# Indexed Plan - Savings & Retirement Plan, Summary & Illustration

# For: Sample



#### Presented By:

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Representing: RWM - Independent Insurance Brokers

#### Preface

In the accompanying presentation, you will see the financial data from an illustration of a cash value life insurance policy.

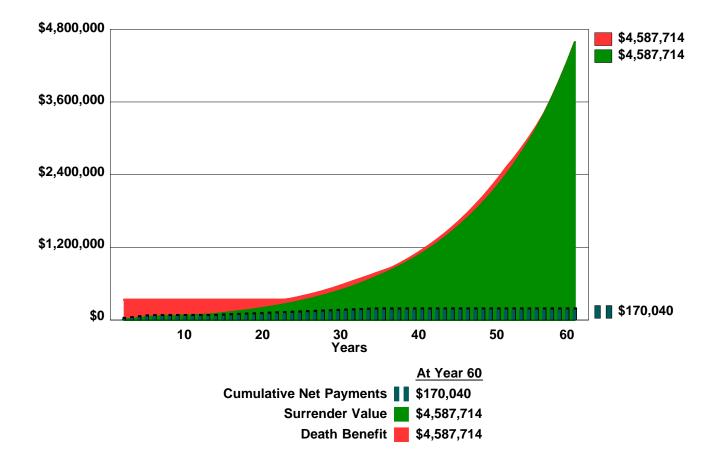
To help you make an informed decision about acquiring the policy, the illustration includes information about premiums, cash values and death benefits.

Cash value life insurance contains the following features:

- 1. Accumulating cash values;
- 2. Income tax deferred growth of cash values;
- 3. Competitive current interest rate;
- 4. Income tax free access to cash values via policy loans;

- 5. Income tax free death benefits;
- 6. Probate free death benefits;
- 7. Privacy of all transactions;
- 8. Advance of death benefits in certain adverse health circumstances -- as defined in the policy contract.

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.

# Illustration of Values of Builder IUL7 - Guideline Premium Test

<u>OPTION</u> (see Premiums & Values) <u>Accelerated Maximum</u> IRS Annual Payments Builds Highest Cash Values (Total Paid is Same as Level Payments)						
	Ta		Builder IUL7 - nterest Rate <mark>7.00%</mark>	Initial Payment 13,772	Initial Death Benefit 335,000	
Year	Male Age	(1) Policy Premium	(2) Increase In Accum Value*	(3) Year End Accum Value*	(4) Year End Surrender Value*	(5) Death Benefit
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 9 20 21 22 23 24	41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63	13,772 13,772 13,772 6,241 0 0 0 0 0 3,690 5,001 5,001 5,001 5,001 5,001 5,001 5,001 5,001 5,001 5,001 5,001 5,001 5,001 5,001 5,001	12,705 13,534 14,353 15,304 8,677 2,906 3,074 3,287 3,482 3,693 5,485 5,918 10,364 12,570 13,561 14,608 15,740 16,966 18,275 19,711 21,213 22,869 24,672 26,532	12,705 26,239 40,592 55,896 64,573 67,479 70,553 73,840 77,322 81,015 86,500 92,418 102,782 115,352 128,913 143,521 159,261 176,227 194,502 214,213 235,426 258,295 282,967 309,499	18,524   33,034   48,653   57,646   60,866   64,255   68,014   71,969   76,134   82,249   88,954   100,106   113,620   128,126   143,521   159,261   176,227   194,502   214,213	335,000 335,000
25 26 27 28 29 30	64 65 66 67 68 69	5,001 5,001 5,001 5,001 5,001 5,001 5,001 150,036	28,509 28,509 30,609 32,879 35,313 37,922 40,749	338,008 368,617 401,496 436,809 474,731 515,480	338,008 368,617 401,496 436,809 474,731	412,369 442,340 477,780 515,435 555,435 597,957

#### Flexible Premiums (many options) At any time you can suspend, re-start, pay less, more to make-up missed premiums. (Resulting values will be higher or lower.)

\*This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a proposal from North American Company.

