

Preface

A decision to acquire additional life insurance can represent one of several significant phases in your overall financial planning.

An important part of this decision involves the comparison of the life insurance policy to alternative investment possibilities.

To help you make an informed decision about acquiring the policy, the accompanying presentation shows financial data regarding life insurance compared to these alternatives:

- Any Taxable Investment;
- Tax Deferred Account;
- Annuity.

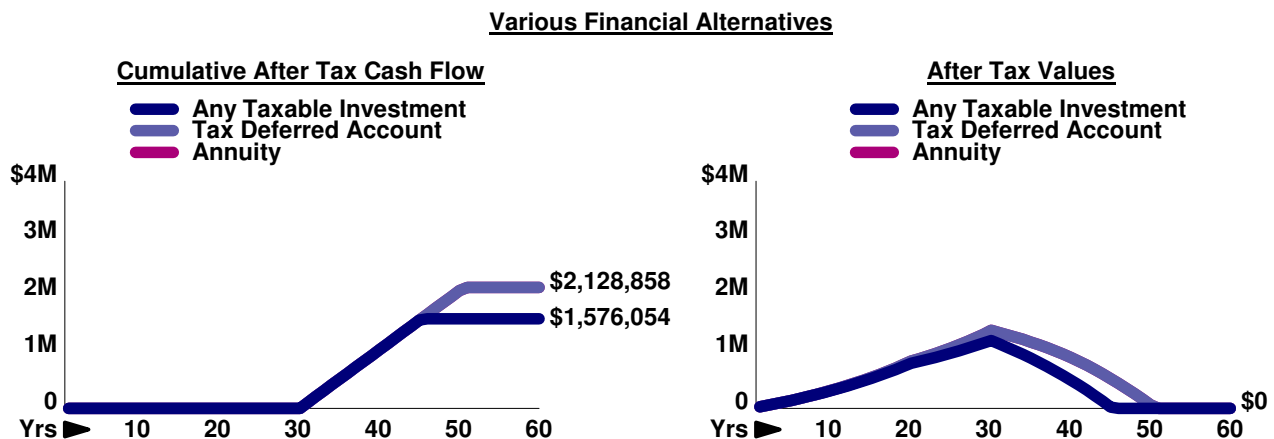
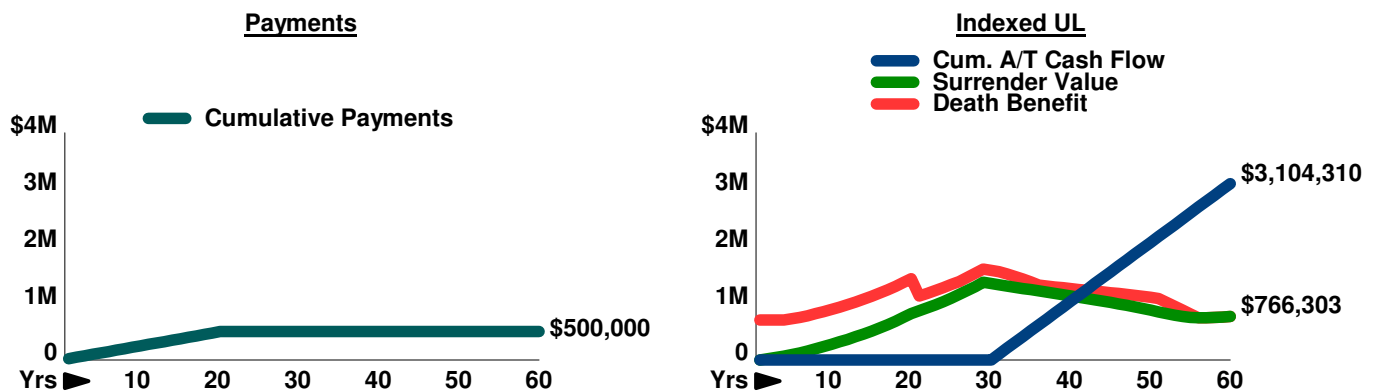
The study offers information from which you and your advisers can draw informed conclusions about the suitability of either plan.

Following are major features of the life insurance policy for you to consider as part of your overall

assessment:

