## Product Comparison

## Prepared for:

Valued Client
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## Purpose

## The purpose of this presentation is to compare life insurance products on the basis of the internal rate of return of the projected policy cash flow, including death benefit.

These comparisons are for illustrative purposes only. They are not and should not be construed to be a contract or offer for insurance. The actual policy values may differ from the values shown due to underwriting decisions and actual policy

The facts, figures, premiums, values, benefits and quotations contained herein have been obtained from sources believed to be reliable, but cannot be guaranteed.

Each of the products compared may have different features.
This presentation is only valid when preceded or accompanied by the complete life insurance illustration and summary pages for each illustrated product.

The materials are not intended to be opinion or advice on legal, tax, accounting or investment matters. Private counsel should be consulted prior to application of this general information to specific situations. Please consult your attorney or tax advisor for complete up-to-date information concerning federal and state tax laws in this area. NFP Insurance Services, Inc. and its affiliates do not give legal or tax advice.

Most insurance policies contain exclusions, limitations, reductions of benefits and terms for keeping them in force. For complete costs and details, see your financial services representative.

Life insurance is medically underwritten. You should not cancel your current coverage until your new coverage is in force. Surrender charges may be due on an exchange of one contract for another. A change in policy may require a medical examination. Surrenders may be taxable. You should consult your own tax advisors regarding tax liability on surrenders.

Values illustrated are not guaranteed unless clearly identified in the supplemental illustration as guaranteed.

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## Product Comparison

Comparison of Internal Rates of Return


## Internal Rate of Return on Death Benefit at Selected Ages

| Year | Attained <br> Age | Pacific Life <br> Versa Flex NLG | Transamerica <br> TranseAce | AXA <br> Athena UL- LPR | AIG <br> ContinUL Extend 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8 | 79 | $33.2 \%$ | $32.7 \%$ | $32.4 \%$ | $29.9 \%$ |
| 12 | 83 | $16.0 \%$ | $15.7 \%$ | $15.5 \%$ | $13.9 \%$ |
| $\mathbf{1 7}$ | $\mathbf{8 8} \mathbf{( L E})$ | $\mathbf{7 . 8 \%}$ | $\mathbf{7 . 6 \%}$ | $\mathbf{7 . 4 \%}$ | $\mathbf{6 . 3 \%} \%$ |
| 19 | 90 | $6.0 \%$ | $5.8 \%$ | $5.7 \%$ | $4.7 \%$ |
| 23 | 94 | $3.5 \%$ | $3.3 \%$ | $3.2 \%$ | $2.4 \%$ |
| 26 | 97 | $2.3 \%$ | $2.1 \%$ | $2.0 \%$ | $1.3 \%$ |
| 29 | 100 | $1.4 \%$ | $1.2 \%$ | $1.1 \%$ | $0.4 \%$ |

Internal Rate of Return (IRR) is a method used to determine the policy holder's return on premiums paid into a life insurance policy. It is a calculation of the interest rate required for the cumulative policy cash flow (equal to premiums less dividends, withdrawals or loans paid in cash), to equal the death benefit of the policy in that year.
Life Expectancy (LE) as used in this presentation shows the average age at death based on your current age and is not necessarily indicative of your own personal life expectancy. You may live longer than indicated by the table. The LE tables used are not tailored to your personal situation or risk class; rather, they are based on population averages and are presented merely to help you form a generalized idea of the potential age(s) at death. LE for a male, age 71 is 17 years based on the 2001 CSO mortality

Neither NFP Insurance Services, Inc. nor its affiliates may give legal or tax advice. These statements are of a general nature only and may not apply to a customer's particular situation.

## Product Comparison

Table Comparison for Selected Products

| Year | Attained Age | Pacific Life <br> Versa Flex NLG | Transamerica TranseAce | $\begin{gathered} \text { AXA } \\ \text { Athena UL - LPR } \end{gathered}$ | AIG ContinUL Extend 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Projected Premium |  |  |  |  |  |
| 8 | 79 | 27,958 | 28,598 | 28,988 | 32,377 |
| 12 | 83 | 27,958 | 28,598 | 28,988 | 32,377 |
| 17 | 88 (LE) | 27,958 | 28,598 | 28,988 | 32,377 |
| 19 | 90 | 27,958 | 28,598 | 28,988 | 32,377 |
| 23 | 94 | 27,958 | 28,598 | 28,988 | 32,377 |
| 26 | 97 | 27,958 | 28,598 | 28,988 | 32,377 |
| 29 | 100 | 27,958 | 28,598 | 28,988 | 32,377 |
| Projected Death Benefit |  |  |  |  |  |
| 8 | 79 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| 12 | 83 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| 17 | 88 (LE) | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| 19 | 90 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| 23 | 94 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| 26 | 97 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| 29 | 100 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |

Projected Cash Surrender Value

| 8 | 79 | 0 | 0 | 0 | 0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 12 | 83 | 0 | 0 | 0 | 0 |
| $\mathbf{1 7}$ | $\mathbf{8 8} \mathbf{( L E )}$ | $\mathbf{0}$ | $\mathbf{0}$ | $\mathbf{0}$ | $\mathbf{0}$ |
| 19 | 90 | 0 | 0 | 0 | 0 |
| 23 | 94 | 0 | 0 | 0 | 0 |
| 26 | 97 | 0 | 0 | 0 | 0 |
| 29 | 100 | 0 | 0 | 0 | 0 |

## Projected Internal Rate of Return

| 8 | 79 | 33.2\% | 32.7\% | 32.4\% | 29.9\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 12 | 83 | 16.0\% | 15.7\% | 15.5\% | 13.9\% |
| 17 | 88 (LE) | 7.8\% | 7.6\% | 7.4\% | 6.3\% |
| 19 | 90 | 6.0\% | 5.8\% | 5.7\% | 4.7\% |
| 23 | 94 | 3.5\% | 3.3\% | 3.2\% | 2.4\% |
| 26 | 97 | 2.3\% | 2.1\% | 2.0\% | 1.3\% |
| 29 | 100 | 1.4\% | 1.2\% | 1.1\% | 0.4\% |
| Tax-Free Adjusted Internal Rate of Return |  |  |  |  |  |
| 8 | 79 | 46.1\% | 45.4\% | 45.0\% | 41.5\% |
| 12 | 83 | 22.2\% | 21.8\% | 21.5\% | 19.3\% |
| 17 | 88 (LE) | 10.8\% | 10.5\% | 10.3\% | 8.8\% |
| 19 | 90 | 8.3\% | 8.0\% | 7.9\% | 6.5\% |
| 23 | 94 | 4.9\% | 4.6\% | 4.5\% | 3.3\% |
| 26 | 97 | 3.2\% | 3.0\% | 2.8\% | 1.7\% |
| 29 | 100 | 1.9\% | 1.7\% | 1.6\% | 0.6\% |

[^1]
## Product Comparison

## Tax Issues Affecting Life Insurance

## Tax-Defintion of Life Insurance

A policy will qualify as life insurance under IRC Sec. 7702 if the policy qualifies as life insurance under applicable state law and meets one of the following tests:

1 Guideline Premium and Cash Value Corridor Test (GPT) - The sum of premiums paid at any time does not exceed the greater of the guideline single premium or the sum of the guideline level premium at such time, and the death benefit payable under the policy at any time is at least equal to an applicable percentage of the cash surrender value; or

2 Cash Value Accumulation Test (CVAT) - The cash surrender value of the policy must not at any time exceed the net single premium which would be necessary to fund future benefits under the policy.

Failure to qualify as life insurance will result in taxation of all cash value increases, and only the excess of the death benefit over

## Modified Endowment Contract

As defined in IRC Sec 7702A, a Modified Endowment Contract ("MEC") is a life insurance policy in which the cumulative premium payments in any one of the first seven policy years exceed the sum of the net level premiums, which would have been paid to provide a paid-up policy after the payment of seven level annual premiums (the "7-pay test"). Distributions from a MEC, either a withdrawal or loan (or use of the policy as collateral for a loan), are taxed to the extent there is a gain in the policy. Also, a $10 \%$ penalty will be assessed on the taxable amount of any distributions made prior to the policy owner's attaining age $591 / 2$, unless the policy owner is disabled or receives the cash value under a life annuity settlement option. Note, however, that the $10 \%$ penalty tax is always applicable if the policy owner is a "non-natural" person (e.g., a corporation or trust).

If there has been a "material change" in the terms or benefits of the policy, the 7-pay test will be applied as if the policy was a new contract at the date of the material change. Generally, once a policy is a MEC it is always a MEC. However, if premiums in excess of the 7-pay limit are paid, the MEC rules will not apply if such premium payments, plus interest (which is taxable), are returned to the policy owner within 60 days after the end of the policy year in which the excess premium payment was made.

## Estate Tax

If an insured has any incidents of ownership in a life insurance policy at the time of his or her death, or within three years of his or her death, or the proceeds are payable to or for the benefit of the insured's estate, the death benefit will be includable in his or her gross estate and may be subject to federal estate tax and/or state inheritance tax.

## Product Comparison

## Tax Issues Affecting Life Insurance

## Withdrawals ${ }^{1,2}$

Assuming the life insurance policy is not a MEC as described on the previous page, withdrawals are taxed under the "cost recovery rule" and are taxable only to the extent the withdrawal exceeds the cost basis of the policy (basis equals the gross premiums paid less prior untaxed withdrawals).

