ages	(1) Liquid Assets*	+	(2) Net Illiquid Assets**	+	(3) Proposed Indexed UL Death Benefit	=	(4) Total Estate Assets
1	40/35	1,239,203		1,112,663		1,039,540		3,391,406
2	41/36	1,275,312		1,179,242		1,077,713		3,532,267
3	42/37	1,320,297		1,249,865		1,118,442		3,688,604
4	43/38	1,372,402		1,324,666		1,161,883		3,858,951
5	44/39	1,430,659		1,403,798		1,208,211		4,042,668
6	45/40	1,535,464		1,487,414		1,217,174		4,240,052
7	46/41	1,646,651		1,575,684		1,226,851		4,449,186
8	47/42	1,764,246		1,668,787		1,237,339		4,670,372
9	48/43	1,888,401		1,766,913		1,248,725		4,904,039
10	49/44	2,019,339		1,870,262		1,261,070		5,150,671
11	50/45	2,157,352		1,979,053		1,279,490		5,415,895
12	51/46	2,302,765		2,093,502		1,299,219		5,695,486
13	52/47	2,455,942		2,213,857		1,320,345		5,990,144
14	53/48	2,617,274		2,340,365		1,342,951		6,300,590
15	54/49	2,787,181		2,473,293		1,367,137		6,627,611
16	55/50	2,966,108		2,612,921		1,392,979		6,972,008
17	56/51	3,154,524		2,759,547		1,420,614		7,334,685
18	57/52	3,352,924		2,913,481		1,450,167		7,716,572
19	58/53	3,561,831		3,075,048		1,481,776		8,118,655
20	59/54	3,781,794		3,244,595		1,515,588		8,541,977
21	60/55	3,986,933		3,396,559		1,551,738		8,935,230
22	61/56	4,202,858		3,556,191		1,590,362		9,349,411
23	62/57	4,430,181		3,723,847		1,631,579		9,785,607
24	63/58	4,669,532		3,899,901		1,675,527		10,244,960
25	64/59	4,921,557		4,084,750		1,722,340		10,728,647
26	65/60	7,711,598		723,137		1,059,158		9,493,893
27	66/61	7,867,800		749,061		1,059,158		9,676,019
28	67/62	8,018,895		776,202		1,059,158		9,854,255
29	68/63	8,166,640		804,597		1,117,331		10,088,568
30	69/64	8,311,968		834,287		1,190,108		10,336,363
31	70/65	8,447,948		865,315		1,267,612		10,580,875
32	71/66	8,581,298		897,725		1,338,439		10,817,462
33	72/67	8,711,888		931,563		1,413,063		11,056,514
34	73/68	8,839,462		966,878		1,491,711		11,298,051
35	74/69	8,963,674		1,003,723		1,574,636		11,542,033
36	75/70	9,059,550		1,042,152		1,661,909		11,763,611
37	76/71	9,148,563		1,082,221		1,787,271		12,018,055
38	77/72	9,230,037		1,123,990		1,921,899		12,275,926
39	78/73	9,303,149		1,167,522		2,066,470		12,537,141
40	79/74	9,367,120		1,212,879		2,221,679		12,801,678

\*Including taxable assets, equity assets, and retirement plan assets.

\*\*Net of any liabilities.

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# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Estate Assets Details

Year	M/F Ages	(1) Liquid Assets*	+	(2) Net Illiquid Assets**	+	(3) Proposed Indexed UL Death Benefit	=	(4) Total Estate Assets
41	80/75	9,421,063		1,260,132		2,388,235		13,069,430
42	81/76	9,464,029		1,309,351		2,566,891		13,340,271
43	82/77	9,495,167		1,360,610		2,758,371		13,614,148
44	83/78	9,513,258		1,413,985		2,963,486		13,890,729
45	84/79	9,517,352		1,469,559		3,183,055		14,169,966
46	85/80	9,506,364		1,527,415		3,417,844		14,451,623
47	86/81	9,479,057		1,587,641		3,668,629		14,735,327
48	87/82	9,434,125		1,650,327		3,936,160		15,020,612
49	88/83	9,370,183		1,715,571		4,221,118		15,306,872
50	89/84	9,285,770		1,783,471		4,524,339		15,593,580
51	90/85	9,179,807		1,854,130		4,846,231		15,880,168
52	91/86	9,050,740		1,927,655		5,143,368		16,121,763
53	92/87	8,896,929		2,004,161		5,461,451		16,362,541
54	93/88	8,716,654		2,083,763		5,803,742		16,604,159
55	94/89	8,508,294		2,166,582		6,174,061		16,848,937

\*Including taxable assets, equity assets, and retirement plan assets.