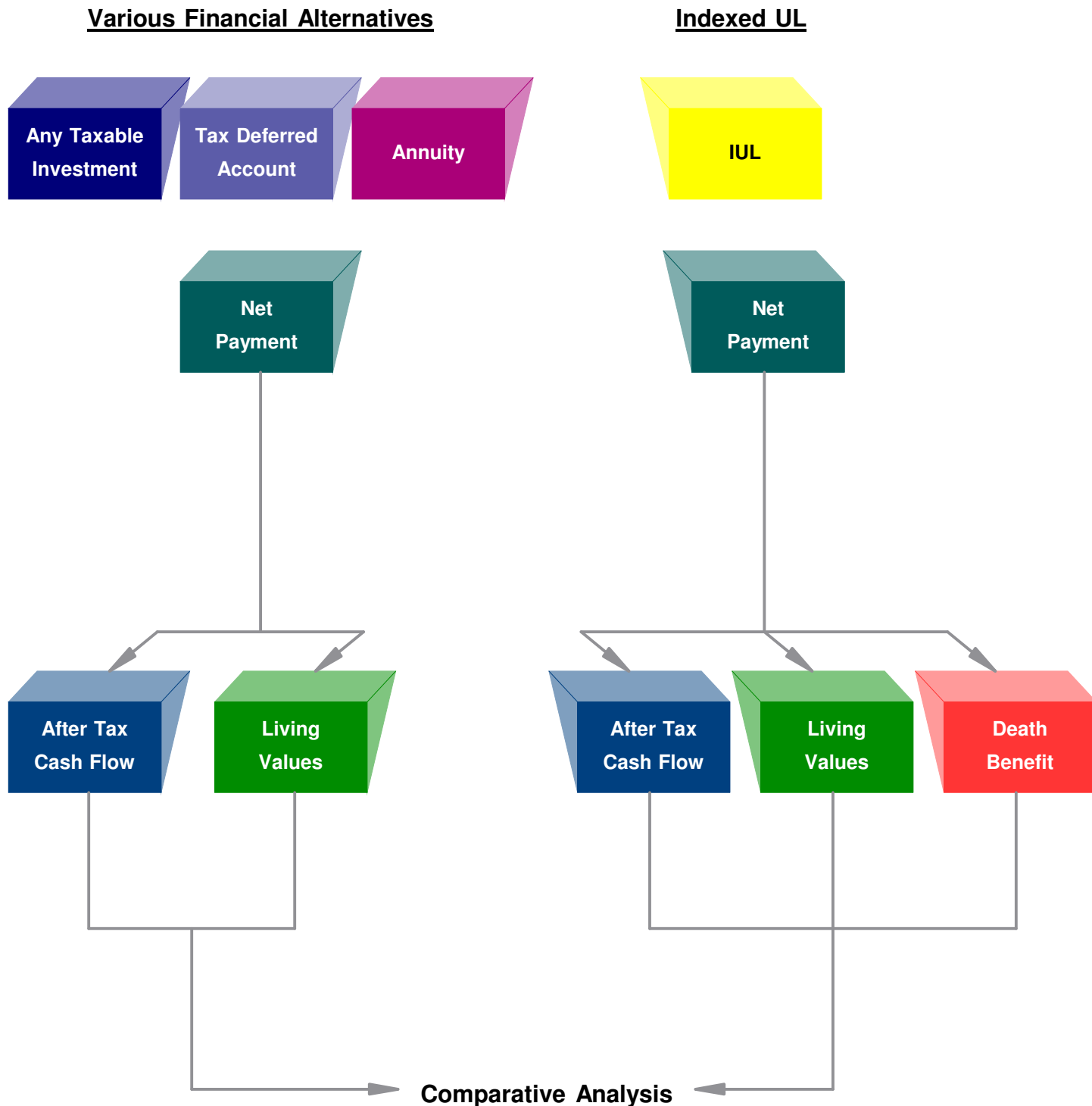
1. Income tax free death benefits;
2. Probate free death benefits;
3. Accumulating cash values;
4. Income tax deferred growth of cash values;
5. Competitive current interest rate;
6. Tax free access to cash values via policy loans;
7. Privacy of all transactions.

Favorable income tax consequences combine with significant policy values and benefits to produce a life insurance solution that has a considerable amount of financial leverage.



This graphic assumes the non-guaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable.

Flow Chart



Various Financial Alternatives vs. Indexed UL

Presented By: William Stephens

Insured: Sample Male age 40

Comparison of Values

Any Taxable Investment Yield 6.00% Tax Deferred Account Yield 6.00% Annuity Yield 6.00% Income Tax Rate 30.00% IUL Interest Rate 6.00% Initial Death Benefit 612,121