## Policy Loans ${ }^{1}$

Assuming the life insurance policy is not a MEC as described on the previous page, policy loans are not treated as withdrawals or distributions and are not subject to income tax.

If a loan is still outstanding when a life insurance policy is surrendered or lapses, the loan balance including upaid loan interest is automatically repaid from the policy's cash value. This loan repayment will result in taxable income to the extent that the net surrender value plus the amount of the repaid loan, including unpaid interest, exceeds the cost basis of the policy.

If a policy loan is still outstanding at the time of death, the loan, including unpaid interest, is automatically repaid from the policy's death benefit.

## Death Benefit

Proceeds from a life insurance policy paid because of the death of the insured are generally excludable from the beneficiary's gross income for income tax purposes.

## Estate Tax

If an insured has any incidents of ownership in a life insurance policy at the time of his or her death, or within three years of his or her death, or the proceeds are payable to or for the benefit of the insured's estate, the death benefit will be includable in his or her gross estate and may be subject to federal estate tax and/or state inheritance tax.

## Product Comparison

Pacific Life Versa Flex NLG

| Year | $\begin{gathered} \text { Attained } \\ \text { Age } \\ \hline \end{gathered}$ | Planned Premium | Cash Surrender Value | Life Insurance Death Benefit | Internal Rate of Return on Death Benefit | Tax-Free Adjusted Internal Rate of Return |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 72 | 27,958 | 0 | 1,000,000 | 3476.8\% | 4828.9\% |
| 2 | 73 | 27,958 | 0 | 1,000,000 | 450.1\% | 625.2\% |
| 3 | 74 | 27,958 | 0 | 1,000,000 | 190.2\% | 264.2\% |
| 4 | 75 | 27,958 | 0 | 1,000,000 | 111.0\% | 154.1\% |
| 5 | 76 | 27,958 | 0 | 1,000,000 | 74.8\% | 103.8\% |
| 6 | 77 | 27,958 | 0 | 1,000,000 | 54.5\% | 75.8\% |
| 7 | 78 | 27,958 | 0 | 1,000,000 | 41.8\% | 58.1\% |
| 8 | 79 | 27,958 | 0 | 1,000,000 | 33.2\% | 46.1\% |
| 9 | 80 | 27,958 | 0 | 1,000,000 | 27.0\% | 37.5\% |
| 10 | 81 | 27,958 | 0 | 1,000,000 | 22.4\% | 31.1\% |
| 11 | 82 | 27,958 | 0 | 1,000,000 | 18.8\% | 26.1\% |
| 12 | 83 | 27,958 | 0 | 1,000,000 | 16.0\% | 22.2\% |
| 13 | 84 | 27,958 | 0 | 1,000,000 | 13.7\% | 19.0\% |
| 14 | 85 | 27,958 | 0 | 1,000,000 | 11.8\% | 16.4\% |
| 15 | 86 | 27,958 | 0 | 1,000,000 | 10.3\% | 14.3\% |
| 16 | 87 | 27,958 | 0 | 1,000,000 | 8.9\% | 12.4\% |
| 17 | 88 (LE) | 27,958 | 0 | 1,000,000 | 7.8\% | 10.8\% |
| 18 | 89 | 27,958 | 0 | 1,000,000 | 6.8\% | 9.5\% |
| 19 | 90 | 27,958 | 0 | 1,000,000 | 6.0\% | 8.3\% |
| 20 | 91 | 27,958 | 0 | 1,000,000 | 5.3\% | 7.3\% |
| 21 | 92 | 27,958 | 0 | 1,000,000 | 4.6\% | 6.4\% |
| 22 | 93 | 27,958 | 0 | 1,000,000 | 4.0\% | 5.6\% |
| 23 | 94 | 27,958 | 0 | 1,000,000 | 3.5\% | 4.9\% |
| 24 | 95 | 27,958 | 0 | 1,000,000 | 3.1\% | 4.3\% |
| 25 | 96 | 27,958 | 0 | 1,000,000 | 2.7\% | 3.7\% |
| 26 | 97 | 27,958 | 0 | 1,000,000 | 2.3\% | 3.2\% |
| 27 | 98 | 27,958 | 0 | 1,000,000 | 1.9\% | 2.7\% |
| 28 | 99 | 27,958 | 0 | 1,000,000 | 1.6\% | 2.3\% |
| 29 | 100 | 27,958 | 0 | 1,000,000 | 1.4\% | 1.9\% |
| 30 | 101 | 27,958 | 0 | 1,000,000 | 1.1\% | 1.5\% |
| 31 | 102 | 27,958 | 0 | 1,000,000 | 0.9\% | 1.2\% |
| 32 | 103 | 27,958 | 0 | 1,000,000 | 0.7\% | 0.9\% |
| 33 | 104 | 27,958 | 0 | 1,000,000 | 0.5\% | 0.7\% |
| 34 | 105 | 27,958 | 0 | 1,000,000 | 0.3\% | 0.4\% |
| 35 | 106 | 27,958 | 0 | 1,000,000 | 0.1\% | 0.2\% |
| 36 | 107 | 27,958 | 0 | 1,000,000 | 0.0\% | 0.0\% |
| 37 | 108 | 27,958 | 0 | 1,000,000 | -0.2\% | -0.2\% |
| 38 | 109 | 27,958 | 0 | 1,000,000 | -0.3\% | -0.4\% |
| 39 | 110 | 27,958 | 0 | 1,000,000 | -0.4\% | -0.6\% |
| 40 | 111 | 27,958 | 0 | 1,000,000 | -0.6\% | -0.8\% |