\*\*Net of any liabilities.

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# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Transfer Tax Details

Year	M/F Ages	(1) Total Estate Assets	(2) Taxable Estate	(3) Remaining Available Unified Credit Equivalent*	(4) Estate Tax	(5) State Death Tax**	(6) Income Tax on Retirement Plan Assets***	(7) Total Transfer Taxes
1	40/35	3,391,406	3,391,406	10,500,000	0	0	0	0
2	41/36	3,532,267	3,532,267	10,680,000	0	0	0	0
3	42/37	3,688,604	3,688,604	10,860,000	0	0	0	0
4	43/38	3,858,951	3,858,951	10,900,000	0	0	0	0
5	44/39	4,042,668	4,042,668	11,220,000	0	0	0	0
6	45/40	4,240,052	4,240,052	11,560,000	0	0	0	0
7	46/41	4,449,186	4,449,186	11,920,000	0	0	0	0
8	47/42	4,670,372	4,670,372	12,280,000	0	0	0	0
9	48/43	4,904,039	4,904,039	12,640,000	0	0	0	0
10	49/44	5,150,671	5,150,671	13,020,000	0	0	0	0
11	50/45	5,415,895	5,415,895	13,400,000	0	0	0	0
12	51/46	5,695,486	5,695,486	13,820,000	0	0	0	0
13	52/47	5,990,144	5,990,144	14,220,000	0	0	0	0
14	53/48	6,300,590	6,300,590	14,660,000	0	0	0	0
15	54/49	6,627,611	6,627,611	15,100,000	0	0	0	0
16	55/50	6,972,008	6,972,008	15,540,000	0	0	0	0
17	56/51	7,334,685	7,334,685	16,000,000	0	0	0	0
18	57/52	7,716,572	7,716,572	16,500,000	0	0	0	0
19	58/53	8,118,655	8,118,655	16,980,000	0	0	0	0
20	59/54	8,541,977	8,541,977	17,500,000	0	0	0	0
21	60/55	8,935,230	8,935,230	18,020,000	0	0	0	0
22	61/56	9,349,411	9,349,411	18,560,000	0	0	0	0
23	62/57	9,785,607	9,785,607	19,120,000	0	0	0	0
24	63/58	10,244,960	10,244,960	19,700,000	0	0	0	0
25	64/59	10,728,647	10,728,647	20,280,000	0	0	0	0
26	65/60	9,493,893	9,493,893	20,880,000	0	0	0	0
27	66/61	9,676,019	9,676,019	21,520,000	0	0	0	0
28	67/62	9,854,255	9,854,255	22,160,000	0	0	0	0
29	68/63	10,088,568	10,088,568	22,820,000	0	0	0	0
30	69/64	10,336,363	10,336,363	23,520,000	0	0	0	0
31	70/65	10,580,875	10,580,875	24,220,000	0	0	0	0
32	71/66	10,817,462	10,817,462	24,940,000	0	0	0	0
33	72/67	11,056,514	11,056,514	25,700,000	0	0	0	0
34	73/68	11,298,051	11,298,051	26,460,000	0	0	0	0
35	74/69	11,542,033	11,542,033	27,260,000	0	0	0	0
36	75/70	11,763,611	11,763,611	28,080,000	0	0	0	0
37	76/71	12,018,055	12,018,055	28,920,000	0	0	0	0
38	77/72	12,275,926	12,275,926	29,780,000	0	0	0	0
39	78/73	12,537,141	12,537,141	30,680,000	0	0	0	0
40	79/74	12,801,678	12,801,678	31,600,000	0	0	0	0

\*Unified Credit Equivalent is indexed for inflation at 3.00%.

Column (4) assumes half the amount shown in column (3) is transferred to a credit shelter trust by the first spouse to die.

\*\*The state estate tax and/or state inheritance (collectively "death tax") illustrated is an estimate by the user and is not specifically based on the precise tax rates and/or exemptions of a particular state. Be certain to contact your legal and tax advisers for precise state death tax calculations.