30 Year Summary

Cum. Payments	150,036
Surrender Value	515,480
Death Benefit	597,957

#### Illustration of Values of Builder IUL7 -

			Income Tax Rate	Builder IUL7 - Interest Rate	Initial Payment	Initial Death Benefit		
			48.00%	7.00%	13,772	335,000		
Flexible Premiums.		Male	(1) Policy	(2) Increase In Accum	(3) Year End Accum	(4) Year End Surrender	(5) Death	
Example Age 73 to stop premiums. You can stop paying premiums	Year	Age	Premium	Value*	Value*	Value*	Benefit	
sooner, pay longer, pay less, stop and re-start.	31 32 33	70 71 72	5,001 5,001 5,001	47,106	559,282 606,388 657,081	559,282 606,388 657,081	643,174 685,218 729,360	
	34	73	5,001	54,582	711,663	711,663	775,712	
	35	74 75	0		765,099	765,099	818,656	
	36 37	75 76	0	,	822,752 884,674	822,752 884,674	863,890 928,908	
	38	77	Ċ	,	951,157	951,157	998,715	
	39	78	C		1,022,507	1,022,507	1,073,633	
	40	79	C	76,563	1,099,070	1,099,070	1,154,023	
	41	80	C		1,181,175	1,181,175	1,240,233	
	42	81	C		1,269,187	1,269,187	1,332,647	
	43	82	0	,	1,363,507	1,363,507	1,431,682	
	44	83	0		1,464,533	1,464,533	1,537,759	
	45 46	84 85	0	,	1,572,674 1,688,357	1,572,674 1,688,357	1,651,308 1,772,775	
	40	86	0		1,811,921	1,811,921	1,902,517	
	48	87	0	,	1,943,787	1,943,787	2,040,976	
	49	88	Ċ		2,084,410	2,084,410	2,188,630	
	50	89	C	,	2,234,143	2,234,143	2,345,850	
	51	90	C	159,442	2,393,585	2,393,585	2,513,264	
	52	91	Ċ	,	2,565,618	2,565,618	2,668,243	
	53	92	Ċ		2,751,816	2,751,816	2,834,370	
	54	93	C		2,954,115	2,954,115	3,013,197	
	55	94	C	220,853	3,174,968	3,174,968	3,206,718	No insurance
	56	95	C	242,537	3,417,505	3,417,505	3,417,505 🧲	
	57	96	C	,	3,678,577	3,678,577	3,678,577	mortality cost
	58	97	C	- ,-	3,959,599	3,959,599	3,959,599	
	59	98	C		4,262,098	4,262,098	4,262,098	
	60	99	C	325,616	4,587,714	4,587,714	4,587,714	
			170,040	-				
			-,			7.64	<b>4%</b> Annual i	increase

60 Year Summary

from age 95 to age 96 !!

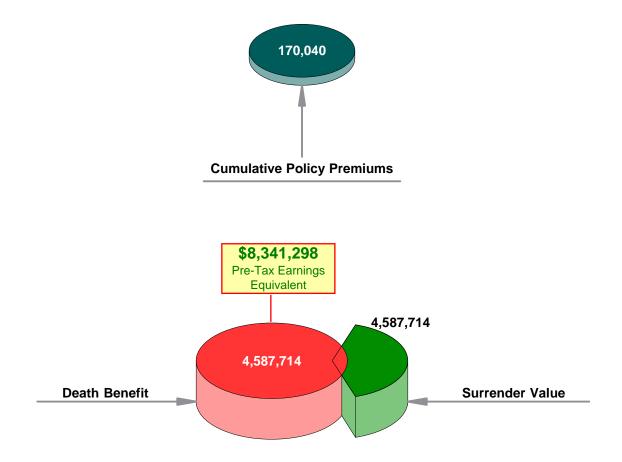
Cum. Payments	170,040
Surrender Value	4,587,714
Death Benefit	4,587,714

\*This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a proposal from North American Company.

# Indexed Plan - Maximum Premium

## Presented By: Robert J. Moody

A Look at Year 60



Insured: Sample Z-A40maleMEC

#### Matching Policy Values at Age 99 (Year 60)

Male	Income	Builder IUL7 -	Initial	Initial
Age	Tax Rate	Interest Rate	Payment	Death Benefit
40	48.00%	7.00%	13,772	335,000

#### Gross Interest Rate Required on a Hypothetical Taxable Investment to Match Builder IUL7 - Guideline Premium Test Policy Values over 60 Years.