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## Product Comparison

Pacific Life Versa Flex NLG

| Attained | Planned <br> Premium | Cash Surrender <br> Value | Life Insurance <br> Death Benefit | Internal Rate of <br> Return on Death <br> Benefit | Tax-Free Adjusted <br> Internal Rate of <br> Return |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 41 | 112 | 27,958 | 0 | $1,000,000$ | $-0.7 \%$ | $-0.9 \%$ |
| 42 | 113 | 27,958 | 0 | $1,000,000$ | $-0.8 \%$ | $-1.1 \%$ |
| 43 | 114 | 27,958 | 0 | $1,000,000$ | $-0.9 \%$ | $-1.2 \%$ |
| 44 | 115 | 27,958 | 0 | $1,000,000$ | $-0.9 \%$ | $-1.3 \%$ |
| 45 | 116 | 27,958 | 0 | $1,000,000$ | $-1.0 \%$ | $-1.4 \%$ |
| 46 | 117 | 27,958 | 0 | $1,000,000$ | $-1.1 \%$ | $-1.5 \%$ |
| 47 | 118 | 27,958 | 0 | $1,000,000$ | $-1.2 \%$ | $-1.6 \%$ |
| 48 | 119 | 27,958 | 0 | $1,000,000$ | $-1.3 \%$ | $-1.7 \%$ |
| 49 | 120 | 27,958 | 0 | $1,000,000$ | $-1.3 \%$ | $-1.8 \%$ |
| 50 | 121 | 27,958 | 0 | $1,000,000$ | $-1.4 \%$ | $-1.9 \%$ |
| 51 | 122 | 27,958 | 0 | $1,000,000$ | $-1.4 \%$ | $-2.0 \%$ |

## Product Comparison

## Transamerica TranseAce

| Year | Attained Age | Planned <br> Premium | Cash Surrender Value | Life Insurance Death Benefit | Internal Rate of Return on Death Benefit | Tax-Free Adjusted Internal Rate of Return |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 72 | 28,598 | 0 | 1,000,000 | 3396.7\% | 4717.7\% |
| 2 | 73 | 28,598 | 0 | 1,000,000 | 443.4\% | 615.9\% |
| 3 | 74 | 28,598 | 0 | 1,000,000 | 187.7\% | 260.7\% |
| 4 | 75 | 28,598 | 0 | 1,000,000 | 109.5\% | 152.1\% |
| 5 | 76 | 28,598 | 0 | 1,000,000 | 73.8\% | 102.5\% |
| 6 | 77 | 28,598 | 0 | 1,000,000 | 53.8\% | 74.7\% |
| 7 | 78 | 28,598 | 0 | 1,000,000 | 41.2\% | 57.3\% |
| 8 | 79 | 28,598 | 0 | 1,000,000 | 32.7\% | 45.4\% |
| 9 | 80 | 28,598 | 0 | 1,000,000 | 26.6\% | 36.9\% |
| 10 | 81 | 28,598 | 0 | 1,000,000 | 22.0\% | 30.6\% |
| 11 | 82 | 28,598 | 0 | 1,000,000 | 18.5\% | 25.7\% |
| 12 | 83 | 28,598 | 0 | 1,000,000 | 15.7\% | 21.8\% |
| 13 | 84 | 28,598 | 0 | 1,000,000 | 13.4\% | 18.6\% |
| 14 | 85 | 28,598 | 0 | 1,000,000 | 11.6\% | 16.0\% |
| 15 | 86 | 28,598 | 0 | 1,000,000 | 10.0\% | 13.9\% |
| 16 | 87 | 28,598 | 0 | 1,000,000 | 8.7\% | 12.1\% |
| 17 | 88 (LE) | 28,598 | 0 | $\mathbf{1 , 0 0 0 , 0 0 0}$ | 7.6\% | 10.5\% |
| 18 | 89 | 28,598 | 0 | 1,000,000 | 6.6\% | 9.2\% |
| 19 | 90 | 28,598 | 0 | 1,000,000 | 5.8\% | 8.0\% |
| 20 | 91 | 28,598 | 0 | 1,000,000 | 5.1\% | 7.0\% |
| 21 | 92 | 28,598 | 0 | 1,000,000 | 4.4\% | 6.1\% |
| 22 | 93 | 28,598 | 0 | 1,000,000 | 3.9\% | 5.4\% |
| 23 | 94 | 28,598 | 0 | 1,000,000 | 3.3\% | 4.6\% |
| 24 | 95 | 28,598 | 0 | 1,000,000 | 2.9\% | 4.0\% |
| 25 | 96 | 28,598 | 0 | 1,000,000 | 2.5\% | 3.5\% |
| 26 | 97 | 28,598 | 0 | 1,000,000 | 2.1\% | 3.0\% |
| 27 | 98 | 28,598 | 0 | 1,000,000 | 1.8\% | 2.5\% |
| 28 | 99 | 28,598 | 0 | 1,000,000 | 1.5\% | 2.1\% |
| 29 | 100 | 28,598 | 0 | 1,000,000 | 1.2\% | 1.7\% |
| 30 | 101 | 28,598 | 0 | 1,000,000 | 1.0\% | 1.3\% |
| 31 | 102 | 28,598 | 0 | 1,000,000 | 0.7\% | 1.0\% |
| 32 | 103 | 28,598 | 0 | 1,000,000 | 0.5\% | 0.7\% |
| 33 | 104 | 28,598 | 0 | 1,000,000 | 0.3\% | 0.5\% |
| 34 | 105 | 28,598 | 0 | 1,000,000 | 0.2\% | 0.2\% |
| 35 | 106 | 28,598 | 0 | 1,000,000 | 0.0\% | 0.0\% |
| 36 | 107 | 28,598 | 0 | 1,000,000 | -0.2\% | -0.2\% |
| 37 | 108 | 28,598 | 0 | 1,000,000 | -0.3\% | -0.4\% |
| 38 | 109 | 28,598 | 0 | 1,000,000 | -0.4\% | -0.6\% |
| 39 | 110 | 28,598 | 0 | 1,000,000 | -0.6\% | -0.8\% |
| 40 | 111 | 28,598 | 0 | 1,000,000 | -0.7\% | -0.9\% |