		After Tax Values of Identical Allocation to Various Financial Alternatives						IUL				
Male Yr	Age	(1) Life Insurance Premium	(2a) After Tax Cash Flow from Any Taxable Investment	(2b) Any Taxable Investment	(3a) After Tax Cash Flow from Tax Deferred Account	(3b) Tax Deferred Account	(4a) After Tax Cash Flow from Annuity	(4b) Annuity	(5a) After Tax Policy Loan Proceeds	(5b) Year End Accum Value*	(5c) Year End Surrender Value*	(5d) Death Benefit
1	40	25,000	0	26,050	0	26,050	0	26,050	0	20,133	1,598	703,939
2	41	25,000	0	53,194	0	53,213	0	53,213	0	41,444	23,288	703,939
3	42	25,000	0	81,478	0	81,556	0	81,556	0	63,980	46,210	703,939
4	43	25,000	0	110,950	0	111,149	0	111,149	0	87,837	70,453	703,939
5	44	25,000	0	141,660	0	142,068	0	142,068	0	113,084	96,085	725,205
6	45	25,000	0	173,660	0	174,392	0	174,392	0	139,812	126,247	751,933
7	46	25,000	0	207,004	0	208,206	0	208,206	0	168,095	158,160	780,216
8	47	25,000	0	241,748	0	243,598	0	243,598	0	202,900	196,436	815,021
9	48	25,000	0	277,951	0	280,664	0	280,664	0	239,740	236,587	851,861
10	49	25,000	0	315,675	0	319,504	0	319,504	0	278,723	278,723	890,844
11	50	25,000	0	354,984	0	360,224	0	360,224	0	319,965	319,965	932,086
12	51	25,000	0	395,943	0	402,937	0	402,937	0	363,589	363,589	975,710
13	52	25,000	0	438,622	0	447,763	0	447,763	0	409,721	409,721	1,021,842
14	53	25,000	0	483,095	0	494,829	0	494,829	0	458,491	458,491	1,070,612
15	54	25,000	0	529,435	0	544,269	0	544,269	0	510,050	510,050	1,122,171
16	55	25,000	0	577,721	0	596,225	0	596,225	0	564,953	564,953	1,177,074
17	56	25,000	0	628,035	0	650,849	0	650,849	0	622,988	622,988	1,235,109
18	57	25,000	0	680,463	0	708,299	0	708,299	0	684,361	684,361	1,296,482
19	58	25,000	0	735,092	0	768,747	0	768,747	0	749,262	749,262	1,361,383
20	59	25,000	0	792,016	0	832,372	0	832,372	0	817,883	817,883	1,430,004
21	60	0	0	825,281	0	873,314	0	873,314	0	866,077	866,077	1,125,900
22	61	0	0	859,942	0	916,713	0	916,713	0	917,089	917,089	1,173,875
23	62	0	0	896,060	0	962,715	0	962,715	0	971,092	971,092	1,223,577
24	63	0	0	933,694	0	1,011,478	0	1,011,478	0	1,028,272	1,028,272	1,275,057
25	64	0	0	972,910	0	1,063,167	0	1,063,167	0	1,088,818	1,088,818	1,328,358
26	65	0	0	1,013,772	0	1,117,957	0	1,117,957	0	1,152,937	1,152,937	1,383,525
27	66	0	0	1,056,350	0	1,176,034	0	1,176,034	0	1,220,782	1,220,782	1,452,730
28	67	0	0	1,100,717	0	1,237,596	0	1,237,596	0	1,292,565	1,292,565	1,525,227
29	68	0	0	1,146,947	0	1,302,852	0	1,302,852	0	1,368,515	1,368,515	1,601,162
30	69	0	0	1,195,119	0	1,372,024	0	1,372,024	0	1,345,395	1,345,395	1,577,215
		500,000	0		0		0		0			

See the accompanying reports for year-by-year details:
 Annuity Details
 A Tax Deferred Account

*This proposal shows an example of InsMark's reformatting. In a real proposal situation, this footnote would be customized to refer to a specific carrier and its illustration proposals which must accompany this presentation.

Note: Tax deferred values do not reflect surrender charges or market rate adjustments, if any.

Tax deferred accounts are assessed:
 Income tax on withdrawals in col (1).

Please see the attached footnote and disclosure page.

Various Financial Alternatives vs. Indexed UL

Presented By: William Stephens

Insured: Sample Male age 40

Comparison of Values

Any Taxable Investment Yield 6.00% Tax Deferred Account Yield 6.00% Annuity Yield 6.00% Income Tax Rate 30.00% IUL Interest Rate 6.00% Initial Death Benefit 612,121

