

Sample, Progression Delivery #2 - Better Balance

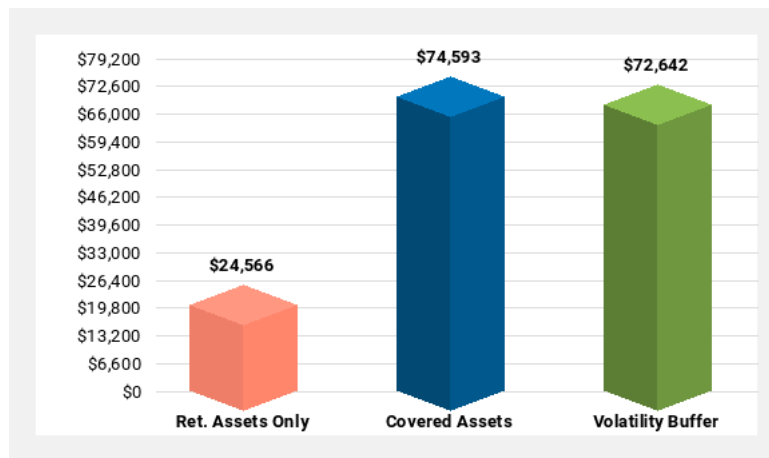
Retirement Income Comparisons (Pre-Tax or Pre-Tax Equivalent)



	Two Economic Powers™ Strategy		
	Retirement Assets Only Strategy With Future Contributions	Covered Assets Option With Future Contributions	Volatility Buffer Option With Future Contributions
Total Income:	\$75,077 / yr	\$125,104 / yr	\$123,153 / yr
Amount Guaranteed*:	\$0 / yr	\$115,592 / yr	\$0 / yr
Approximate Years of Volatility Buffer Income in Permanent Life Insurance Cash Values:	-	-	4.8 years
Increase Above Existing Money Base Income:	\$24,566 / yr	\$74,593 / yr	\$72,642 / yr
Efficiency increase above Retirement Assets Only comparing the Increases Above Existing Money Base Income:	-	203%	195%

Retirement Assets Only Strategy - Existing Money Base Income Without Future Contributions \$50,511 / yr (non-guaranteed)

Increase Above Existing Money Base Income



Pre-Retirement Benefit Comparison

	Ret. Assets Only	Two Economic Powers® Strategy
Flexible Contributions Over Time	✓ Yes	✓ Yes
Additional Pre-Retirement Disability Protection on Annual Savings	✗ No	✓ Yes **
Additional Immediate Death Benefit Protection	✗ No	✓ Yes
Reduced Market Volatility/Fluctuations	✗ No	✓ Yes
Increased Access for Liquidity in Pre-Retirement	✗ No	✓ Yes
Flexible Use of Money as Needed while Maintaining Your Growth Cycle (i.e. Paying for College, Business Loans, etc.)	✗ No	✓ Yes
Provides Additional Overall Asset Diversification	✗ No	✓ Yes

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Inputs and Assumptions

Client 1 First Name: John Client 2 First Name: Amy
 Current Age: 45 Current Age: 45
 Retirement Age: 65 Retirement Age: 65
 Years Until Retirement: 20 Years Until Retirement: 20

Notes:

Assumed Tax Rate:
25.00%

Pre-Retirement Actual Net Rate of Return on Invested Assets:
6.00%

Withdrawal Rate Simulation Invested Asset Retirement Income Rate:
3.50%

Retirement Assets Only Strategy - Without Future Contributions - Existing Money Base Income

