

Comparing Insurance Products

Comparing Insurance Products:

Objective

The premise of this tool is to allow clients and advisors to weigh the merits of various insurance options to address a future need today. Looking at multiple options gives the client a menu of choice when it comes to answering the question of what product will best suit their particular need.

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- 1 Objective
- 2 Net Present Value
- 3 Discount Rate
- 4 Event

In order to properly analyze each option, the concept of Present Value is used to bring each option down to one simple cost in today's dollars. The object is not to show which one is "better" or which is preferred but which provides the lowest "cost" solution. Since every solution incurs a cost, none of the options will be particularly favorable, but at least a decision can be made on the merits of the solution based on cost.

Understanding the Net Present Value Comparison

One of the difficulties in comparing these alternatives is that each has a different cash flow stream. Although each is designed to achieve the same end result, the way they are funded is completely different.

This makes it very difficult to decide which is really the best option from a cost comparison standpoint. The common method used to determine the comparative cost is to calculate the present value of each stream of funding. Basically, taking each option's cost stream and bringing all the required future payments back to today. To do this we need certain specific data:

Discount rate:

In our examples all funding will be created from after tax income of some nature, therefore, it is possible to compare each payment stream using the same discount rate. This rate is similar to inflation or the after tax cost of capital in that it takes a future stream of payments and shows what it is worth in a single number today.

Event (Life Expectancy, CI Diagnosed or LTC Required):

The time of insurance event can be selected or altered. For life insurance analysis we utilize life expectancy which is actuarial life expectancy. For Critical Illness and Long Term Care coverages, we can select an arbitrary "trigger" date in the future when one of these events may occur. This enables us to analyze the options.



Insurance Comparison

For: Female Prospect

Female Age 35, Non-Smoker

by: CBS Planner

Year	Age	Term 10 - Rent			Level COI UL - Lease			G 20 Pay UL - Own		
		Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit
1	36	292	0	500,000	1,627	22	500,022	2,885	0	500,079
2	37	292	0	500,000	1,627	45	500,045	2,885	0	500,162
3	38	292	0	500,000	1,627	68	500,068	2,885	0	500,251
4	39	292	0	500,000	1,627	93	500,093	2,885	0	500,344
5	40	292	0	500,000	1,627	122	500,122	2,885	2,000	500,444
6	41	292	0	500,000	1,627	153	500,153	2,885	3,000	500,549
7	42	292	0	500,000	1,627	185	500,185	2,885	4,000	500,661
8	43	292	0	500,000	1,627	218	500,218	2,885	5,000	500,779
9	44	292	0	500,000	1,627	252	500,252	2,885	6,500	500,905
10	45	292	0	500,000	1,627	288	500,288	2,885	8,000	501,037
11	46	1,041	0	500,000	1,627	324	500,324	2,824	9,500	501,177
12	47	1,041	0	500,000	1,627	362	500,362	2,824	12,000	501,324
13	48	1,041	0	500,000	1,627	402	500,402	2,824	14,500	501,481
14	49	1,041	0	500,000	1,627	442	500,442	2,824	17,500	501,646
15	50	1,041	0	500,000	1,627	484	500,484	2,824	21,500	501,822
16	51	1,041	0	500,000	1,627	528	500,528	2,824	25,500	502,008
17	52	1,041	0	500,000	1,627	573	500,573	2,824	30,500	502,206
18	53	1,041	0	500,000	1,627	619	500,619	2,824	36,500	502,415
19	54	1,041	0	500,000	1,627	668	500,668	2,824	43,500	502,637
20	55	1,041	0	500,000	1,627	718	500,718	2,824	51,500	502,872
21	56	2,460	0	500,000	1,627	769	500,769	0	54,500	503,045
22	57	2,460	0	500,000	1,627	823	500,823	0	57,500	503,227
23	58	2,460	0	500,000	1,627	878	500,878	0	61,000	503,421
24	59	2,460	0	500,000	1,627	936	500,936	0	65,000	503,626
25	60	2,460	0	500,000	1,627	995	500,995	0	68,500	503,844
26	61	2,460	0	500,000	1,627	1,056	501,056	0	73,000	504,074
27	62	2,460	0	500,000	1,627	1,120	501,120	0	78,000	504,319
28	63	2,460	0	500,000	1,627	1,186	501,186	0	83,000	504,578
29	64	2,460	0	500,000	1,627	1,254	501,254	0	88,500	504,853
30	65	2,460	0	500,000	1,627	1,324	501,324	0	94,000	505,144
31	66	6,807	0	500,000	1,627	1,397	501,397	0	100,000	505,452
32	67	6,807	0	500,000	1,627	1,473	501,473	0	106,500	505,780
33	68	6,807	0	500,000	1,627	1,551	501,551	0	113,000	506,126
34	69	6,807	0	500,000	1,627	1,632	501,632	0	120,000	506,494
35	70	6,807	0	500,000	1,627	1,716	501,716	0	127,000	506,884
36	71	6,807	0	500,000	1,627	1,803	501,803	0	135,000	507,297
37	72	6,807	0	500,000	1,627	1,892	501,892	0	142,500	507,734
38	73	6,807	0	500,000	1,627	1,985	501,985	0	151,000	508,198
39	74	6,807	0	500,000	1,627	2,081	502,081	0	159,500	508,690
40	75	6,807	0	500,000	1,627	2,181	502,181	0	168,500	509,212