		After Tax Values of Identical Allocation to Various Financial Alternatives						IUL				
Male Yr	Age	(1) Life Insurance Premium	(2a) After Tax Cash Flow from Any Taxable Investment	(2b) Any Taxable Investment	(3a) After Tax Cash Flow from Tax Deferred Account	(3b) Tax Deferred Account	(4a) After Tax Cash Flow from Annuity	(4b) Annuity	(5a) After Tax Policy Loan Proceeds	(5b) Year End Accum Value*	(5c) Year End Surrender Value*	(5d) Death Benefit
31	70	0	103,477	1,137,491	103,477	1,335,659	103,477	1,335,659	103,477	1,324,139	1,324,139	1,554,224
32	71	0	103,477	1,077,442	103,477	1,297,113	103,477	1,297,113	103,477	1,302,656	1,302,656	1,513,777
33	72	0	103,477	1,014,872	103,477	1,256,255	103,477	1,256,255	103,477	1,280,965	1,280,965	1,470,109
34	73	0	103,477	949,674	103,477	1,212,944	103,477	1,212,944	103,477	1,259,240	1,259,240	1,423,112
35	74	0	103,477	881,737	103,477	1,167,036	103,477	1,167,036	103,477	1,237,557	1,237,557	1,372,538
36	75	0	103,477	810,947	103,477	1,118,372	103,477	1,118,372	103,477	1,216,153	1,216,153	1,318,280
37	76	0	103,477	737,183	103,477	1,066,789	103,477	1,066,789	103,477	1,194,531	1,194,531	1,302,698
38	77	0	103,477	660,322	103,477	1,012,111	103,477	1,012,111	103,477	1,172,753	1,172,753	1,287,309
39	78	0	103,477	580,233	103,477	954,152	103,477	954,152	103,477	1,150,756	1,150,756	1,272,062
40	79	0	103,477	496,779	103,477	892,716	103,477	892,716	103,477	1,128,603	1,128,603	1,257,046
41	80	0	103,477	409,821	103,477	827,594	103,477	827,594	103,477	1,106,198	1,106,198	1,242,176
42	81	0	103,477	319,210	103,477	758,564	103,477	758,564	103,477	1,083,609	1,083,609	1,227,547
43	82	0	103,477	224,794	103,477	685,392	103,477	685,392	103,477	1,060,693	1,060,693	1,213,028
44	83	0	103,477	126,413	103,477	607,830	103,477	607,830	103,477	1,037,523	1,037,523	1,198,720
45	84	0	103,477	23,899	103,477	525,614	103,477	525,614	103,477	1,013,864	1,013,864	1,184,399
46	85	0	23,899	0	103,477	439,867	103,477	439,867	103,477	989,320	989,320	1,169,676
47	86	0	0	0	103,477	350,518	103,477	350,518	103,477	963,769	963,769	1,154,447
48	87	0	0	0	103,477	257,416	103,477	257,416	103,477	937,140	937,140	1,138,666
49	88	0	0	0	103,477	160,404	103,477	160,404	103,477	908,853	908,853	1,121,753
50	89	0	0	0	103,477	59,318	103,477	59,318	103,477	878,736	878,736	1,103,559
51	90	0	0	0	59,318	0	59,318	0	103,477	846,028	846,028	1,083,316
52	91	0	0	0	0	0	0	0	103,477	815,306	815,306	1,015,750
53	92	0	0	0	0	0	0	0	103,477	787,767	787,767	946,601
54	93	0	0	0	0	0	0	0	103,477	765,461	765,461	877,433
55	94	0	0	0	0	0	0	0	103,477	750,834	750,834	810,102
56	95	0	0	0	0	0	0	0	103,477	746,462	746,462	746,462
57	96	0	0	0	0	0	0	0	103,477	745,426	745,426	745,426
58	97	0	0	0	0	0	0	0	103,477	748,108	748,108	748,108
59	98	0	0	0	0	0	0	0	103,477	754,918	754,918	754,918
60	99	0	0	0	0	0	0	0	103,477	766,303	766,303	766,303
		500,000	1,576,054		2,128,858		2,128,858		3,104,310			

See the accompanying reports for year-by-year details:
 Annuity Details
 A Tax Deferred Account

*This proposal shows an example of InsMark's reformatting. In a real proposal situation, this footnote would be customized to refer to a specific carrier and its illustration proposals which must accompany this presentation.

Note: Tax deferred values do not reflect surrender charges or market rate adjustments, if any.

Tax deferred accounts are assessed:
 Income tax on withdrawals in col (1).

Please see the attached footnote and disclosure page.

Various Financial Alternatives vs. Indexed UL

Presented By: William Stephens

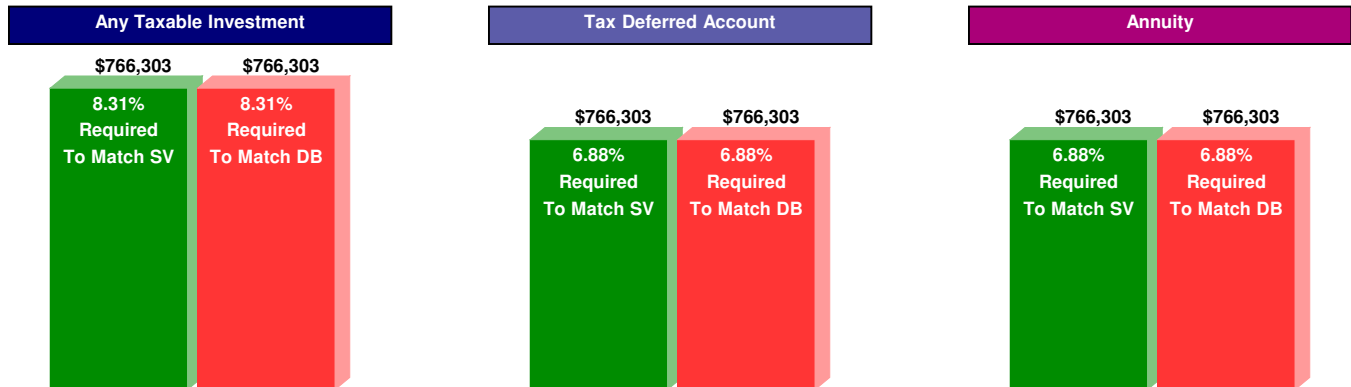
Insured: Sample Male age 40

Matching Values at Age 99 (Year 60)