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## Product Comparison

## Transamerica TranseAce

| Attained |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age | Planned <br> Premium | Cash Surrender <br> Value | Life Insurance <br> Death Benefit | Internal Rate of <br> Return on Death <br> Benefit | Tax-Free Adjusted <br> Internal Rate of <br> Return |  |
| 41 | 112 | 28,598 | 0 | $1,000,000$ | $-0.8 \%$ | $-1.1 \%$ |
| 42 | 113 | 28,598 | 0 | $1,000,000$ | $-0.9 \%$ | $-1.2 \%$ |
| 43 | 114 | 28,598 | 0 | $1,000,000$ | $-1.0 \%$ | $-1.3 \%$ |
| 44 | 115 | 28,598 | 0 | $1,000,000$ | $-1.1 \%$ | $-1.5 \%$ |
| 45 | 116 | 28,598 | 0 | $1,000,000$ | $-1.1 \%$ | $-1.6 \%$ |
| 46 | 117 | 28,598 | 0 | $1,000,000$ | $-1.2 \%$ | $-1.7 \%$ |
| 47 | 118 | 28,598 | 0 | $1,000,000$ | $-1.3 \%$ | $-1.8 \%$ |
| 48 | 119 | 28,598 | 0 | $1,000,000$ | $-1.4 \%$ | $-1.9 \%$ |
| 49 | 120 | 28,598 | 0 | $1,000,000$ | $-1.4 \%$ | $-2.0 \%$ |
| 50 | 121 | 28,598 | 0 | $1,000,000$ | $-1.5 \%$ | $-2.1 \%$ |
| 51 | 122 | 28,598 | 0 | $1,000,000$ | $-1.5 \%$ | $-2.1 \%$ |