	Hypothetical Taxable Alternative
To match Surrender Value of: \$4,587,714 To match Death Benefit of: \$4,587,714	13.40%

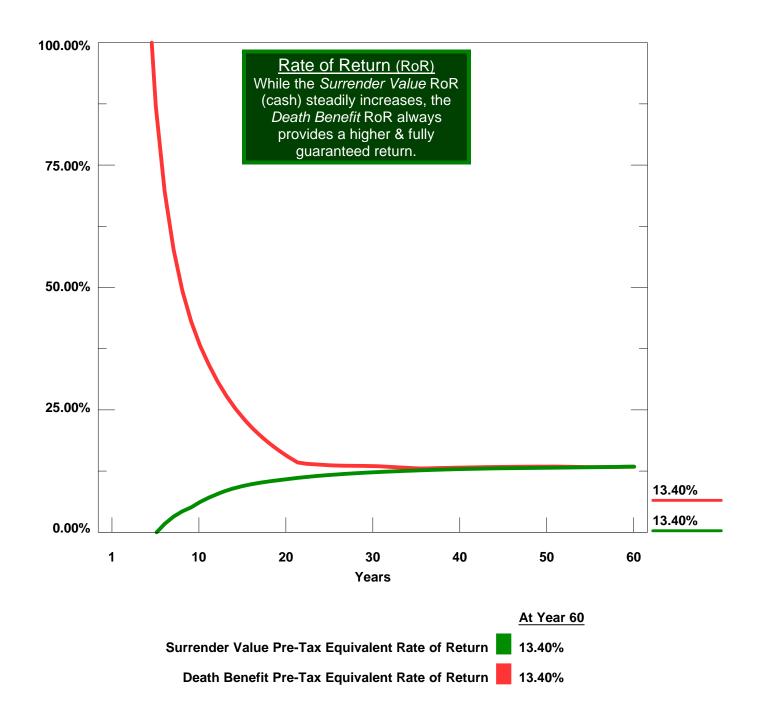


#### **Income Tax Considerations**

- 1. Hypothetical Taxable Investment: Interest is taxed as earned.
- 2. Builder IUL7 Guideline Premium Test:
  - a. Death Benefit including available 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 illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a proposal from North American Company.

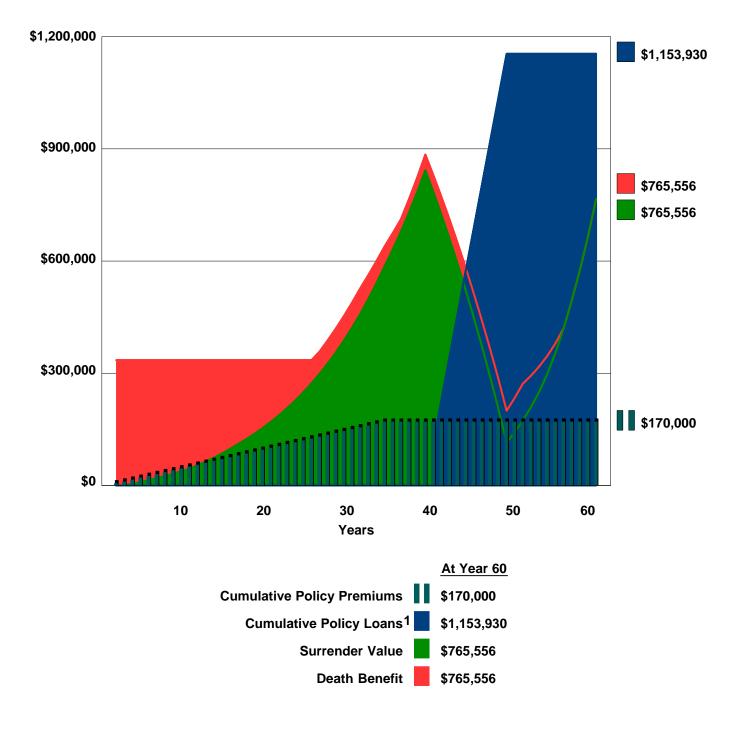
#### 60 Year Analysis



# Indexed Plan - Max Level Premium

#### Presented By: Robert J. Moody

# 60 Year Analysis



<sup>1</sup> For Tax Free Spending .