Any Taxable Investment Yield	Tax Deferred Account Yield	Annuity Yield	Income Tax Rate	IUL Interest Rate	Initial Death Benefit
6.00%	6.00%	6.00%	30.00%	6.00%	612,121

Gross Interest Rate needed by Various Investments over 60 Years to Match IUL Policy Values

Investment	Interest Rate	IUL
Any Taxable Investment	8.31%	Surrender Value \$766,303
Any Taxable Investment	8.31%	Death Benefit \$766,303
Tax Deferred Account	6.88%	Surrender Value \$766,303
Tax Deferred Account	6.88%	Death Benefit \$766,303
Annuity	6.88%	Surrender Value \$766,303
Annuity	6.88%	Death Benefit \$766,303



Income Tax Considerations

1. Any Taxable Investment: Interest is taxed as earned.
2. Tax Deferred Account: Interest is tax deferred.
(Values assume tax is assessed in year shown only)
3. Annuity: Interest is tax deferred.
(Values assume tax is assessed in year shown only)
4. Indexed UL:
 - a. Death Benefit including cash value component is income tax free.
 - b. Loans are income tax free as long as the policy is kept in force.
 - c. Withdrawals and other non-loan policy cash flow up to cost basis (not in violation of IRC Section 7702) are income tax free as a return of premium.
 - d. Cash values shown assume most favorable combination of b and/or c.

This proposal shows an example of InsMark's reformatting. In a real proposal situation, this footnote would be customized to refer to a specific carrier and its illustration proposals which must accompany this presentation.

Please see the attached footnote and disclosure page.