Insurance Comparison

For: Female Prospect

Female Age 35, Non-Smoker

by: CBS Planner

Year	Age	Term 10 - Rent			Level COI UL - Lease			G 20 Pay UL - Own		
		Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit
41	76	19,408	0	500,000	1,627	2,284	502,284	0	178,000	509,765
42	77	19,408	0	500,000	1,627	2,391	502,391	0	187,500	510,350
43	78	19,408	0	500,000	1,627	2,501	502,501	0	197,500	510,971
44	79	19,408	0	500,000	1,627	2,615	502,615	0	207,500	511,630
45	80	19,408	0	500,000	1,627	2,733	502,733	0	218,000	512,327
46	81	0	0	0	1,627	2,856	502,856	0	229,000	513,067
47	82	0	0	0	1,627	2,982	502,982	0	240,000	513,851
48	83	0	0	0	1,627	3,114	503,114	0	251,500	514,682
49	84	0	0	0	1,627	3,249	503,249	0	263,000	515,563
50	85	0	0	0	1,627	3,390	503,390	0	274,500	516,497
51	86	0	0	0	1,627	3,535	503,535	0	288,000	517,487
52	87	0	0	0	1,627	3,686	503,686	0	301,500	518,536
53	88	0	0	0	1,627	3,841	503,841	0	315,500	519,648
54	89	0	0	0	1,627	4,003	504,003	0	329,500	520,827
55	90	0	0	0	1,627	4,170	504,170	0	344,000	522,076
56	91	0	0	0	1,627	4,342	504,342	0	358,500	523,401
57	92	0	0	0	1,627	4,521	504,521	0	373,500	524,805
58	93	0	0	0	1,627	4,706	504,706	0	388,500	526,293
59	94	0	0	0	1,627	4,898	504,898	0	403,500	527,871
60	95	0	0	0	1,627	5,096	505,096	0	419,000	529,543
61	96	0	0	0	1,627	5,301	505,301	0	435,000	531,316
62	97	0	0	0	1,627	5,514	505,514	0	451,000	533,195
63	98	0	0	0	1,627	5,734	505,734	0	467,000	535,187
64	99	0	0	0	1,627	5,961	505,961	0	483,500	537,298
65	100	0	0	0	1,627	6,197	506,197	0	500,000	539,536
66	101	0	0	0	123	6,416	506,416	0	515,000	556,908
67	102	0	0	0	123	6,643	506,643	0	530,500	574,922
68	103	0	0	0	123	6,878	506,878	0	546,500	593,588