## Illustration of Values of Builder IUL7 - Guideline Premium Test

			uilder IUL7 - nterest Rate <mark>7.00%</mark>	Initial Payment 5,000	Initial Death Benefit 335,000	
	Male	(1) Policy	(2) Tax Free Spending Net Loan	(3) Year End Accum	(4) Year End Surrender	(5) Death
Year	Age	Premium	Proceeds	Value*	Value*	Benefit
1	40	5,000	0	3,803		335,000
2	41	5,000	0	7,827	111	335,000
3	42	5,000	0	12,009	4,451	335,000
4	43	5,000	0	16,439	9,197	335,000
5	44	5,000	0	21,138	14,210	335,000
6	45	5,000	0	26,122	19,509	335,000
7	46	5,000	0	31,415	25,117	335,000
8	47	5,000	0	37,073	31,247	335,000
9	48	5,000	0	43,087	37,734	335,000
10	49	5,000	0	49,484	44,603	335,000
11	50	5,000	0	57,878		335,000
12	51	5,000	0	66,933	63,469	335,000
13	52	5,000	0	76,702	74,026	335,000
14	53	5,000	0	87,211	85,479	335,000
15	54	5,000	0	98,550	97,762	335,000
16	55	5,000	0	110,755	110,755	335,000
17	56	5,000	0	123,900	123,900	335,000
18	57	5,000	0	138,060	138,060	335,000
19	58	5,000	0	153,297	153,297	335,000
20	59	5,000	0	169,724	169,724	335,000
21	60	5,000	0	187,364		335,000
22	61	5,000	0	206,351	206,351	335,000
23	62	5,000	0	226,797	226,797	335,000
24	63	5,000	0	248,843	248,843	335,000
25	64	5,000	0	272,637	272,637	335,000
26	65	5,000	0	298,329	298,329	357,995
27	66	5,000	0	325,944	325,944	387,874
28	67	5,000	0	355,604	355,604	419,613
29	68	5,000	0	387,456	387,456	453,324
30	69	5,000	0	421,683	421,683	489,152
		150,000	0			

#### 30 Year Summary

150,000
0
421,683
489,152

\*This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a proposal from North American Company.

## Illustration of Values of Builder IUL7 - Guideline Premium Test

			Income Tax Rate 48.00%	Builder IUL7 - Interest Rate 7.00%	Initial Payment 5,000	Initial Death Benefit 335,000	
			(1)	(2)	(3)	(4)	(5)
				Tax Free			
				Spending	Year End	Year End	
		Male	Policy	Net Loan	Accum	Surrender	Death
	Year	Age	Premium	Proceeds	Value*	Value*	Benefit
	31	70	5,000	0	458,474	458,474	527,245
	32	71	5,000		498,039	498,039	562,784
	33	72	5,000		540,616	540,616	600,084
Flexible Premiums.	34	73	5,000		586,458	586,458	639,239
Example Age 73 to stop premiums.	35	74	0		630,476	630,476	674,609
You can stop paying premiums	36	75	0	0	677,968	677,968	711,867
sooner, pay longer, pay less, stop	37	76	0	0	728,976	728,976	765,425
and re-start.	38	77	0	0	783,742	783,742	822,929
	39	78	0		842,517	842,517	884,643
	40	79	0	115,393	905,530	783,387	828,663
	41	80	0	115,393	973,047	721,614	770,267
Flexible Spending .	42	81	0		1,045,359	657,075	709,343
Example Age 79 to start spending.	43	82	Ő		1,122,788	589,645	645,784
You can spend sooner, later, and	44	83	Ő		1,205,652	519,176	579,459
take more or less.	45	84	0		1,294,277	445,500	510,214
	46	85	Ő		1,389,004	368,429	437,879
	47	86	0		1,490,097	287,676	362,181
	48	87	0		1,597,893	202,987	282,881
	49	88	0		1,712,749	114,097	199,735
	50	89	0		1,834,997	142,824	234,573
						-	-
	51	90	0		1,965,120	173,954	272,210
	52	91	0	0	2,105,479	209,530	293,749
	53	92	0		2,257,354	250,493	318,213
	54	93	0		2,422,326	298,063	346,509
	55	94	0		2,602,395	353,862	379,886
	56	95	0		2,800,113	420,041	420,041
	57	96	0		3,012,879	493,573	493,573
	58	97	0		3,241,839	575,154	575,154
	59	98	0		3,488,227	665,540	665,540
	60	99	0	0	3,753,369	765,556	765,556
			170,000	1,153,930			

170,000 <mark>1,153,930</mark>



60 Year Summary

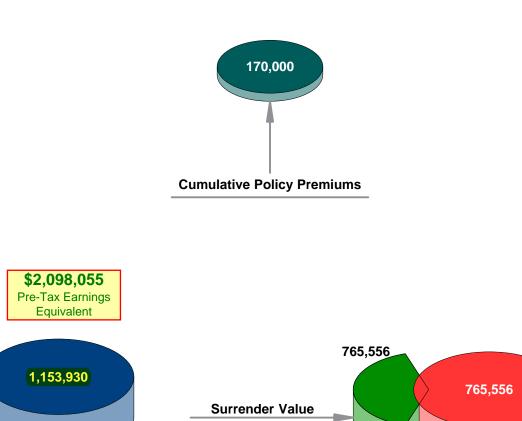
170,000
1,153,930
765,556
765,556

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# Indexed Plan - Max Level Premium

