Lifetime vs Legacy Assets – Balancing the Plan

Protection	Income	Transfer
Die Too Soon	Retirement Income Plan	Estate Equalization
Can't work (Accident/Illness, Short/Long Term)	Roth IRA Alternative	Business Succession
Live Too Long	Life Volatility Hedge	Estate/Gift/GST Taxes and Legacy

Product Landscape

Term

- Provides a Death Benefit for a certain period of time (10,20,30 years) as long as premium payments are made.
- Typically used for income replacement with family members as beneficiaries

GUL

- Permanent life insurance that guarantees a death benefit is paid out as long as premium payments are made on time.
- Very little, if any, cash value accumulates to access.
- Primarily used to offset a loss upon the death of the insured where the beneficiaries receive full payout.

Whole Life

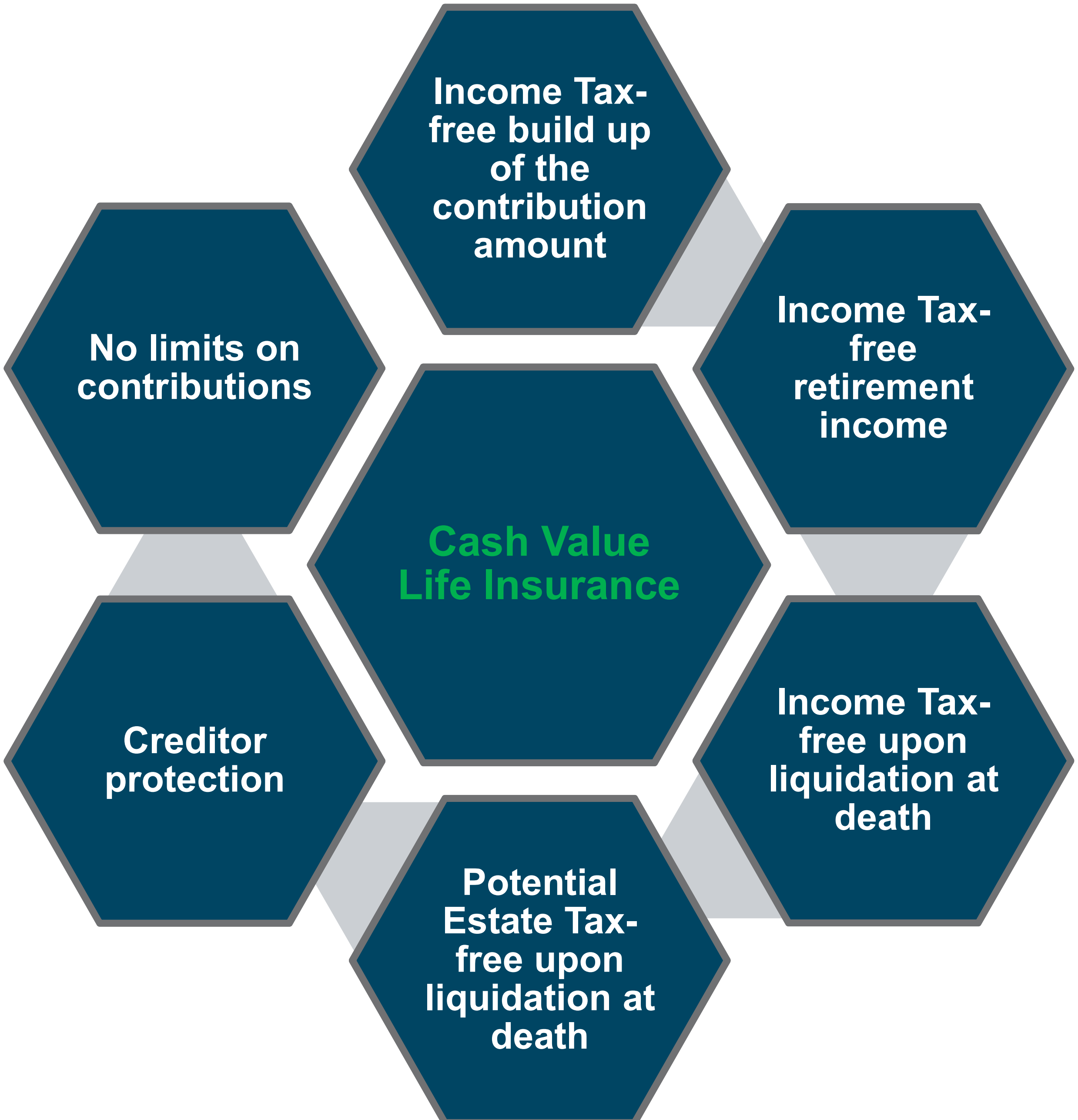
- Permanent life insurance that can also accumulate cash and is typically guaranteed for life as long as premium payments are made on time.
- It also can pay out dividends to supplement cash value growth or provide the ability to cease premium payments with a "paid up" death benefit.

Current Assumption UL

- Permanent life insurance that can also accumulate cash value through a non-guaranteed crediting rate set by the insurance carrier that invests cash values in a general account.
- These policies may or may not be guaranteed for life, and can be accessed for cash values that accumulate tax free and can be withdrawn or loaned tax free.

Indexed UL

- Permanent life insurance that can accumulate cash values through a general account that is tied to an index, most often the S&P 500.
- This account typically has a minimum floor and a maximum cap that can credit the policy account, set by the insurance carrier.
- These policies may or may not be guaranteed for life, and can be accessed for cash values that accumulate tax free and can be withdrawn or loaned tax free as well.



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