Present Value of Insurance Comparison

For: Female Prospect

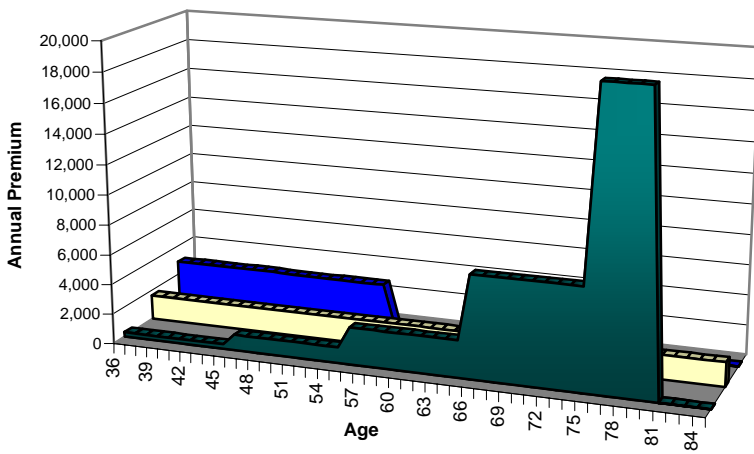
Female Age 35, Non-Smoker

Present Value Rate: 2.00%

by: CBS Planner

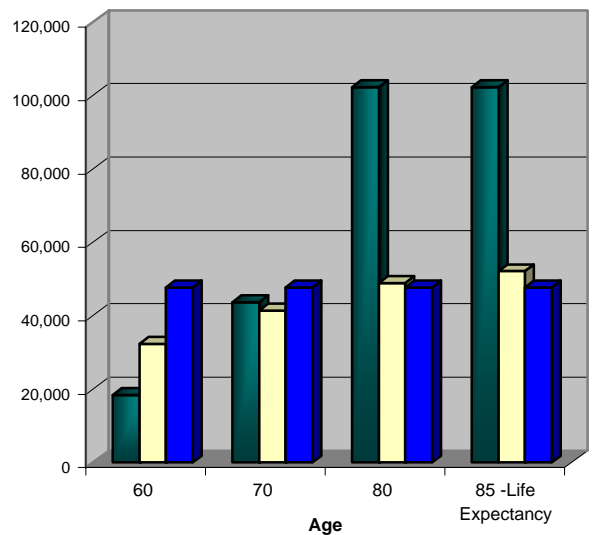
Age	Term 10 - Rent			Level COI UL - Lease			G 20 Pay UL - Own		
	Deposits	Cash Value	Death Benefit	Deposits	Cash Value	Death Benefit	Deposits	Cash Value	Death Benefit
60	25,627	0	500,000	40,668	995	500,995	57,092	68,500	503,844
Present Value:	18,457	0	304,765	32,394	606	305,372	47,661	41,753	307,108
70	71,959	0	500,000	56,935	1,716	501,716	57,092	127,000	506,884
Present Value:	43,731	0	250,014	41,479	858	250,872	47,661	63,504	253,456
80	203,034	0	500,000	73,202	2,733	502,733	57,092	218,000	512,327
Present Value:	102,354	0	205,098	48,932	1,121	206,220	47,661	89,423	210,155
85 -Life Expectancy	203,034	0	0	81,336	3,390	503,390	57,092	274,500	516,497
Present Value:	102,354	0	0	52,140	1,259	187,023	47,661	101,984	191,893

Insurance Funding Annual Deposit Comparison



■ Term 10 - Rent ■ Level COI UL - Lease ■ G 20 Pay UL - Own

Present Value of Deposits



■ Term 10 - Rent ■ Level COI UL - Lease ■ G 20 Pay UL - Own

Insurance Comparison

For: Male Prospect

Male Age 35, Non-Smoker

by: CBS Planner

Year	Age	Term 10 - Rent			Level COI UL - Lease			G 20 Pay UL - Own		
		Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit
1	36	354	0	500,000	1,960	27	500,027	3,526	96	500,096
2	37	354	0	500,000	1,960	54	500,054	3,526	198	500,198
3	38	354	0	500,000	1,960	83	500,083	3,526	306	500,306
4	39	354	0	500,000	1,960	112	500,112	3,526	421	500,421
5	40	354	0	500,000	1,960	148	500,148	3,526	542	500,542
6	41	354	0	500,000	1,960	185	500,185	3,526	671	500,671
7	42	354	0	500,000	1,960	223	500,223	3,526	807	500,807
8	43	354	0	500,000	1,960	263	500,263	3,526	952	500,952
9	44	354	0	500,000	1,960	304	500,304	3,526	1,105	501,105
10	45	354	0	500,000	1,960	347	500,347	3,526	1,268	501,268
11	46	1,630	0	500,000	1,960	391	500,391	3,465	1,438	501,438
12	47	1,630	0	500,000	1,960	437	500,437	3,465	1,619	501,619
13	48	1,630	0	500,000	1,960	484	500,484	3,465	1,811	501,811
14	49	1,630	0	500,000	1,960	533	500,533	3,465	2,014	502,014
15	50	1,630	0	500,000	1,960	584	500,584	3,465	2,229	502,229
16	51	1,630	0	500,000	1,960	636	500,636	3,465	2,457	502,457
17	52	1,630	0	500,000	1,960	691	500,691	3,465	2,699	502,699
18	53	1,630	0	500,000	1,960	747	500,747	3,465	2,955	502,955
19	54	1,630	0	500,000	1,960	805	500,805	3,465	3,227	503,227
20	55	1,630	0	500,000	1,960	866	500,866	3,465	3,515	503,515
21	56	3,768	0	500,000	1,960	928	500,928	0	3,726	503,726
22	57	3,768	0	500,000	1,960	992	500,992	0	3,949	503,949
23	58	3,768	0	500,000	1,960	1,059	501,059	0	4,186	504,186
24	59	3,768	0	500,000	1,960	1,128	501,128	0	4,438	504,438
25	60	3,768	0	500,000	1,960	1,200	501,200	0	4,704	504,704
26	61	3,768	0	500,000	1,960	1,274	501,274	0	4,986	504,986
27	62	3,768	0	500,000	1,960	1,351	501,351	0	5,285	505,285
28	63	3,768	0	500,000	1,960	1,430	501,430	0	5,603	505,603
29	64	3,768	0	500,000	1,960	1,512	501,512	0	5,939	505,939
30	65	3,768	0	500,000	1,960	1,597	501,597	0	6,295	506,295
31	66	10,626	0	500,000	1,960	1,685	501,685	0	6,673	506,673
32	67	10,626	0	500,000	1,960	1,776	501,776	0	7,073	507,073
33	68	10,626	0	500,000	1,960	1,871	501,871	0	7,497	507,497
34	69	10,626	0	500,000	1,960	1,968	501,968	0	7,947	507,947
35	70	10,626	0	500,000	1,960	2,069	502,069	0	8,424	508,424
36	71	10,626	0	500,000	1,960	2,174	502,174	0	8,930	508,930
37	72	10,626	0	500,000	1,960	2,282	502,282	0	9,465	509,465
38	73	10,626	0	500,000	1,960	2,394	502,394	0	10,033	510,033
39	74	10,626	0	500,000	1,960	2,510	502,510	0	10,635	510,635
40	75	10,626	0	500,000	1,960	2,630	502,630	0	11,273	511,273