# Presented By: Robert J. Moody

### A Look at Year 60

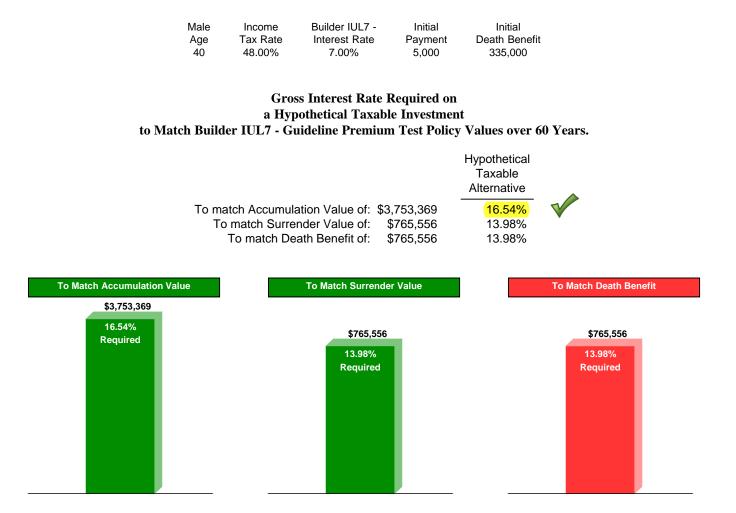


**Death Benefit** 

Cumulative Policy Loans<sup>1</sup>

<sup>1</sup>For Tax Free Spending.

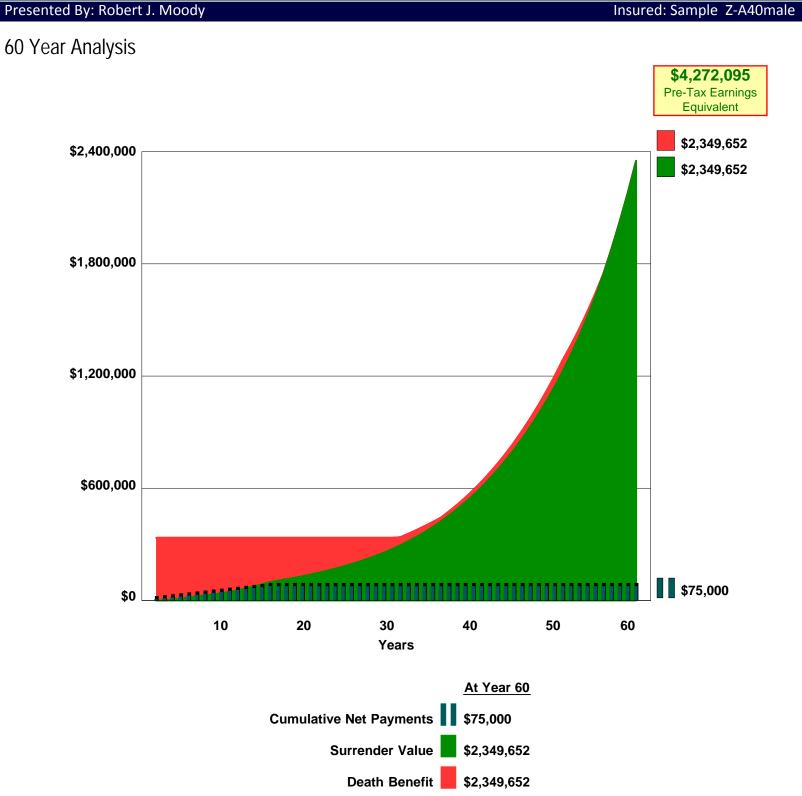
## Matching Policy Values at Age 99 (Year 60)



#### **Income Tax Considerations**

- 1. Hypothetical Taxable Investment: Interest is taxed as earned.
- 2. Builder IUL7 Guideline Premium Test:
  - a. Death Benefit including available 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.