Various Financial Alternatives vs. Indexed UL

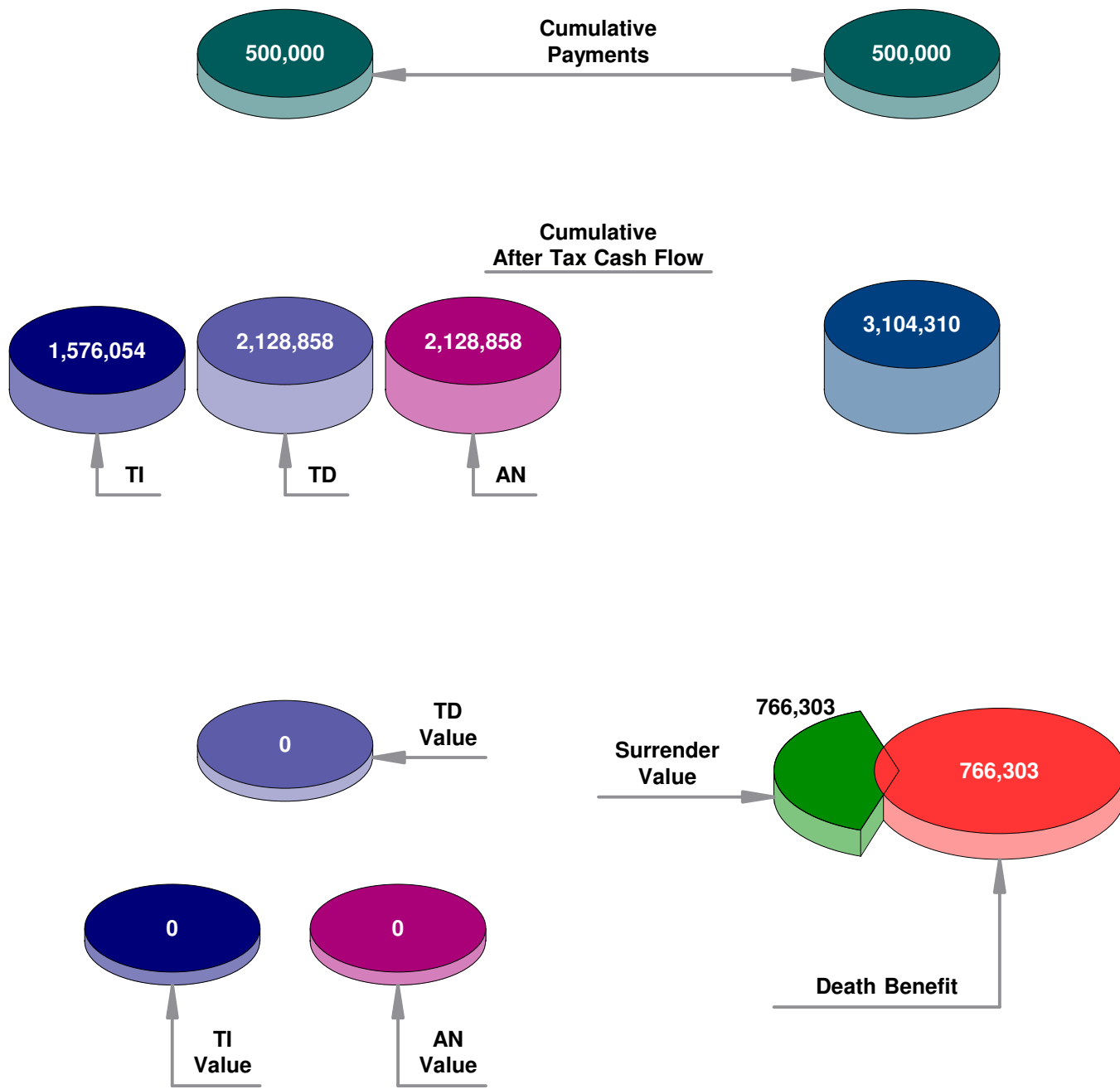
Presented By: William Stephens

Insured: Sample Male age 40

A Look at Year 60

Various Financial Alternatives

Indexed UL



TI - Any Taxable Investment
TD - Tax Deferred Account
AN - Annuity

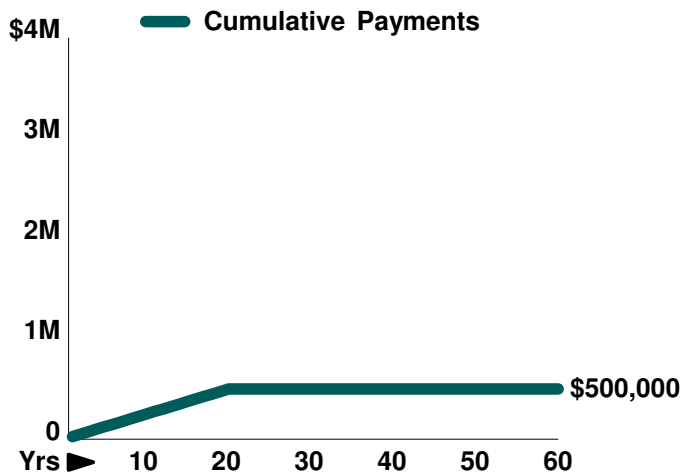
Various Financial Alternatives vs. Indexed UL