Insurance Comparison

For: Male Prospect

Male Age 35, Non-Smoker

by: CBS Planner

Year	Age	Term 10 - Rent			Level COI UL - Lease			G 20 Pay UL - Own		
		Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit
41	76	25,549	0	500,000	1,960	2,754	502,754	0	11,950	511,950
42	77	25,549	0	500,000	1,960	2,883	502,883	0	12,667	512,667
43	78	25,549	0	500,000	1,960	3,016	503,016	0	13,427	513,427
44	79	25,549	0	500,000	1,960	3,154	503,154	0	14,232	514,232
45	80	25,549	0	500,000	1,960	3,296	503,296	0	15,086	515,086
46	81	0	0	0	1,960	3,444	503,444	0	15,992	515,992
47	82	0	0	0	1,960	3,597	503,597	0	16,951	516,951
48	83	0	0	0	1,960	3,755	503,755	0	17,968	517,968
49	84	0	0	0	1,960	3,918	503,918	0	19,046	519,046
50	85	0	0	0	1,960	4,088	504,088	0	20,189	520,189
51	86	0	0	0	1,960	4,263	504,263	0	21,400	521,400
52	87	0	0	0	1,960	4,445	504,445	0	22,684	522,684
53	88	0	0	0	1,960	4,633	504,633	0	24,045	524,045
54	89	0	0	0	1,960	4,827	504,827	0	25,488	525,488
55	90	0	0	0	1,960	5,028	505,028	0	27,017	527,017
56	91	0	0	0	1,960	5,237	505,237	0	28,638	528,638
57	92	0	0	0	1,960	5,452	505,452	0	30,357	530,357
58	93	0	0	0	1,960	5,676	505,676	0	32,178	532,178
59	94	0	0	0	1,960	5,907	505,907	0	34,109	534,109
60	95	0	0	0	1,960	6,146	506,146	0	36,155	536,155
61	96	0	0	0	1,960	6,393	506,393	0	38,325	538,325
62	97	0	0	0	1,960	6,650	506,650	0	40,624	540,624
63	98	0	0	0	1,960	6,915	506,915	0	43,062	543,062
64	99	0	0	0	1,960	7,189	507,189	0	45,645	545,645
65	100	0	0	0	1,960	7,473	507,473	0	48,384	548,384
66	101	0	0	0	123	7,737	507,737	0	51,287	566,287
67	102	0	0	0	123	8,011	508,011	0	54,364	584,864
68	103	0	0	0	123	8,294	508,294	0	57,626	604,126