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# Indexed Plan - Suspend Premiums

### Presented By: Robert J. Moody

Date: 05/30/2017

### Illustration of Values of Builder IUL7 - Guideline Premium Test

Suspend Premiums
After 15 Years

			Income Tax Rate 48.00%	Builder IUL7 - Interest Rate 7.00%	Initial Payment 5,000	Initial Death Benefit 335,000	
	Year	Male Age	(1) Policy Premium	(2) Increase In Accum Value*	(3) Year End Accum Value*	(4) Year End Surrender Value*	(5) Death Benefit
			5.000				
	1	40	5,000			0	335,000
	2 3	41 42	5,000	· · · ·		111 4,451	335,000
		42	5,000	· · · ·			335,000
	4 5	43 44	5,000 5,000			9,197 14,210	335,000 335,000
	6	44	5,000			19,509	335,000
	7	45	5,000			25,117	335,000
	8	40	5,000			31,247	335,000
Flexible Premiums.	9	48	5,000			37,734	335,000
Example to stop premiums in 15	10	49	5,000	· · · ·		44,603	335,000
years. You can stop paying	10		3,000	0,557	-5,-64	44,000	333,000
premiums sooner, pay longer, pay	11	50	5,000	8,394	57,878	53,626	335,000
less, stop and re-start.	12	51	5,000			63,469	335,000
	13	52	5,000			74,026	335,000
	14	53	5,000			85,479	335,000
	15	54	5,000			97,762	335,000
•	16	55	0,000			105,360	335,000
	17	56	C	,	112,681	112,681	335,000
	18	57	C	,		120,555	335,000
	19	58	C			129,002	335,000
	20	59	C	,		138,096	335,000
	21	60	C	9,700	147,796	147,796	335,000
	22	61	C	10,388	158,184	158,184	335,000
	23	62	C	) 11,121	169,305	169,305	335,000
	24	63	C	11,925	181,230	181,230	335,000
	25	64	C	12,791	194,021	194,021	335,000
	26	65	C		207,699	207,699	335,000
	27	66	C			222,433	335,000
	28	67	C			238,317	335,000
	29	68	C	,		255,465	335,000
	30	69	C			274,037	335,000
			75,000	- )			

30 Year Summary

Cum. Payments	75,000
Surrender Value	274,037
Death Benefit	335,000

more or less favorable. This illustration is not valid unless accompanied by a proposal from North American Company.

\*This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be

### Illustration of Values of Builder IUL7 - Guideline Premium Test

#### Suspend Premiums After **15 Years**

		Income Builder IUL7 - Tax Rate Interest Rate 48.00% 7.00%		Initial Payment 5,000	Initial Death Benefit 335,000	
		(1)	(2)	(3)	(4)	(5)
			Increase			
	_		l In	Year End	Year End	
	Male	Policy	Accum	Accum	Surrender	Death
Year	Age	Premium	Value*	Value*	Value*	Benefit
31	70	0	20,153	294,190	294,190	338,318
32	71	0	21,867	316,057	316,057	357,144
33	72	0	23,574	339,631	339,631	376,990
34	73	0	25,386	365,017	365,017	397,869
35	74	0	27,361	392,378	392,378	419,845
36	75	0	29,521	421,899	421,899	442,994
37	76	0	31,706	453,605	453,605	476,285
38	77	0	34,042	487,647	487,647	512,029
39	78	0	36,533	524,180	524,180	550,389
40	79	0	39,203	563,383	563,383	591,552
41	80	0	42,040	605,423	605,423	635,694
42	81	0	45,065	650,488	650,488	683,012
43	82	0	48,294	698,782	698,782	733,721
44	83	0	51,728	750,510	750,510	788,036
45	84	0	55,372	805,882	805,882	846,176
46	85	0	59,232	865,114	865,114	908,369
47	86	0	63,267	928,381	928,381	974,800
48	87	0	67,518	995,899	995,899	1,045,694
49	88	0	72,001	1,067,900	1,067,900	1,121,296
50	89	0	76,666	1,144,566	1,144,566	1,201,794
51	90	0	81,637	1,226,203	1,226,203	1,287,513
52	91	0	88,083	1,314,286	1,314,286	1,366,858
53	92	0	95,337	1,409,623	1,409,623	1,451,912
54	93	0	103,581	1,513,204	1,513,204	1,543,468
55	94	0	113,082	1,626,286	1,626,286	1,642,549
56	95	0	124,186	1,750,472	1,750,472	1,750,472
57	96	0	133,676	1,884,148	1,884,148	1,884,148
58	97	0	143,892	2,028,040	2,028,040	2,028,040
59	98	0	154,888	2,182,928	2,182,928	2,182,928
60	99	0	166,724	2,349,652	2,349,652	2,349,652

75,000

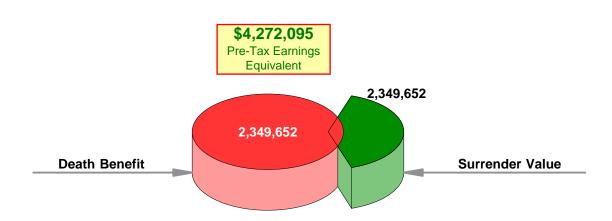
60 Year Summary

Cum. Payments	75,000
Surrender Value	2,349,652
Death Benefit	2,349,652

\*This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a proposal from North American Company.