\*\*\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Transfer Tax Details

Year	M/F Ages	(1) Total Estate Assets	(2) Taxable Estate	(3) Remaining Available Unified Credit Equivalent*	(4) Estate Tax	(5) State Death Tax**	(6) Income Tax on Retirement Plan Assets***	(7) Total Transfer Taxes
41	80/75	13,069,430	13,069,430	32,540,000	0	0	0	0
42	81/76	13,340,271	13,340,271	33,520,000	0	0	0	0
43	82/77	13,614,148	13,614,148	34,520,000	0	0	0	0
44	83/78	13,890,729	13,890,729	35,560,000	0	0	0	0
45	84/79	14,169,966	14,169,966	36,620,000	0	0	0	0
46	85/80	14,451,623	14,451,623	37,720,000	0	0	0	0
47	86/81	14,735,327	14,735,327	38,860,000	0	0	0	0
48	87/82	15,020,612	15,020,612	40,020,000	0	0	0	0
49	88/83	15,306,872	15,306,872	41,220,000	0	0	0	0
50	89/84	15,593,580	15,593,580	42,460,000	0	0	0	0
51	90/85	15,880,168	15,880,168	43,740,000	0	0	0	0
52	91/86	16,121,763	16,121,763	45,040,000	0	0	0	0
53	92/87	16,362,541	16,362,541	46,400,000	0	0	0	0
54	93/88	16,604,159	16,604,159	47,800,000	0	0	0	0
55	94/89	16,848,937	16,848,937	49,220,000	0	0	0	0

\*Unified Credit Equivalent is indexed for inflation at 3.00%.

Column (4) assumes half the amount shown in column (3) is transferred to a credit shelter trust by the first spouse to die.

\*\*The state estate tax and/or state inheritance (collectively "death tax") illustrated is an estimate by the user and is not specifically based on the precise tax rates and/or exemptions of a particular state. Be certain to contact your legal and tax advisers for precise state death tax calculations.

\*\*\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Transfer Taxation of Retirement Plan Assets

Tom Johnson's Retirement Plan Account			Courtney Johnson's Retirement Plan Account					
Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield	Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield			
90,000	0	7.00%	125,000	0	7.00%			
Year	M/F Ages	(1) Plan Assets in Estate	(2) Estate Tax on Plan Assets	(3) Income Tax on Plan Assets**	(4) Total Taxes Attributed to Plan Assets	(5) Heirs After Tax Plan Assets (1) - (4)	(6) Percent Loss Due to Tax	
1	40/35	232,396	0	0	0	232,396	0%	
2	41/36	250,904	0	0	0	250,904	0%	
3	42/37	270,591	0	0	0	270,591	0%	
4	43/38	291,524	0	0	0	291,524	0%	
5	44/39	313,775	0	0	0	313,775	0%	
6	45/40	337,423	0	0	0	337,423	0%	
7	46/41	362,548	0	0	0	362,548	0%	
8	47/42	389,236	0	0	0	389,236	0%	
9	48/43	417,579	0	0	0	417,579	0%	
10	49/44	447,670	0	0	0	447,670	0%	
11	50/45	479,613	0	0	0	479,613	0%	
12	51/46	513,512	0	0	0	513,512	0%	
13	52/47	549,481	0	0	0	549,481	0%	
14	53/48	587,638	0	0	0	587,638	0%	
15	54/49	628,109	0	0	0	628,109	0%	
16	55/50	671,027	0	0	0	671,027	0%	
17	56/51	716,531	0	0	0	716,531	0%	
18	57/52	764,770	0	0	0	764,770	0%	
19	58/53	815,898	0	0	0	815,898	0%	
20	59/54	870,080	0	0	0	870,080	0%	
21	60/55	927,491	0	0	0	927,491	0%	
22	61/56	988,313	0	0	0	988,313	0%	
23	62/57	1,052,740	0	0	0	1,052,740	0%	
24	63/58	1,120,976	0	0	0	1,120,976	0%	
25	64/59	1,193,235	0	0	0	1,193,235	0%	
26	65/60	1,257,610	0	0	0	1,257,610	0%	
27	66/61	1,325,458	0	0	0	1,325,458	0%	
28	67/62	1,396,966	0	0	0	1,396,966	0%	
29	68/63	1,472,333	0	0	0	1,472,333	0%	
30	69/64	1,551,765	0	0	0	1,551,765	0%	
31	70/65	1,618,736	0	0	0	1,618,736	0%	
32	71/66	1,688,484	0	0	0	1,688,484	0%	
33	72/67	1,761,119	0	0	0	1,761,119	0%	
34	73/68	1,836,755	0	0	0	1,836,755	0%	
35	74/69	1,915,512	0	0	0	1,915,512	0%	
36	75/70	1,941,669	0	0	0	1,941,669	0%	
37	76/71	1,965,398	0	0	0	1,965,398	0%	
38	77/72	1,986,499	0	0	0	1,986,499	0%	
39	78/73	2,004,539	0	0	0	2,004,539	0%	
40	79/74	2,019,295	0	0	0	2,019,295	0%	

\*\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred. Be certain to confirm the availability of this technique with your legal and tax advisers.



# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Summary of Transfer Taxation of Retirement Plan Plan Assets

Tom Johnson's Retirement Plan Account			Courtney Johnson's Retirement Plan Account				
Plan Assets	Plan Assets	Plan Assets	Plan Assets	Plan Assets	Plan Assets		
Initial Value	Cost Basis	Yield	Initial Value	Cost Basis	Yield		
90,000	0	7.00%	125,000	0	7.00%		
Year	M/F Ages	(1) Plan Assets in Estate	(2) Estate Tax on Plan Assets	(3) Income Tax on Plan Assets**	(4) Total Taxes Attributed to Plan Assets	(5) Heirs After Tax Plan Assets (1) - (4)	(6) Percent Loss Due to Tax
41	80/75	2,030,410	0	0	0	2,030,410	0%
42	81/76	2,037,503	0	0	0	2,037,503	0%
43	82/77	2,040,534	0	0	0	2,040,534	0%
44	83/78	2,038,742	0	0	0	2,038,742	0%
45	84/79	2,032,110	0	0	0	2,032,110	0%
46	85/80	2,020,460	0	0	0	2,020,460	0%
47	86/81	2,003,411	0	0	0	2,003,411	0%
48	87/82	1,980,572	0	0	0	1,980,572	0%
49	88/83	1,951,542	0	0	0	1,951,542	0%
50	89/84	1,915,915	0	0	0	1,915,915	0%
51	90/85	1,874,342	0	0	0	1,874,342	0%
52	91/86	1,826,573	0	0	0	1,826,573	0%
53	92/87	1,772,372	0	0	0	1,772,372	0%
54	93/88	1,711,532	0	0	0	1,711,532	0%
55	94/89	1,644,302	0	0	0	1,644,302	0%

\*\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred. Be certain to confirm the availability of this technique with your legal and tax advisers.

# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Transfer Taxation of Retirement Plan Plan Assets

		Tom Johnson's Retirement Plan Account			Courtney Johnson's Retirement Plan Account					
		Plan Assets Initial Value 90,000	Plan Assets Cost Basis 0	Plan Assets Yield 7.00%	Plan Assets Initial Value 125,000	Plan Assets Cost Basis 0	Plan Assets Yield 7.00%			
Year	M/F Ages	(1) Plan Assets in Estate	(2) Federal Estate Tax on Plan Assets*	(3) Unrealized Gain in Plan Assets	(4) Federal Estate Tax Attributable to Gain*	(5) Portion of Gain Subject to Income Tax (3) - (4)	(6) Income Tax on Gain*	(7) State Death Tax Attributable to Plan Assets**	(8) Total Taxes Attributed to Plan Assets (2)+(6)+(7)	(9) Heirs' After Tax Plan Assets (1) - (8)
1	40/35	232,396	0	232,396	0	232,396	0	0	0	232,396
2	41/36	250,904	0	250,904	0	250,904	0	0	0	250,904
3	42/37	270,591	0	270,591	0	270,591	0	0	0	270,591
4	43/38	291,524	0	291,524	0	291,524	0	0	0	291,524
5	44/39	313,775	0	313,775	0	313,775	0	0	0	313,775
6	45/40	337,423	0	337,423	0	337,423	0	0	0	337,423
7	46/41	362,548	0	362,548	0	362,548	0	0	0	362,548
8	47/42	389,236	0	389,236	0	389,236	0	0	0	389,236
9	48/43	417,579	0	417,579	0	417,579	0	0	0	417,579
10	49/44	447,670	0	447,670	0	447,670	0	0	0	447,670
11	50/45	479,613	0	479,613	0	479,613	0	0	0	479,613
12	51/46	513,512	0	513,512	0	513,512	0	0	0	513,512
13	52/47	549,481	0	549,481	0	549,481	0	0	0	549,481
14	53/48	587,638	0	587,638	0	587,638	0	0	0	587,638
15	54/49	628,109	0	628,109	0	628,109	0	0	0	628,109
16	55/50	671,027	0	671,027	0	671,027	0	0	0	671,027
17	56/51	716,531	0	716,531	0	716,531	0	0	0	716,531
18	57/52	764,770	0	764,770	0	764,770	0	0	0	764,770
19	58/53	815,898	0	815,898	0	815,898	0	0	0	815,898
20	59/54	870,080	0	870,080	0	870,080	0	0	0	870,080
21	60/55	927,491	0	927,491	0	927,491	0	0	0	927,491
22	61/56	988,313	0	988,313	0	988,313	0	0	0	988,313
23	62/57	1,052,740	0	1,052,740	0	1,052,740	0	0	0	1,052,740
24	63/58	1,120,976	0	1,120,976	0	1,120,976	0	0	0	1,120,976
25	64/59	1,193,235	0	1,193,235	0	1,193,235	0	0	0	1,193,235
26	65/60	1,257,610	0	1,257,610	0	1,257,610	0	0	0	1,257,610
27	66/61	1,325,458	0	1,325,458	0	1,325,458	0	0	0	1,325,458
28	67/62	1,396,966	0	1,396,966	0	1,396,966	0	0	0	1,396,966
29	68/63	1,472,333	0	1,472,333	0	1,472,333	0	0	0	1,472,333
30	69/64	1,551,765	0	1,551,765	0	1,551,765	0	0	0	1,551,765
31	70/65	1,618,736	0	1,618,736	0	1,618,736	0	0	0	1,618,736
32	71/66	1,688,484	0	1,688,484	0	1,688,484	0	0	0	1,688,484
33	72/67	1,761,119	0	1,761,119	0	1,761,119	0	0	0	1,761,119
34	73/68	1,836,755	0	1,836,755	0	1,836,755	0	0	0	1,836,755
35	74/69	1,915,512	0	1,915,512	0	1,915,512	0	0	0	1,915,512
36	75/70	1,941,669	0	1,941,669	0	1,941,669	0	0	0	1,941,669
37	76/71	1,965,398	0	1,965,398	0	1,965,398	0	0	0	1,965,398
38	77/72	1,986,499	0	1,986,499	0	1,986,499	0	0	0	1,986,499
39	78/73	2,004,539	0	2,004,539	0	2,004,539	0	0	0	2,004,539
40	79/74	2,019,295	0	2,019,295	0	2,019,295	0	0	0	2,019,295