## Product Comparison

## AXA Athena UL - LPR

| Year | Attained Age | Planned <br> Premium | Cash Surrender Value | Life Insurance Death Benefit | Internal Rate of Return on Death Benefit | Tax-Free Adjusted Internal Rate of Return |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 72 | 28,988 | 0 | 1,000,000 | 3349.7\% | 4652.4\% |
| 2 | 73 | 28,988 | 0 | 1,000,000 | 439.5\% | 610.4\% |
| 3 | 74 | 28,988 | 0 | 1,000,000 | 186.2\% | 258.6\% |
| 4 | 75 | 28,988 | 0 | 1,000,000 | 108.7\% | 151.0\% |
| 5 | 76 | 28,988 | 0 | 1,000,000 | 73.2\% | 101.6\% |
| 6 | 77 | 28,988 | 0 | 1,000,000 | 53.3\% | 74.1\% |
| 7 | 78 | 28,988 | 0 | 1,000,000 | 40.9\% | 56.8\% |
| 8 | 79 | 28,988 | 0 | 1,000,000 | 32.4\% | 45.0\% |
| 9 | 80 | 28,988 | 0 | 1,000,000 | 26.3\% | 36.5\% |
| 10 | 81 | 28,988 | 0 | 1,000,000 | 21.8\% | 30.2\% |
| 11 | 82 | 28,988 | 0 | 1,000,000 | 18.3\% | 25.4\% |
| 12 | 83 | 28,988 | 0 | 1,000,000 | 15.5\% | 21.5\% |
| 13 | 84 | 28,988 | 0 | 1,000,000 | 13.2\% | 18.4\% |
| 14 | 85 | 28,988 | 0 | 1,000,000 | 11.4\% | 15.8\% |
| 15 | 86 | 28,988 | 0 | 1,000,000 | 9.9\% | 13.7\% |
| 16 | 87 | 28,988 | 0 | 1,000,000 | 8.6\% | 11.9\% |
| 17 | 88 (LE) | 28,988 | 0 | 1,000,000 | 7.4\% | 10.3\% |
| 18 | 89 | 28,988 | 0 | 1,000,000 | 6.5\% | 9.0\% |
| 19 | 90 | 28,988 | 0 | 1,000,000 | 5.7\% | 7.9\% |
| 20 | 91 | 28,988 | 0 | 1,000,000 | 4.9\% | 6.9\% |
| 21 | 92 | 28,988 | 0 | 1,000,000 | 4.3\% | 6.0\% |
| 22 | 93 | 28,988 | 0 | 1,000,000 | 3.7\% | 5.2\% |
| 23 | 94 | 28,988 | 0 | 1,000,000 | 3.2\% | 4.5\% |
| 24 | 95 | 28,988 | 0 | 1,000,000 | 2.8\% | 3.9\% |
| 25 | 96 | 28,988 | 0 | 1,000,000 | 2.4\% | 3.3\% |
| 26 | 97 | 28,988 | 0 | 1,000,000 | 2.0\% | 2.8\% |
| 27 | 98 | 28,988 | 0 | 1,000,000 | 1.7\% | 2.4\% |
| 28 | 99 | 28,988 | 0 | 1,000,000 | 1.4\% | 2.0\% |
| 29 | 100 | 28,988 | 0 | 1,000,000 | 1.1\% | 1.6\% |
| 30 | 101 | 28,988 | 0 | 1,000,000 | 0.9\% | 1.2\% |
| 31 | 102 | 28,988 | 0 | 1,000,000 | 0.7\% | 0.9\% |
| 32 | 103 | 28,988 | 0 | 1,000,000 | 0.5\% | 0.6\% |
| 33 | 104 | 28,988 | 0 | 1,000,000 | 0.3\% | 0.4\% |
| 34 | 105 | 28,988 | 0 | 1,000,000 | 0.1\% | 0.1\% |
| 35 | 106 | 28,988 | 0 | 1,000,000 | -0.1\% | -0.1\% |
| 36 | 107 | 28,988 | 0 | 1,000,000 | -0.2\% | -0.3\% |
| 37 | 108 | 28,988 | 0 | 1,000,000 | -0.4\% | -0.5\% |
| 38 | 109 | 28,988 | 0 | 1,000,000 | -0.5\% | -0.7\% |
| 39 | 110 | 28,988 | 0 | 1,000,000 | -0.6\% | -0.9\% |
| 40 | 111 | 28,988 | 0 | 1,000,000 | -0.7\% | -1.0\% |

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## Product Comparison

## AXA Athena UL - LPR

| Attained | Planned <br> Premium | Cash Surrender <br> Value | Life Insurance <br> Death Benefit | Internal Rate of <br> Return on Death <br> Benefit | Tax-Free Adjusted <br> Internal Rate of <br> Return |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 41 | 112 | 28,988 | 0 | $1,000,000$ | $-0.8 \%$ | $-1.2 \%$ |
| 42 | 113 | 28,988 | 0 | $1,000,000$ | $-0.9 \%$ | $-1.3 \%$ |
| 43 | 114 | 28,988 | 0 | $1,000,000$ | $-1.0 \%$ | $-1.4 \%$ |
| 44 | 115 | 28,988 | 0 | $1,000,000$ | $-1.1 \%$ | $-1.6 \%$ |
| 45 | 116 | 28,988 | 0 | $1,000,000$ | $-1.2 \%$ | $-1.7 \%$ |
| 46 | 117 | 28,988 | 0 | $1,000,000$ | $-1.3 \%$ | $-1.8 \%$ |
| 47 | 118 | 28,988 | 0 | $1,000,000$ | $-1.4 \%$ | $-1.9 \%$ |
| 48 | 119 | 28,988 | 0 | $1,000,000$ | $-1.4 \%$ | $-2.0 \%$ |
| 49 | 120 | 28,988 | 0 | $1,000,000$ | $-1.5 \%$ | $-2.1 \%$ |
| 50 | 121 | 28,988 | 0 | $1,000,000$ | $-1.5 \%$ | $-2.1 \%$ |
| 51 | 122 | 28,988 |  | $1,000,000$ | $-1.6 \%$ | $-2.2 \%$ |