Presented By: William Stephens

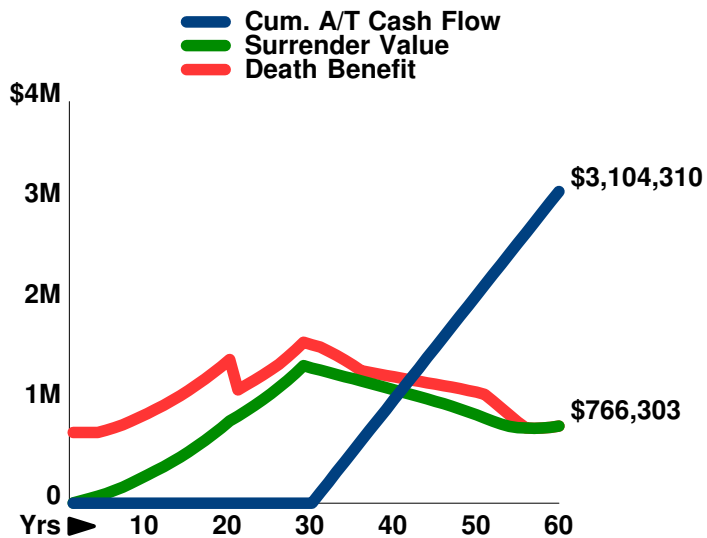
Insured: Sample Male age 40

60 Year Analysis

Payments

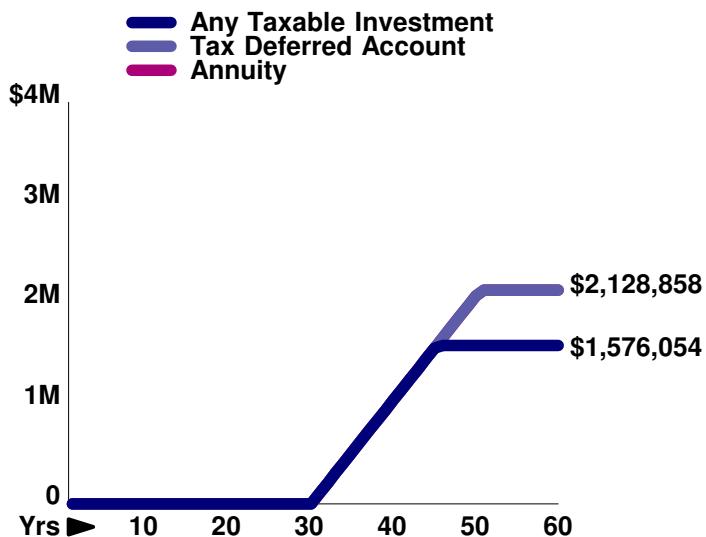


Indexed UL

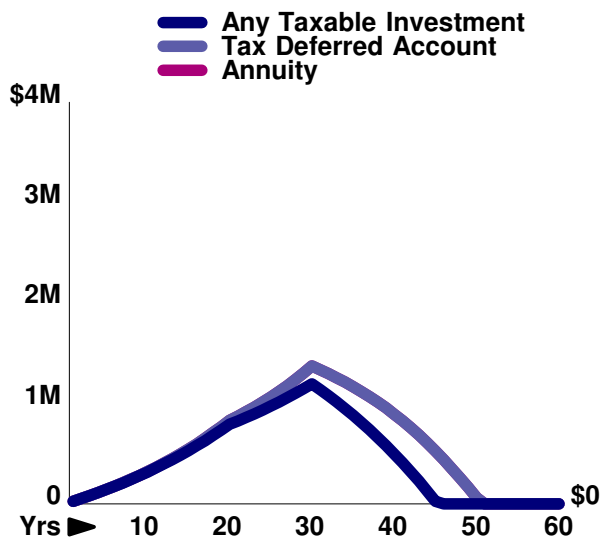


Various Financial Alternatives

Cumulative After Tax Cash Flow



After Tax Values

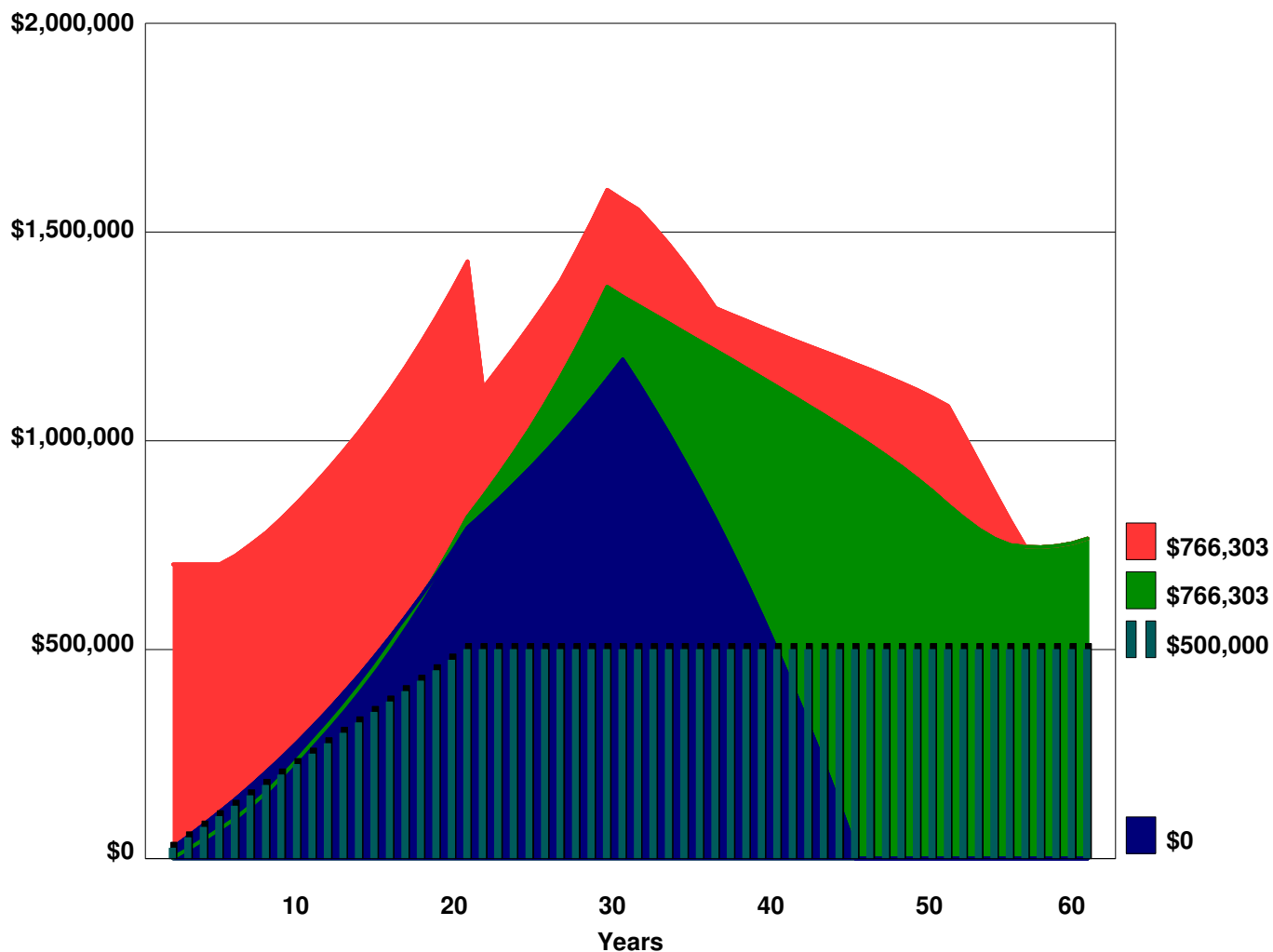


Various Financial Alternatives vs. Indexed UL

Presented By: William Stephens

Insured: Sample Male age 40

60 Year Comparison to Any Taxable Investment



