



# PERMANENT LIFE INSURANCE

## TYPICAL FINANCIAL PLANNING

### *Universal Life Insurance*

#### ► Flexible Premiums and Death Benefit

Easily change the PREMIUM amount and / or the Death Benefit at any time. It can be changed without regard to the survival of the policy.

#### ► Guaranteed Death Benefit

Typically an OPTIONAL RIDER to protect the Death Benefit beyond Age 100 when the policy value doesn't perform as illustrated. Any policy changes, delinquent or late premium outlays, loans, or partial surrenders, may cause loss of this protection.

#### ► Non-Guaranteed Premium

The required Premium amount is not guaranteed and may FLUCTUATE based upon varying costs and economic changes.

#### ► Policy Value

The estimated Non-Guaranteed internal amount used to determine the earnings within the policy. There is typically a guaranteed minimum Gross Earnings RATE but since this is not a dollar amount, expenses will effect the actual value.

#### ► No Endowment

Since there is no endowment (pay-out) age for the Death Benefit, you must DIE for someone to receive it.

#### ► No Reduced-Paid-Up Option

Because the policy will never Endow, it is NEVER "PAID-UP."

#### ► Risk Shifted To The Insured

Premium amount, Policy Value, and Death Benefit are DETERMINED by the economy, policy expenses, and longevity. The Insurance Company only guarantees a gross earnings rate minimum and the Death Benefit for a period of time.

## PROSPERITY ECONOMICS

### *Whole Life Insurance*

#### ► Flexible Payments and Death Benefit

Easily change the PAYMENT amount and/or the Death Benefit as long as the current and future integrity of the policy is maintained.

#### ► Guaranteed Death Benefit

Guaranteed Death Benefit as long as proper cash flows are maintained (as in the Guaranteed Illustration). Because of the POLICY STRUCTURE, even in the worst economic environment there is adequate cash value to support the Death Benefit.

#### ► Guaranteed Level Premium

The required Premium is a guaranteed LEVEL amount regardless of changes in the costs or the economy.

#### ► Cash Value

**Guaranteed** - The minimum guaranteed cash value which assumes NO dividends paid. This is an Actual Dollar AMOUNT not a rate.  
**Non-Guaranteed** - The estimated cash value based upon the Guaranteed Cash Value plus actual current dividend performance.

#### ► Endowment of Death Benefit

There is an endowment age for the Death Benefit (typically 100 or 120) at which point the Death Benefit will pay-out even if ALIVE.

#### ► Reduced-Paid-Up Option

Because the policy has an Endowment age, it may be possible to reduce the Death Benefit amount so it is GUARANTEED PAID-UP.

#### ► Risk Held By The Insurance Company

The level Premium amount is GUARANTEED. The Cash Value is guaranteed to increase every year by a minimum dollar amount. The Death Benefit has a guaranteed minimum. The policy is guaranteed to Endow.