		Beginning Value	Annual Personal Contribution	Employer Match	Other Contributions Not Requiring Personal Contributions	Rate of Return	One-Time Lump Sum Addition at Retirement	Retirement Value	Retirement Income Rate	Pre-Tax Equivalent Retirement Income	
John	Retirement Assets	Pre-Tax Qualified Assets:	\$300,000	\$0	\$0	\$0	6.00%	\$0	\$962,140	3.50%	\$33,674
		Roth Qualified Assets:	\$0	\$0	\$0	\$0	6.00%	\$0	\$0	3.50%	\$0
		Non-Qualified Assets:	\$150,000	\$0	\$0	\$0	6.00%	\$0	\$481,070	3.50%	\$16,837
Amy	Retirement Assets	Pre-Tax Qualified Assets:	\$0	\$0	\$0	\$0	6.00%	\$0	\$0	3.50%	\$0
		Roth Qualified Assets:	\$0	\$0	\$0	\$0	6.00%	\$0	\$0	3.50%	\$0
		Non-Qualified Assets:	\$0	\$0	\$0	\$0	6.00%	\$0	\$0	3.50%	\$0
Total Existing Money Base Income:										\$50,511	

Retirement Assets Only Strategy - With Future Contributions

		Beginning Value	Annual Personal Contribution	Employer Match	Other Contributions Not Requiring Personal Contributions	Rate of Return	One-Time Lump Sum Addition at Retirement	Retirement Value	Retirement Income Rate	Pre-Tax Equivalent Retirement Income	
John	Retirement Assets	Pre-Tax Qualified Assets:	\$300,000	\$15,000	\$0	\$0	6.00%	\$0	\$1,547,031	3.50%	\$54,146
		Roth Qualified Assets:	\$0	\$0	\$0	\$0	6.00%	\$0	\$0	3.50%	\$0
		Non-Qualified Assets:	\$150,000	\$3,000	\$0	\$0	6.00%	\$0	\$598,048	3.50%	\$20,931
Amy	Retirement Assets	Pre-Tax Qualified Assets:	\$0	\$0	\$0	\$0	6.00%	\$0	\$0	3.50%	\$0
		Roth Qualified Assets:	\$0	\$0	\$0	\$0	6.00%	\$0	\$0	3.50%	\$0
		Non-Qualified Assets:	\$0	\$0	\$0	\$0	6.00%	\$0	\$0	3.50%	\$0
Total Pre-Tax Equivalent Contribution:			\$19,000	Total Retirement Assets Only Strategy Retirement Income:						\$75,077	
Total After-Tax Equivalent Contribution:			\$14,250	Increase Above Existing Money Base Income:						\$24,566	

Two Economic Powers™ Strategy - With Future Contributions

Retirement Assets & Permanent Life Insurance

		Beginning Value	Annual Personal Contribution	Employer Match	Other Contributions Not Requiring Personal Contributions	Rate of Return	One-Time Lump Sum Addition at Retirement	Retirement Value		
John	Retirement Assets	Pre-Tax Qualified Assets:	\$300,000	\$0	\$0	\$0	6.00%	\$0	\$962,140	
		Roth Qualified Assets:	\$0	\$0	\$0	\$0	6.00%	\$0	\$0	
		Non-Qualified Assets:	\$150,000	\$0	\$0	\$0	6.00%	\$0	\$481,070	
Amy	Retirement Assets	Pre-Tax Qualified Assets:	\$0	\$0	\$0	\$0	6.00%	\$0	\$0	
		Roth Qualified Assets:	\$0	\$0	\$0	\$0	6.00%	\$0	\$0	
		Non-Qualified Assets:	\$0	\$0	\$0	\$0	6.00%	\$0	\$0	
John	Permanent Life Insurance	After-Tax Permanent Life Ins. Death Benefit:	\$674,908		n/a	n/a	n/a	n/a	\$930,885	0.77 : 1.00 Cornerstones Balance (PLI DB to Retirement Assets)
		Permanent Life Ins. Cash Value:	\$0	\$14,250	n/a	n/a	n/a	n/a	\$384,672	
		Perm. Life Ins. Annual After-Tax Retirement Income (+) or Premium Due (-):	n/a		n/a	n/a	n/a	n/a	\$0	
		After-Tax Permanent Life Ins. Death Benefit:	\$0		n/a	n/a	n/a	n/a	\$0	
Amy	Permanent Life Insurance	Permanent Life Ins. Cash Value:	\$0	\$0	n/a	n/a	n/a	n/a	\$0	0.00 : 1.00
		Perm. Life Ins. Annual After-Tax Retirement Income (+) or Premium Due (-):	n/a		n/a	n/a	n/a	n/a	\$0	
		After-Tax Permanent Life Ins. Death Benefit:	\$0		n/a	n/a	n/a	n/a	\$0	
		Permanent Life Ins. Cash Value:	\$0	\$0	n/a	n/a	n/a	n/a	\$0	
Total Pre-Tax Equivalent Contribution:			\$19,000	Pre-Tax Equiv. Remaining Ann. Cont. to Allocate:			\$0			
Total After-Tax Equivalent Contribution:			\$14,250	After-Tax Equiv. Remaining Ann. Cont. to Allocate:			\$0			