Present Value of Insurance Comparison

For: Male Prospect

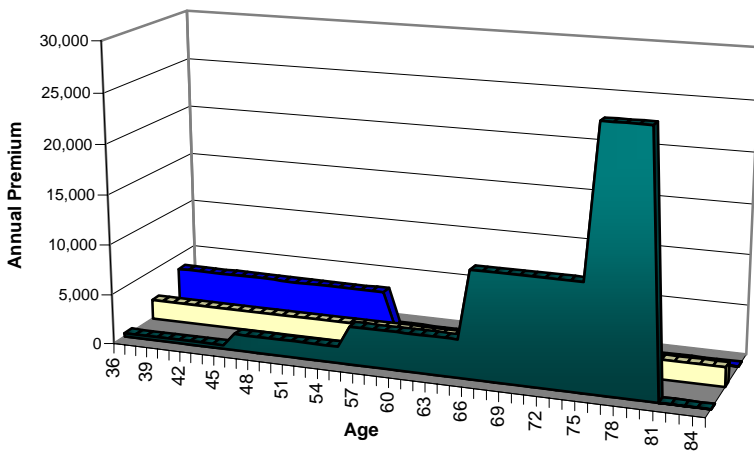
Male Age 35, Non-Smoker

Present Value Rate: 2.00%

by: CBS Planner

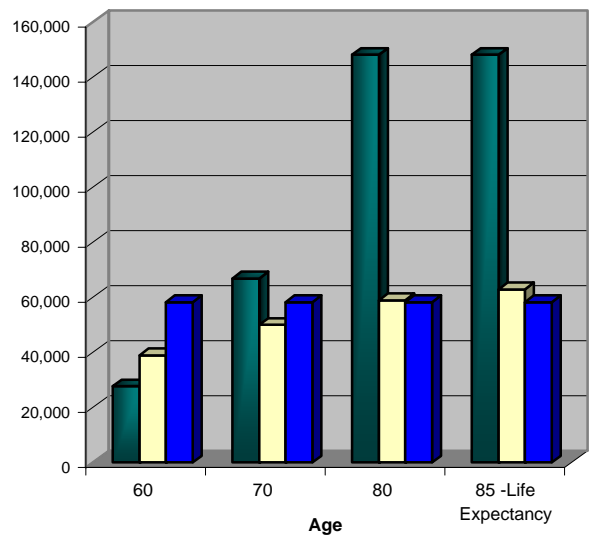
Age	Term 10 - Rent			Level COI UL - Lease			G 20 Pay UL - Own		
	Deposits	Cash Value	Death Benefit	Deposits	Cash Value	Death Benefit	Deposits	Cash Value	Death Benefit
60	38,680	0	500,000	49,002	1,200	501,200	69,904	4,704	504,704
Present Value:	27,687	0	304,765	39,033	731	305,497	58,345	2,867	307,633
70	110,647	0	500,000	68,603	2,069	502,069	69,904	8,424	508,424
Present Value:	66,930	0	250,014	49,979	1,035	251,048	58,345	4,212	254,226
80	291,519	0	500,000	88,204	3,296	503,296	69,904	15,086	515,086
Present Value:	148,104	0	205,098	58,959	1,352	206,451	58,345	6,188	211,287
85 -Life Expectancy	291,519	0	0	98,004	4,088	504,088	69,904	20,189	520,189
Present Value:	148,104	0	0	62,825	1,519	187,283	58,345	7,501	193,265

Insurance Funding Annual Deposit Comparison



■ Term 10 - Rent ■ Level COI UL - Lease ■ G 20 Pay UL - Own

Present Value of Deposits



■ Term 10 - Rent ■ Level COI UL - Lease ■ G 20 Pay UL - Own

Insurance Comparison

For: Female Prospect

Female Age 45, Non-Smoker

by: CBS Planner

Year	Age	Term 10 - Rent			Level COI UL - Lease			G 20 Pay UL - Own		
		Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit
1	46	469	0	500,000	2,984	41	500,041	4,776	0	500,130
2	47	469	0	500,000	2,984	82	500,082	4,776	0	500,268
3	48	469	0	500,000	2,984	126	500,126	4,776	0	500,415
4	49	469	0	500,000	2,984	170	500,170	4,776	0	500,570
5	50	469	0	500,000	2,984	225	500,225	4,776	4,500	500,735
6	51	469	0	500,000	2,984	281	500,281	4,776	6,000	500,909
7	52	469	0	500,000	2,984	340	500,340	4,776	8,000	501,094
8	53	469	0	500,000	2,984	400	500,400	4,776	10,000	501,290
9	54	469	0	500,000	2,984	463	500,463	4,776	13,000	501,497
10	55	469	0	500,000	2,984	528	500,528	4,776	16,000	501,718
11	56	2,460	0	500,000	2,984	595	500,595	4,714	19,500	501,949
12	57	2,460	0	500,000	2,984	665	500,665	4,714	24,000	502,195
13	58	2,460	0	500,000	2,984	737	500,737	4,714	29,000	502,455
14	59	2,460	0	500,000	2,984	811	500,811	4,714	35,000	502,731
15	60	2,460	0	500,000	2,984	888	500,888	4,714	42,000	503,023
16	61	2,460	0	500,000	2,984	968	500,968	4,714	50,500	503,333
17	62	2,460	0	500,000	2,984	1,051	501,051	4,714	60,000	503,662
18	63	2,460	0	500,000	2,984	1,136	501,136	4,714	71,000	504,010
19	64	2,460	0	500,000	2,984	1,225	501,225	4,714	84,000	504,379
20	65	2,460	0	500,000	2,984	1,316	501,316	4,714	99,000	504,770
21	66	6,807	0	500,000	2,984	1,411	501,411	0	104,500	505,057
22	67	6,807	0	500,000	2,984	1,509	501,509	0	109,500	505,360
23	68	6,807	0	500,000	2,984	1,611	501,611	0	115,500	505,682
24	69	6,807	0	500,000	2,984	1,716	501,716	0	121,000	506,022
25	70	6,807	0	500,000	2,984	1,825	501,825	0	127,000	506,384
26	71	6,807	0	500,000	2,984	1,937	501,937	0	135,000	506,767
27	72	6,807	0	500,000	2,984	2,054	502,054	0	142,500	507,173
28	73	6,807	0	500,000	2,984	2,175	502,175	0	151,000	507,603
29	74	6,807	0	500,000	2,984	2,300	502,300	0	159,500	508,059
30	75	6,807	0	500,000	2,984	2,429	502,429	0	168,500	508,543
31	76	19,408	0	500,000	2,984	2,563	502,563	0	178,000	509,055
32	77	19,408	0	500,000	2,984	2,701	502,701	0	187,500	509,599
33	78	19,408	0	500,000	2,984	2,845	502,845	0	197,500	510,175
34	79	19,408	0	500,000	2,984	2,993	502,993	0	207,500	510,785
35	80	19,408	0	500,000	2,984	3,147	503,147	0	218,000	511,432
36	81	0	0	0	2,984	3,306	503,306	0	229,000	512,118
37	82	0	0	0	2,984	3,471	503,471	0	240,000	512,845
38	83	0	0	0	2,984	3,641	503,641	0	251,500	513,616
39	84	0	0	0	2,984	3,817	503,817	0	263,000	514,433
40	85	0	0	0	2,984	4,000	504,000	0	274,500	515,299

