



Below is a view of the Workbook Main Window in the InsMark Illustration System used for Blog #195.

InsMark Illustration System

Client Workbook Edit Tools Options Help Agent List

Workbook Main Window

Proposals for the workbook: Blog #195 (Perm vs. Term)

Proposal Description	Sales Concept	Policy Data (if applicable)			
		Policy Notation	Initial Premium	Death Benefit	Name of Product
1. IUL vs. Term & Equity Account	Permanent vs. Term	Blog #195 (Perm vs. Term)	\$30,000	\$650,000	Indexed UL
2. IUL vs. Term & Solo 401(k)	Permanent vs. Term	Blog #195 (401(k) and Term)	\$30,000	\$650,000	Indexed UL

Proposal: New... Copy Edit Delete Preview Print... Source Data Review

Proposal 1 - IUL vs. Term & Equity Account: The Investment Details tab is key to the comparison of IUL to the equity account portion of the analysis. Make sure you enter data that your client believes is reasonable. Below is an image of how I filled out this tab for Proposal 1:

Client Workbook Edit Tools Options Help Agent List

Basic Data Investment Details Term Insurance Details Term Rates Term Death Benefit Report Selections

Investment selection
 Selection: An Equity Account Short name: Equity Account This box reflects the space on your report.
 Growth: 7.00 % Schedule... growth 2 letter graph legend: EQ Equity Account

Taxation of customized investment
 Tax type:
 Taxable
 Tax exempt
 Tax deferred Non Ded. IRA
 Equity account
 Tax Deductible Retirement Plan (TDRP)

Investment fees
 Sales charge: 0.00 %
 Management fee: 0.7500 %
 Guarantee of principal fee: 0.00 % (In the event of death)
 Annual administrative fee: \$0

Tax deferred or TDRP data
 Guaranteed Withdrawal Benefits
 Premature distribution tax: 10.00 %
 Surrender charges Schedule
 Apply surrender charges on distributions

Equity account data
 Dividends
 Percent of current value paid out annually as dividend: 2.00 % Dividend tax rate: 25.00 %
 Use a 2nd rate: 50.00 % Starting at age: 75

Capital gains data
 Capital gains tax rate: 25.00 % Portion of capital gains that is long term: 60.00 %
 Use a 2nd rate: 50.00 % Starting at age: 65

Portfolio turnover
 Portfolio turnover rate: 25.00 % Sales charge on reinvested turnover: 0.00 %
 Use a 2nd rate: 10.00 % Starting at age: 66

The entries on the three, term insurance tabs are straightforward.

Note the Comparison of Plan Costs prompt on the Basic Data tab: If you are illustrating whole life, internal charges may not be available to you as they are with IUL.

Proposal 2 - IUL vs. Term & Solo 401(k): Like Proposal 1, the Investment Details tab is key to the comparison of IUL to the Solo 401(k). Make sure you enter data that your client believes is reasonable. Below is an image of how I filled out this tab for Proposal 2:

Solo 401(k) is not one of the default investment options, so I had to customize it by selecting “Customize” from the selections on the drop-down menu (see the red arrow above). I also had to designate its tax structure (see the red circle above by Tax Deductible Retirement Plan (TDRP)). I used a management fee of 1.25%, 50 basis points higher than the equity account (see the red rectangle around the management fee selection).

The entries on the three, term insurance tabs are straightforward.

Note the Comparison of Plan Costs prompt on the Basic Data tab: If you are illustrating whole life, internal charges may not be available to you as they are with IUL.

Importing Basic Illustration Data: The source of the illustration data is 1) via a link from the life insurance company whose basic illustration software you are using, or 2) from a Winflex connection that has links with InsMark, or 3) from your hand-entering data in InsMark’s Source Data Storage. The first two are the most reliable because the source of the data is the insurance company’s basic illustration.

There are, however, three ways to hand-enter illustration data:

- 1) You enter pertinent data along with year by year numerical values in the arrays in InsMark’s Source Data Storage. This procedure is simple to do for most of the prompts, although entering several years of cash values and increasing death benefits can be tedious (unless you have staff who can do it for you).

Caution: Be very careful when you hand-enter data. Mistakes are easy to make, and you should have a second set of eyes evaluating your results.

- 2) Another way to do it is to print a pdf of non-guaranteed values from the basic illustration, convert that pdf to an Excel file ([PDF Converter Elite](#) can do this), and copy the columns of premiums, withdrawals, loans, cash values, and death benefits from Excel into the arrays in InsMark’s Source Data Storage.
- 3) InsMark has a video tutorial of a third way to do it using the Acrobat Reader. [Click here](#) to view that video.

Important Note #1: The hypothetical life insurance illustrations and alternative investments referred to in this report assume the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. Actual illustrations of life insurance are not valid unless accompanied by a basic illustration from the issuing life insurance company.

Important Note #2: The information in this report is for educational purposes only. In all cases, the approval of a client's legal and tax advisers must be secured regarding the implementation or modification of any planning technique as well as the applicability and consequences of new cases, rulings, or legislation upon existing or impending plans.

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