## Product Comparison

## AIG ContinUL Extend 2007

| Year | $\begin{gathered} \text { Attained } \\ \text { Age } \\ \hline \end{gathered}$ | Planned <br> Premium | Cash Surrender <br> Value | Life Insurance Death Benefit | Internal Rate of Return on Death Benefit | Tax-Free Adjusted Internal Rate of Return |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 72 | 32,377 | 0 | 1,000,000 | 2988.6\% | 4150.9\% |
| 2 | 73 | 32,377 | 0 | 1,000,000 | 408.0\% | 566.7\% |
| 3 | 74 | 32,377 | 0 | 1,000,000 | 174.2\% | 242.0\% |
| 4 | 75 | 32,377 | 0 | 1,000,000 | 101.8\% | 141.4\% |
| 5 | 76 | 32,377 | 0 | 1,000,000 | 68.4\% | 95.0\% |
| 6 | 77 | 32,377 | 0 | 1,000,000 | 49.7\% | 69.0\% |
| 7 | 78 | 32,377 | 0 | 1,000,000 | 37.9\% | 52.7\% |
| 8 | 79 | 32,377 | 0 | 1,000,000 | 29.9\% | 41.5\% |
| 9 | 80 | 32,377 | 0 | 1,000,000 | 24.2\% | 33.5\% |
| 10 | 81 | 32,377 | 0 | 1,000,000 | 19.9\% | 27.6\% |
| 11 | 82 | 32,377 | 0 | 1,000,000 | 16.5\% | 23.0\% |
| 12 | 83 | 32,377 | 0 | 1,000,000 | 13.9\% | 19.3\% |
| 13 | 84 | 32,377 | 0 | 1,000,000 | 11.8\% | 16.4\% |
| 14 | 85 | 32,377 | 0 | 1,000,000 | 10.0\% | 14.0\% |
| 15 | 86 | 32,377 | 0 | 1,000,000 | 8.6\% | 11.9\% |
| 16 | 87 | 32,377 | 0 | 1,000,000 | 7.4\% | 10.2\% |
| 17 | 88 (LE) | 32,377 | 0 | 1,000,000 | 6.3\% | 8.8\% |
| 18 | 89 | 32,377 | 0 | 1,000,000 | 5.4\% | 7.5\% |
| 19 | 90 | 32,377 | 0 | 1,000,000 | 4.7\% | 6.5\% |
| 20 | 91 | 32,377 | 0 | 1,000,000 | 4.0\% | 5.5\% |
| 21 | 92 | 32,377 | 0 | 1,000,000 | 3.4\% | 4.7\% |
| 22 | 93 | 32,377 | 0 | 1,000,000 | 2.9\% | 4.0\% |
| 23 | 94 | 32,377 | 0 | 1,000,000 | 2.4\% | 3.3\% |
| 24 | 95 | 32,377 | 0 | 1,000,000 | 2.0\% | 2.7\% |
| 25 | 96 | 32,377 | 0 | 1,000,000 | 1.6\% | 2.2\% |
| 26 | 97 | 32,377 | 0 | 1,000,000 | 1.3\% | 1.7\% |
| 27 | 98 | 32,377 | 0 | 1,000,000 | 0.9\% | 1.3\% |
| 28 | 99 | 32,377 | 0 | 1,000,000 | 0.7\% | 0.9\% |
| 29 | 100 | 32,377 | 0 | 1,000,000 | 0.4\% | 0.6\% |
| 30 | 101 | 32,377 | 0 | 1,000,000 | 0.2\% | 0.3\% |
| 31 | 102 | 32,377 | 0 | 1,000,000 | 0.0\% | 0.0\% |
| 32 | 103 | 32,377 | 0 | 1,000,000 | -0.2\% | -0.3\% |
| 33 | 104 | 32,377 | 0 | 1,000,000 | -0.4\% | -0.5\% |
| 34 | 105 | 32,377 | 0 | 1,000,000 | -0.6\% | -0.8\% |
| 35 | 106 | 32,377 | 0 | 1,000,000 | -0.7\% | -1.0\% |
| 36 | 107 | 32,377 | 0 | 1,000,000 | -0.8\% | -1.2\% |
| 37 | 108 | 32,377 | 0 | 1,000,000 | -1.0\% | -1.4\% |
| 38 | 109 | 32,377 | 0 | 1,000,000 | -1.1\% | -1.5\% |
| 39 | 110 | 32,377 | 0 | 1,000,000 | -1.2\% | -1.7\% |
| 40 | 111 | 32,377 | 0 | 1,000,000 | -1.3\% | -1.8\% |