\*Calculations assume that the retirement plan assets qualify for use of a "stretch-out" strategy in which the heirs' income tax on inherited retirement plan assets is not paid upon the death of the retiree, i.e., the income tax continues to be deferred. Be certain to confirm the availability of this technique with your legal and tax advisers.

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# Sreategy 3: Retirement Plan Including IUL + More Cash Flow

Presented By: [Licensed user's name appears here]

For: Tom Johnson & Courtney Johnson

## Details of Transfer Taxation of Retirement Plan Plan Assets

Tom Johnson's Retirement Plan Account			Courtney Johnson's Retirement Plan Account		
Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield	Plan Assets Initial Value	Plan Assets Cost Basis	Plan Assets Yield
90,000	0	7.00%	125,000	0	7.00%

Year	M/F Ages	(1) Plan Assets in Estate	(2) Federal Estate Tax on Plan Assets*	(3) Unrealized Gain in Plan Assets	(4) Federal Estate Tax Attributable to Gain*	(5) Portion of Gain Subject to Income Tax (3) - (4)	(6) Income Tax on Gain*	(7) State Death Tax Attributable to Plan Assets**	(8) Total Taxes Attributed to Plan Assets (2)+(6)+(7)	(9) Heirs' After Tax Plan Assets (1) - (8)
41	80/75	2,030,410	0	2,030,410	0	2,030,410	0	0	0	2,030,410
42	81/76	2,037,503	0	2,037,503	0	2,037,503	0	0	0	2,037,503
43	82/77	2,040,534	0	2,040,534	0	2,040,534	0	0	0	2,040,534
44	83/78	2,038,742	0	2,038,742	0	2,038,742	0	0	0	2,038,742
45	84/79	2,032,110	0	2,032,110	0	2,032,110	0	0	0	2,032,110
46	85/80	2,020,460	0	2,020,460	0	2,020,460	0	0	0	2,020,460
47	86/81	2,003,411	0	2,003,411	0	2,003,411	0	0	0	2,003,411
48	87/82	1,980,572	0	1,980,572	0	1,980,572	0	0	0	1,980,572
49	88/83	1,951,542	0	1,951,542	0	1,951,542	0	0	0	1,951,542
50	89/84	1,915,915	0	1,915,915	0	1,915,915	0	0	0	1,915,915
51	90/85	1,874,342	0	1,874,342	0	1,874,342	0	0	0	1,874,342
52	91/86	1,826,573	0	1,826,573	0	1,826,573	0	0	0	1,826,573
53	92/87	1,772,372	0	1,772,372	0	1,772,372	0	0	0	1,772,372
54	93/88	1,711,532	0	1,711,532	0	1,711,532	0	0	0	1,711,532
55	94/89	1,644,302	0	1,644,302	0	1,644,302	0	0	0	1,644,302

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