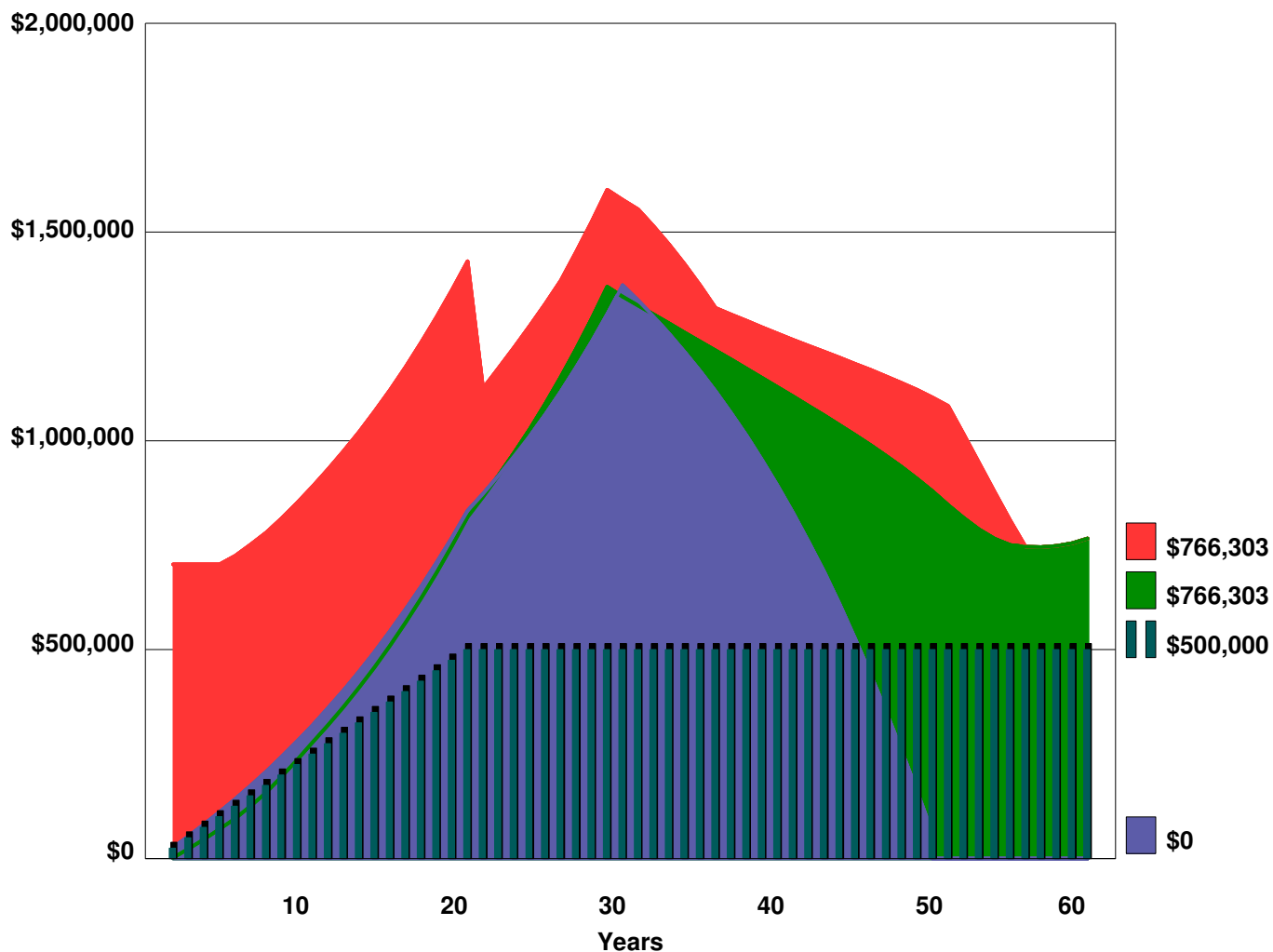
	<u>At Year 60</u>
Cumulative Payments	\$500,000
Any Taxable Investment Values	\$0
Surrender Value of IUL	\$766,303
Death Benefit of IUL	\$766,303

Various Financial Alternatives vs. Indexed UL

Presented By: William Stephens

Insured: Sample Male age 40

60 Year Comparison to a Tax Deferred Account



At Year 60

Cumulative Payments	\$500,000
Tax Deferred Account Values	\$0
Surrender Value of IUL	\$766,303
Death Benefit of IUL	\$766,303