### A Look at Year 60

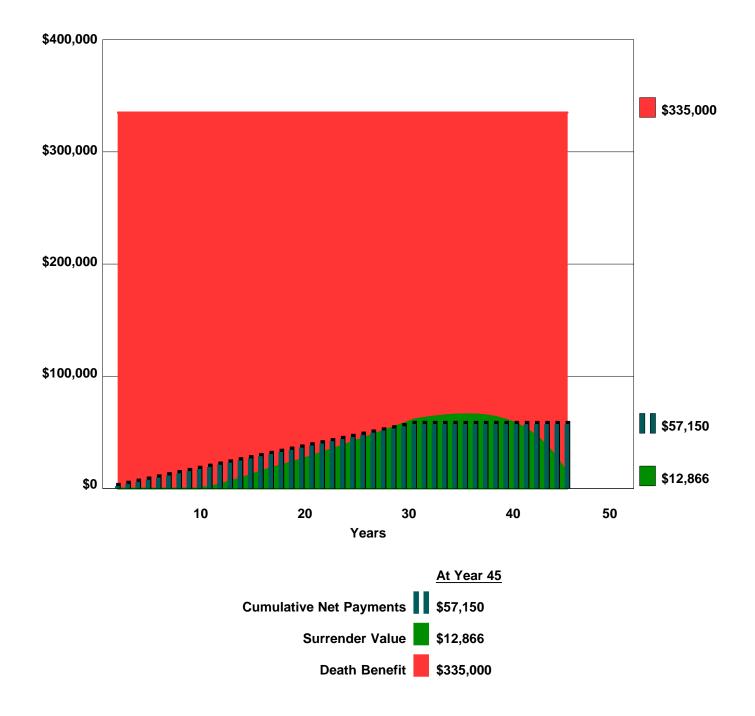




# Indexed Plan - Minimum Contract Premium

## Presented By: Robert J. Moody

## 45 Year Analysis



### Illustration of Values of Builder IUL7 - Guideline Premium Test

#### Minimum Contract Premium Maintains Coverage a Long Time

		<mark>Inco</mark> Tax F 48.0	Rate	Builder IUL7 - Interest Rate 7.00%	Pay	itial ment 905	Initial Death Benefit 335,000	
			(1)	(2)		(3)	(4)	(5)
				Increase				
				In	Yea	r End	Year End	
	Male		Policy	Accum	Ac	cum	Surrender	Death
Year	Age	Р	remium	Value*	Va	lue*	Value*	Benefit
1	40		1,905	66	2	662	0	335,000
2	41		1,905	66	B	1,330	0	335,000
3	42		1,905	59	4	1,924	0	335,000
4	43		1,905	59	4	2,518	0	335,000
5	44		1,905	59		3,114	0	335,000
6	45		1,905	59		3,711	0	335,000
7	46		1,905	59		4,309	0	335,000
8	47		1,905	64	1	4,950	0	335,000
9	48		1,905	64		5,594	241	335,000
10	49		1,905	65	1	6,245	1,364	335,000
11	50		1,905	1,64		7,891	3,640	335,000
12	51		1,905	1,77	7	9,668	6,204	335,000
13	52		1,905	1,91		11,585	8,908	335,000
14	53		1,905	2,02	9	13,614	11,882	335,000
15	54		1,905	2,18		15,803	15,016	335,000
16	55		1,905	2,32	4	18,127	18,127	335,000
17	56		1,905	2,47		20,597	20,597	335,000
18	57		1,905	2,62		23,224	23,224	335,000
19	58		1,905	2,76		25,986	25,986	335,000
20	59		1,905	2,94	4	28,930	28,930	335,000
21	60		1,905	2,99	6	31,926	31,926	335,000
22	61		1,905	3,09	1	35,017	35,017	335,000
23	62		1,905	3,16	1	38,178	38,178	335,000
24	63		1,905	3,24		41,419	41,419	335,000
25	64		1,905	3,29		44,714	44,714	335,000
26	65		1,905	3,22		47,934	47,934	335,000
27	66		1,905	3,28		51,216	51,216	335,000
28	67		1,905	3,32		54,538	54,538	335,000
29	68		1,905	3,33		57,874	57,874	335,000
30	69		1,905	3,42	4	61,298	61,298	335,000

57,150

30 Year Summary

Cum. Payments	57,150
Surrender Value	61,298
Death Benefit	335,000

\*This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a proposal from North American Company.