Insurance Comparison

For: Female Prospect

Female Age 45, Non-Smoker

by: CBS Planner

Year	Age	Term 10 - Rent			Level COI UL - Lease			G 20 Pay UL - Own		
		Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit
41	86	0	0	0	2,984	4,189	504,189	0	288,000	516,217
42	87	0	0	0	2,984	4,384	504,384	0	301,500	517,190
43	88	0	0	0	2,984	4,587	504,587	0	315,500	518,221
44	89	0	0	0	2,984	4,796	504,796	0	329,500	519,315
45	90	0	0	0	2,984	5,013	505,013	0	344,000	520,474
46	91	0	0	0	2,984	5,238	505,238	0	358,500	521,702
47	92	0	0	0	2,984	5,470	505,470	0	373,500	523,004
48	93	0	0	0	2,984	5,710	505,710	0	388,500	524,384
49	94	0	0	0	2,984	5,959	505,959	0	403,500	525,847
50	95	0	0	0	2,984	6,217	506,217	0	419,000	527,398
51	96	0	0	0	2,984	6,484	506,484	0	435,000	529,042
52	97	0	0	0	2,984	6,760	506,760	0	451,000	530,785
53	98	0	0	0	2,984	7,046	507,046	0	467,000	532,632
54	99	0	0	0	2,984	7,341	507,341	0	483,500	534,590
55	100	0	0	0	2,984	7,647	507,647	0	500,000	536,665
56	101	0	0	0	123	7,918	507,918	0	515,000	553,865
57	102	0	0	0	123	8,197	508,197	0	530,500	571,697
58	103	0	0	0	123	8,487	508,487	0	546,500	590,169

Present Value of Insurance Comparison

For: Female Prospect

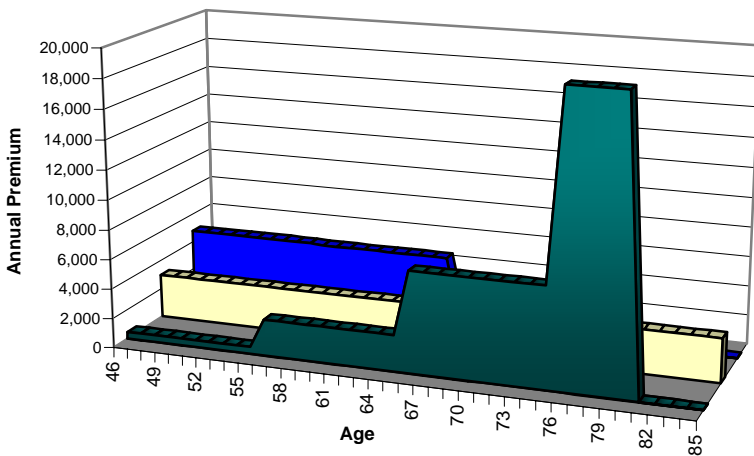
Female Age 45, Non-Smoker

Present Value Rate: 2.00%

by: CBS Planner

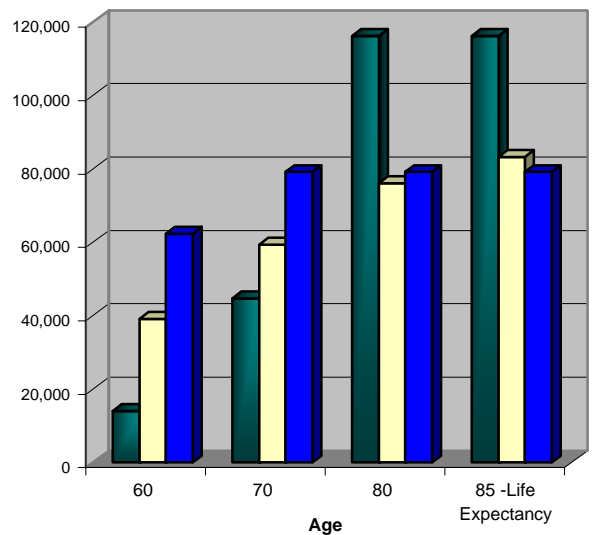
Age	Term 10 - Rent			Level COI UL - Lease			G 20 Pay UL - Own		
	Deposits	Cash Value	Death Benefit	Deposits	Cash Value	Death Benefit	Deposits	Cash Value	Death Benefit
60	16,986	0	500,000	44,766	888	500,888	71,328	42,000	503,023
Present Value:	13,996	0	371,507	39,114	660	372,167	62,349	31,207	373,754
70	63,317	0	500,000	74,610	1,825	501,825	94,900	127,000	506,384
Present Value:	44,805	0	304,765	59,431	1,112	305,878	79,189	77,410	308,657
80	194,393	0	500,000	104,454	3,147	503,147	94,900	218,000	511,432
Present Value:	116,266	0	250,014	76,098	1,574	251,587	79,189	109,006	255,730
85 -Life Expectancy	194,393	0	0	119,376	4,000	504,000	94,900	274,500	515,299
Present Value:	116,266	0	0	83,272	1,811	228,257	79,189	124,318	233,374

