## 1) Policy Review Report

## Mr. Client and Mrs. Client

Ages 66 and 61
Standard Non-Smoker and Preferred Non-Smoker 1035 Amount: \$322,014

| Inforce Policy Information |  |
| :--- | :---: |
| I nforce Carrier | Mutual Carrier |
| Policy Number | $12-345-678$ |
| I ssue Date | $6 / 1 / 1991$ |
| Face Amount | $\$ 1,500,000$ |
| Contract Premium | $\$ 6,118$ |
| Living Benefits Rider | No |


| Key Findings |  |
| :--- | :---: |
| Duration of Coverage with No <br> Further Outlay (Younger) | Age 100 |
| Coverage Duration for Current <br> Policy Premium (Younger) | Age 81 |
| Premium Required to Extend <br> Coverage to Maturity | $\$ 16,752$ |

I nforce IIlustration Values

| Scenario | No Further Outlay | Current Policy Premium | Premium to Maturity |
| :--- | :---: | :---: | :---: |
| Death Benefit | $\$ 600,000$ | $\$ 1,500,000$ | $\$ 1,500,000$ |
| Death Benefit to Age (Younger) | 100 | 81 | 120 |
| Guaranteed to Age (Younger) | 100 | 81 | 100 |
| Annual Premium | $\$ 0$ | $\$ 6,118$ | $\$ 16,752$ |
| Premium Years | 0 | 34 | 34 |
| IRR at LE (Ages 95/ 90) | $2.17 \%$ | Lapsed | $2.88 \%$ |
| Cash Surrender Value Year 10 | $\$ 443,246$ | $\$ 517,768$ | $\$ 554,274$ |
| Cash Surrender Value Age 82 | $\$ 526,867$ | $\$ 693,355$ | $\$ 774,912$ |
| Living Benefits Rider | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ |
| LTC or Chronic IIness | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ |
| Maximum Monthly Benefit | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ |

## Alternative Values

| Alternative Options | Option \#1 | Option \#2 | Option \#3 |
| :---: | :---: | :---: | :---: |
| Carrier <br> Product <br> Underwriting Classes | Nationwide <br> YourLife ${ }^{\circledR}$ NLG SUL II <br> Standard Non-Smoker Preferred Non-Smoker | John Hancock <br> Protection SIUL 16 <br> Standard Non-Smoker <br> Preferred Non-Smoker | Principal National <br> Survivorship UL Protector II <br> Standard Non-Smoker Preferred Non-Smoker |
| Death Benefit <br> Death Benefit to Age (Younger) Guaranteed to Age (Younger) | $\begin{gathered} \$ 1,500,000 \\ 120 \\ 120 \end{gathered}$ | $\begin{gathered} \$ 1,500,000 \\ 120 \\ 85 \end{gathered}$ | $\begin{gathered} \$ 1,500,000 \\ 120 \\ 120 \end{gathered}$ |
| Annual Premium Premium Years I RR at LE (Ages 95/90) | $\begin{gathered} \$ 12,502 \\ 59 \\ 3.48 \% \end{gathered}$ | $\begin{gathered} \$ 0 \\ 0 \\ 5.45 \% \end{gathered}$ | $\begin{gathered} \$ 3,931 \\ 59 \\ 4.79 \% \end{gathered}$ |
| Cash Surrender Value Year 10 Cash Surrender Value Age 82 | $\begin{gathered} \$ 22,711 \\ \$ 0 \end{gathered}$ | $\begin{aligned} & \$ 297,020 \\ & \$ 651,704 \end{aligned}$ | $\begin{aligned} & \$ 231,829 \\ & \$ 162,360 \end{aligned}$ |
| Living Benefits Rider LTC or Chronic IIIness Maximum Monthly Benefit | Yes <br> Long Term Care $\$ 15,000$ | No <br> N/A <br> N/A | No <br> N/A <br> N/A |

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A Wealth Continuum Company

Mr. Client and Mrs. Client Ages 66 and 61
1035 Amount: \$322,014
Annual Premium


Death Benefit


|  | Annual <br> Premium | Premium <br> Years | Death Benefit | Death Benefit <br> to Age |
| :--- | :---: | :---: | :---: | :---: |
| No Further Outlay | $\$ 0$ | 0 | $\$ 600,000$ | 100 |
| Option \#2 - John Hancock | $\$ 0$ | 0 | $\$ 1,500,000$ | 120 |
| Option \#3 - Principal National | $\$ 3,931$ | 59 | $\$ 1,500,000$ | 120 |
| Current Policy Premium | $\$ 6,118$ | 34 | $\$ 1,500,000$ | 81 |
| Option \#1 - Nationwide | $\$ 12,502$ | 59 | $\$ 1,500,000$ | 120 |
| Premium to Maturity | $\$ 16,752$ | 34 | $\$ 1,500,000$ | 120 |

This material is intended for illustrative purposes only. The information provided neither constitutes nor is intended to constitute an offer or an agreement to provide insurance coverage; it is intended to provide general information and is not necessarily a complete descriptions of all terms, exclusions and conditions applicable to products and services.
All guarantees are subject to the claims paying ability of the issuing insurance company.
There may be liquidity issues (potential surrender and tax charges) when replacing a policy, increased sales charges, fees, and tax implications. The new policy will likely have its own new surrender charge schedule, which may extend beyond that of the original policy. You may pay higher premiums if, for example, your health has declined since the purchase of the current policy. The new policy typically will have a new contestability period - a two-year period from the issuance of the new policy during which the insurance company could challenge a death claim based upon a misstatement on the application. Any policy loans could affect the performance and surrender of the existing policy.
For more information on your current policy contact the carrier to request a copy of you current policy statement. This review is not intended to cover all the information that can be obtained on your policy through your carrier's statement."

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Mr. Client and Mrs. Client Ages 66 and 61
1035 Amount: \$322,014
I RR at LE (Ages 95/ 90)


IRR at LE + 5 (Ages 100 / 95)


| Scenario | IRR at LE <br> (Ages 95/ 90) | IRR at LE + 5 <br> $($ Ages 100 / 95) |
| :--- | :---: | :---: |
| Option \#2 - John Hancock | $5.45 \%$ | $4.63 \%$ |
| Option \#3 - Principal National | $4.79 \%$ | $3.98 \%$ |
| Option \#1 - Nationwide | $3.48 \%$ | $2.71 \%$ |
| Premium to Maturity | $2.88 \%$ | $2.13 \%$ |
| No Further Outlay | $2.17 \%$ | $1.85 \%$ |
| Current Policy Premium | Lapsed | Lapsed |
|  |  |  |
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Mr. Client and Mrs. Client
Ages 66 and 61
1035 Amount: \$322,014
Cash Surrender Value Year 10


Cash Surrender Value Age 82


| Scenario | Cash Surrender Value <br> Year $\mathbf{1 0}$ | Cash Surrender Value <br> Age $\mathbf{8 2}$ |
| :--- | :---: | :---: |
| Premium to Maturity | $\$ 554,274$ |  |
| Current Policy Premium | $\$ 517,768$ |  |
| No Further Outlay | $\$ 443,246$ | $\$ 774,912$ |
| Option \#2 - John Hancock | $\$ 297,020$ | $\$ 693,355$ |
| Option \#3 - Principal National | $\$ 231,829$ | $\$ 526,867$ |
| Option \#1 - Nationwide | $\$ 22,711$ | $\$ 651,704$ |
|  |  | $\$ 162,360$ |
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