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## Product Comparison

## AIG ContinUL Extend 2007

| Attained |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age | Planned <br> Premium | Cash Surrender <br> Value | Life Insurance <br> Death Benefit | Internal Rate of <br> Return on Death <br> Benefit | Tax-Free Adjusted <br> Internal Rate of <br> Return |  |
| 41 | 112 | 32,377 | 0 | $1,000,000$ | $-1.4 \%$ | $-2.0 \%$ |
| 42 | 113 | 32,377 | 0 | $1,000,000$ | $-1.5 \%$ | $-2.1 \%$ |
| 43 | 114 | 32,377 | 0 | $1,000,000$ | $-1.6 \%$ | $-2.2 \%$ |
| 44 | 115 | 32,377 | 0 | $1,000,000$ | $-1.7 \%$ | $-2.3 \%$ |
| 45 | 116 | 32,377 | 0 | $1,000,000$ | $-1.7 \%$ | $-2.4 \%$ |
| 46 | 117 | 32,377 | 0 | $1,000,000$ | $-1.8 \%$ | $-2.5 \%$ |
| 47 | 118 | 32,377 | 0 | $1,000,000$ | $-1.9 \%$ | $-2.6 \%$ |
| 48 | 119 | 32,377 | 0 | $1,000,000$ | $-1.9 \%$ | $-2.7 \%$ |
| 49 | 120 | 32,377 | 0 | $1,000,000$ | $-2.0 \%$ | $-2.8 \%$ |
| 50 | 121 | 32,377 | 0 | $1,000,000$ | $-2.0 \%$ | $-2.8 \%$ |
| 51 | 122 | 32,377 | 0 | $1,000,000$ | $-2.1 \%$ | $-2.9 \%$ |

## Product Comparison

## Illustration Assumptions

| General Information |  |
| :--- | :--- |
| Date of Illustration | Monday, February 08, 2010 |
| Client Name | Valued Client |
| $\quad$ Age | - |
| Spouse Name | - |
| $\quad$ Age | 88 |
| Assumed Life Expectancy | $28.0 \%$ |
| Assumed Income Tax Rate |  |
| Pacific Life Versa Flex NLG | $4.00 \%$ |
| Gross Crediting Rate | Preferred Non-Tobacco |
| Insured Underwriting Class | 1 |
| Insured Underwriting Rating | - |
| 2nd Insured Underwriting Class | - |
| 2nd Insured Underwriting Rating |  |
|  | $4.00 \%$ |
| Transamerica TranseAce | Preferred Non-Tobacco |
| Gross Crediting Rate | 1 |
| Insured Underwriting Class | - |
| Insured Underwriting Rating | - |
| 2nd Insured Underwriting Class |  |
| 2nd Insured Underwriting Rating | - |
| AXA Athena UL - LPR | $3.00 \%$ |
| Gross Crediting Rate | Preferred Non-Tobacco |
| Insured Underwriting Class | 1 |
| Insured Underwriting Rating | - |
| 2nd Insured Underwriting Class | - |
| 2nd Insured Underwriting Rating |  |
| AIG ContinUL Extend 2007 |  |
| Gross Crediting Rate | $3.50 \%$ |
| Insured Underwriting Class | Preferred Non-Tobacco |
| Insured Underwriting Rating | 1 |
| 2nd Insured Underwriting Class | - |
| 2nd Insured Underwriting Rating | - |
|  |  |

## Product Comparison

## Carrier Illustrations


[^0]:    National Financial Partners and its subsidiaries are not affiliated with the issuing life insurance carrier or their subsidiaries.
    Securities offered through Registered Reps of NFP Securities, Inc. a Broker-Dealer, Member FINRA/SIPC. Investment Advisory Services offered through Investment Advisor Representatives of NFP Securities, Inc., a Federally Registered Investment Advisor, 1250 Capital of Texas Hwy., Bldg. 2 - Ste. 125 - Austin, TX 78746 (512)697-6000.

    This presentation is not valid without an accompanying personalized poilcy illustration, which includes the guaranteed elements of the policy and other important information.

    ## IRS Circular 230 Disclosure

    Any tax advice contained herein is not intended or written to be used, and cannot be used by you or any other person, for the purpose of avoiding any penalties that may be imposed by the Internal Revenue Code.

[^1]:    The Tax-Free Adjusted IRR modifies the calculated internal rate of return to account for the income tax-free nature of the policy death benefit assuming a $28.0 \%$ tax rate.

    Additional information about the policies is available at the Assumptions page within this document in addition to the carrier ledgers.