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Two Economic Powers® Strategy - Covered Assets Option

Inputs & Assumptions			
	Income Annuity (SPIA) Rate at Retirement Age:	John	9.50%
	Income Annuity (SPIA) Rate at Retirement Age:	Amy	8.70%
	Non-Qualified Income Annuity (SPIA) Exclusion Ratio:		65.00%

Income Calculations - Covered Assets				
John	Permanent Life Insurance After Tax Death Benefit:	\$930,885	Remaining Death Benefit to Cover Assets to SPIA	
	Permanent Life Insurance Pre-Tax Equivalent Death Benefit:	\$1,241,180	After Tax DB Remaining:	\$0
	Permanent Life Insurance After Tax Retirement Income (+) or Premium Due (-):	\$0	Pre-Tax Equivalent DB Remaining:	\$0
		Retirement Value	Retirement Income Rate	Pre-Tax Equivalent Retirement Income
	Pre-Tax Qualified - Assets to SPIA:	\$962,140	9.50%	\$91,403
	Roth Qualified - Assets to SPIA:	\$0	9.50%	\$0
	Non-Qualified - Assets to SPIA:	\$209,280	9.50%	\$24,189
	Pre-Tax Qualified - Assets Invested Withdrawal Rate Simulation Income:	\$0	3.50%	\$0
	Roth Qualified - Assets Invested Withdrawal Rate Simulation Income:	\$0	3.50%	\$0
	Non-Qualified - Assets Invested Withdrawal Rate Simulation Income:	\$271,790	3.50%	\$9,512
Permanent Life Insurance Pre-Tax Equivalent Retirement Income (+) or Premium Due (-):	See Illustration	See Illustration	\$0	
		John - Retirement Income Subtotal:		\$125,104
Amy	Permanent Life Insurance After Tax Death Benefit:	\$0	Remaining Death Benefit to Cover Assets to SPIA	
	Permanent Life Insurance Pre-Tax Equivalent Death Benefit:	\$0	After Tax DB Remaining:	\$0
	Permanent Life Insurance After Tax Retirement Income (+) or Premium Due (-):	\$0	Pre-Tax Equivalent DB Remaining:	\$0
		Retirement Value	Retirement Income Rate	Pre-Tax Equivalent Retirement Income
	Pre-Tax Qualified - Assets to SPIA:	\$0	8.70%	\$0
	Roth Qualified - Assets to SPIA:	\$0	8.70%	\$0
	Non-Qualified - Assets to SPIA:	\$0	8.70%	\$0
	Pre-Tax Qualified - Assets Invested Withdrawal Rate Simulation Income:	\$0	3.50%	\$0
	Roth Qualified - Assets Invested Withdrawal Rate Simulation Income:	\$0	3.50%	\$0
	Non-Qualified - Assets Invested Withdrawal Rate Simulation Income:	\$0	3.50%	\$0
Permanent Life Insurance Pre-Tax Equivalent Retirement Income (+) or Premium Due (-):	See Illustration	See Illustration	\$0	
		Amy - Retirement Income Subtotal:		\$0