Insurance Funding Annual Deposit Comparison



■ Term 10 - Rent ■ Level COI UL - Lease ■ G 20 Pay UL - Own

Present Value of Deposits



■ Term 10 - Rent ■ Level COI UL - Lease ■ G 20 Pay UL - Own

Insurance Comparison

For: Male Prospect

Male Age 45, Non-Smoker

by: CBS Planner

Year	Age	Term 10 - Rent			Level COI UL - Lease			G 20 Pay UL - Own		
		Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit
1	46	677	0	500,000	3,810	52	500,052	6,000	0	500,164
2	47	677	0	500,000	3,810	105	500,105	6,000	0	500,337
3	48	677	0	500,000	3,810	160	500,160	6,000	0	500,521
4	49	677	0	500,000	3,810	217	500,217	6,000	0	500,716
5	50	677	0	500,000	3,810	287	500,287	6,000	6,500	500,923
6	51	677	0	500,000	3,810	359	500,359	6,000	8,500	501,142
7	52	677	0	500,000	3,810	434	500,434	6,000	11,500	501,374
8	53	677	0	500,000	3,810	511	500,511	6,000	14,500	501,620
9	54	677	0	500,000	3,810	591	500,591	6,000	18,000	501,881
10	55	677	0	500,000	3,810	674	500,674	6,000	22,500	502,157
11	56	3,768	0	500,000	3,810	760	500,760	5,939	27,000	502,448
12	57	3,768	0	500,000	3,810	848	500,848	5,939	33,000	502,757
13	58	3,768	0	500,000	3,810	940	500,940	5,939	40,000	503,084
14	59	3,768	0	500,000	3,810	1,035	501,035	5,939	47,500	503,431
15	60	3,768	0	500,000	3,810	1,134	501,134	5,939	57,000	503,799
16	61	3,768	0	500,000	3,810	1,236	501,236	5,939	67,500	504,189
17	62	3,768	0	500,000	3,810	1,341	501,341	5,939	79,500	504,602
18	63	3,768	0	500,000	3,810	1,450	501,450	5,939	93,500	505,040
19	64	3,768	0	500,000	3,810	1,563	501,563	5,939	110,000	505,504
20	65	3,768	0	500,000	3,810	1,680	501,680	5,939	128,500	505,997
21	66	10,626	0	500,000	3,810	1,801	501,801	0	134,000	506,356
22	67	10,626	0	500,000	3,810	1,927	501,927	0	140,000	506,738
23	68	10,626	0	500,000	3,810	2,056	502,056	0	145,500	507,142
24	69	10,626	0	500,000	3,810	2,190	502,190	0	151,500	507,571
25	70	10,626	0	500,000	3,810	2,329	502,329	0	157,500	508,025
26	71	10,626	0	500,000	3,810	2,473	502,473	0	166,000	508,506
27	72	10,626	0	500,000	3,810	2,622	502,622	0	175,000	509,017
28	73	10,626	0	500,000	3,810	2,776	502,776	0	184,000	509,558
29	74	10,626	0	500,000	3,810	2,936	502,936	0	193,500	510,131
30	75	10,626	0	500,000	3,810	3,101	503,101	0	203,000	510,739
31	76	25,549	0	500,000	3,810	3,272	503,272	0	213,000	511,383
32	77	25,549	0	500,000	3,810	3,448	503,448	0	223,000	512,066
33	78	25,549	0	500,000	3,810	3,632	503,632	0	233,500	512,790
34	79	25,549	0	500,000	3,810	3,821	503,821	0	244,000	513,558
35	80	25,549	0	500,000	3,810	4,017	504,017	0	254,500	514,371
36	81	0	0	0	3,810	4,220	504,220	0	265,500	515,234
37	82	0	0	0	3,810	4,430	504,430	0	276,500	516,148
38	83	0	0	0	3,810	4,648	504,648	0	287,500	517,116
39	84	0	0	0	3,810	4,873	504,873	0	299,000	518,143
40	85	0	0	0	3,810	5,106	505,106	0	310,000	519,232