## Illustration of Values

#### Minimum Contract Premium Maintains Coverage a Long Time

		Income Tax Rate 48.00%	Builder IUL7 - Interest Rate 7.00%	Initial Payment 1,905	Initial Death Benefit 335,000	
		(1)	(2) Increase	(3)	(4)	(5)
			In	Year End	Year End	
	Male	Policy	Accum	Accum	Surrender	Death
Year	Age	Premium	Value*	Value*	Value*	Benefit
		Treimain	Value	Value	Value	Denent
31	70		0 1,486	62,784	62,784	335,000
32	71		0 1,253	64,037	64.037	335.000
33	72		0 1,003	65,040	65,040	335,000
34	73		0 666	65,706	65,706	335,000
35	74		269	65,975	65,975	335,000
36	75	(	0 -165	65,810	65,810	335,000
37	76	(	0 -741	65,069	65,069	335,000
38	77	(	0 -1,473	63,596	63,596	335,000
39	78		0 -2,420	61,176	61,176	335,000
40	79		0 -3,478	57,698	57,698	335,000
	~~~			50.000	<b></b>	005 000
41	80		0 -4,872	52,826	52,826	335,000
42	81		0 -6,559	46,267	46,267	335,000
43	82		0 -8,524	37,743	37,743	335,000
44	83		0 -10,938	26,805	26,805	335,000
45	<mark>84</mark>		0 -13,939	12,866	12,866	335,000

57,150

45 Year Summary

Cum. Payments	57,150
Surrender Value	12,866
Death Benefit	335,000

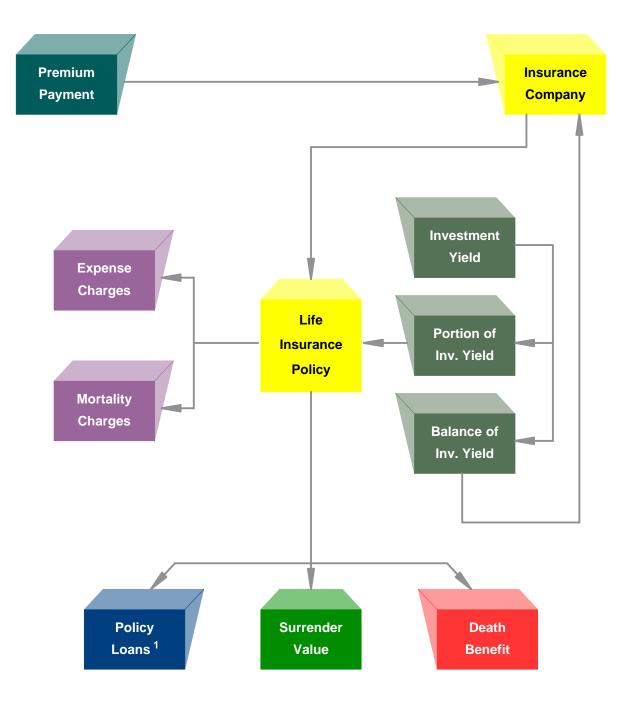
\*This illustration assumes the nonguaranteed values shown continue in all years. This is not likely, and actual results may be more or less favorable. This illustration is not valid unless accompanied by a proposal from North American Company.

# A Tax-Advantaged Savings and Retirement Plan

Presented By: Robert J Moody

Insured: Sample

# Flow Chart



<sup>1</sup> For Tax Free Spending .

#### **Important Notes**

This supplemental illustration is not a policy contract and must be accompanied by the basic illustration that includes guaranteed values and other important information. The illustrated values are not guaranteed. This illustration assumes that the currently illustrated, non-guaranteed elements used will not change for all years shown. This is not likely to occur and actual results may be more or less favorable than those shown. This supplemental illustration includes the same premium outlay and non-guaranteed elements used in the basic illustration.

Life Insurance agents do not give tax advice. Please consult with and rely on a qualified legal or tax advisor before entering into or paying additional premiums with respect to such arrangements.