Covered Assets - Retirement Income Summary	
Total Covered Assets Retirement Income:	\$125,104
Amount of Total that is Guaranteed by Income Annuity (SPIA) at that time:	\$115,592
Covered Assets Increase Above Existing Money Base Income:	\$74,593
Retirement Assets Only Strategy Increase Above Existing Money Base Income:	\$24,566
Covered Assets efficiency increase above Retirement Assets Only comparing the Increases Above Existing Money Base Income:	203%

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Two Economic Powers® Strategy - Volatility Buffer Option

Inputs & Assumptions

Volatility Buffer Invested Asset Retirement Income Rate: 11.05%

Income Calculations - Volatility Buffer

		Retirement Value	Retirement Income Rate	Pre-Tax Equivalent Retirement Income
John	Permanent Life Insurance Life After Tax Death Benefit:	\$930,885		
	Permanent Life Insurance Retirement Beginning Cash Value:	\$384,672		
	Perm. Life Ins. Annual After-Tax Retirement Income (+) or Premium Due (-):	\$0		
	Pre-Tax Qualified - Assets Invested with Volatility Buffer Income:	\$962,140	11.05%	\$106,316
	Roth Qualified - Assets Invested with Volatility Buffer Income:	\$0	11.05%	\$0
	Non-Qualified - Assets Invested with Volatility Buffer Income:	\$0	11.05%	\$0
	Pre-Tax Qualified - Assets Invested Withdrawal Rate Simulation Income:	\$0	3.50%	\$0
	Roth Qualified - Assets Invested Withdrawal Rate Simulation Income:	\$0	3.50%	\$0
	Non-Qualified - Assets Invested Withdrawal Rate Simulation Income:	\$481,070	3.50%	\$16,837
Permanent Life Insurance Pre-Tax Equivalent Retirement Income (+) or Premium Due (-):				\$0
John - Retirement Income Subtotal:				\$123,153
Amy	Permanent Life Insurance After Tax Death Benefit:	\$0		
	Permanent Life Insurance Retirement Beginning Cash Value:	\$0		
	Perm. Life Ins. Annual After-Tax Retirement Income (+) or Premium Due (-):	\$0		
	Pre-Tax Qualified - Assets Invested with Volatility Buffer Income:	\$0	11.05%	\$0
	Roth Qualified - Assets Invested with Volatility Buffer Income:	\$0	11.05%	\$0
	Non-Qualified - Assets Invested with Volatility Buffer Income:	\$0	11.05%	\$0
	Pre-Tax Qualified - Assets Invested Withdrawal Rate Simulation Income:	\$0	3.50%	\$0
	Roth Qualified - Assets Invested Withdrawal Rate Simulation Income:	\$0	3.50%	\$0
	Non-Qualified - Assets Invested Withdrawal Rate Simulation Income:	\$0	3.50%	\$0
Permanent Life Insurance Pre-Tax Equivalent Retirement Income (+) or Premium Due (-):				\$0
Amy - Retirement Income Subtotal:				\$0

Volatility Buffer - Retirement Income Summary

Total Volatility Buffer Retirement Income:	\$123,153
Approximate Years of Volatility Buffer Income in Permanent Life Ins. Cash Values:	4.8
Volatility Buffer Increase Above Existing Money Base Income:	\$72,642
Retirement Assets Only Strategy Increase Above Existing Money Base Income:	\$24,566
Volatility Buffer efficiency increase above Retirement Assets Only comparing the Increases Above Existing Money Base Income:	195%

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Additional Calculators

Inflation Adjusted Retirement Income

Current Income	Years Until Retirement	Assumed Inflation Rate	Future Infl. Adj. Income
\$150,000	20	3.00%	\$270,917
\$150,000	20	4.00%	\$328,668
Assumed Deductions	Amount		
Pension	\$10,000		
SS	\$40,000		
No More Annual Savings	\$20,000		
Total Deductions =	\$70,000		
Approximate Adjusted Future Retirement Income Ranges Needed From Assets For Lifestyle Percentage:			
100%	\$200,917	-	\$258,668
85%	\$160,279	-	\$209,368

Note: Calculations are beginning of year.

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