Insurance Comparison

For: Male Prospect

Male Age 45, Non-Smoker

by: CBS Planner

Year	Age	Term 10 - Rent			Level COI UL - Lease			G 20 Pay UL - Own		
		Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit	Annual Deposit	Cash Value	Death Benefit
41	86	0	0	0	3,810	5,347	505,347	0	322,000	520,386
42	87	0	0	0	3,810	5,597	505,597	0	334,000	521,609
43	88	0	0	0	3,810	5,855	505,855	0	346,500	522,906
44	89	0	0	0	3,810	6,123	506,123	0	358,500	524,280
45	90	0	0	0	3,810	6,399	506,399	0	371,000	525,737
46	91	0	0	0	3,810	6,686	506,686	0	383,500	527,281
47	92	0	0	0	3,810	6,982	506,982	0	396,000	528,918
48	93	0	0	0	3,810	7,289	507,289	0	408,500	530,653
49	94	0	0	0	3,810	7,607	507,607	0	421,000	532,492
50	95	0	0	0	3,810	7,936	507,936	0	434,000	534,442
51	96	0	0	0	3,810	8,277	508,277	0	447,000	536,508
52	97	0	0	0	3,810	8,629	508,629	0	460,000	538,699
53	98	0	0	0	3,810	8,994	508,994	0	473,000	541,021
54	99	0	0	0	3,810	9,371	509,371	0	486,500	543,482
55	100	0	0	0	3,810	9,762	509,762	0	500,000	546,091
56	101	0	0	0	123	10,106	510,106	0	515,000	563,856
57	102	0	0	0	123	10,463	510,463	0	530,500	582,287
58	103	0	0	0	123	10,832	510,832	0	546,500	601,395

Present Value of Insurance Comparison

For: Male Prospect

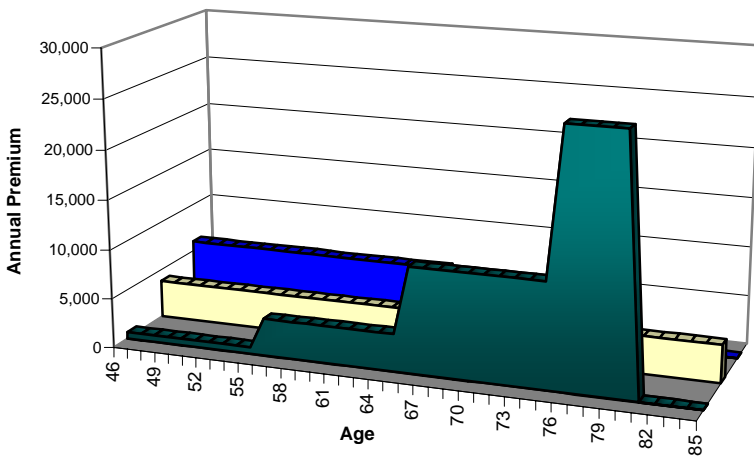
Male Age 45, Non-Smoker

Present Value Rate: 2.00%

by: CBS Planner

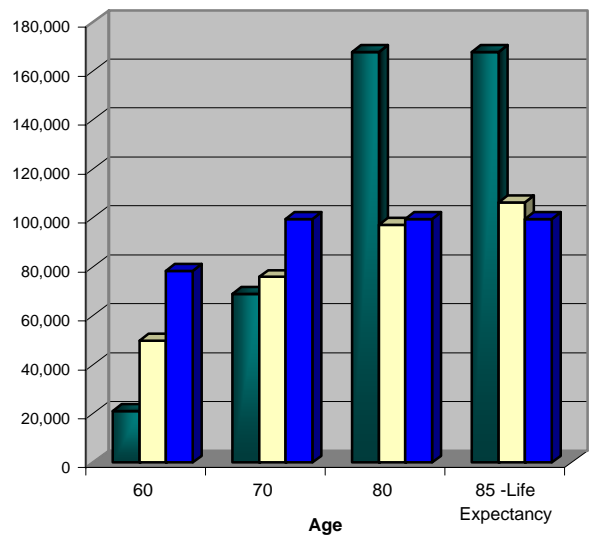
Age	Term 10 - Rent			Level COI UL - Lease			G 20 Pay UL - Own		
	Deposits	Cash Value	Death Benefit	Deposits	Cash Value	Death Benefit	Deposits	Cash Value	Death Benefit
60	25,607	0	500,000	57,155	1,134	501,134	89,695	57,000	503,799
Present Value:	21,061	0	371,507	49,940	842	372,350	78,397	42,352	374,330
70	97,574	0	500,000	95,259	2,329	502,329	119,389	157,500	508,025
Present Value:	68,899	0	304,765	75,879	1,420	306,185	99,612	96,001	309,657
80	278,446	0	500,000	133,363	4,017	504,017	119,389	254,500	514,371
Present Value:	167,849	0	250,014	97,159	2,009	252,022	99,612	127,257	257,200
85 -Life Expectancy	278,446	0	0	152,414	5,106	505,106	119,389	310,000	519,232
Present Value:	167,849	0	0	106,319	2,312	228,758	99,612	140,396	235,155

Insurance Funding Annual Deposit Comparison



■ Term 10 - Rent ■ Level COI UL - Lease ■ G 20 Pay UL - Own

Present Value of Deposits



■ Term 10 - Rent ■ Level COI UL - Lease ■ G 20 Pay UL - Own