



GENERIC PERMANENT LIFE SUMMARY *

Whole Life: A type of life insurance that offers a death benefit and also accumulates cash value, tax deferred at fixed interest rates. Whole life insurance policies generally have a fixed annual premium that does not rise over the duration of the policy. Whole life insurance is also referred to as "ordinary" or "straight" life insurance

Universal Life: Flexible premium, interest sensitive policy. Company declared interest rates vary over time and are generally based on long-term bond rates. Current interest rates are now 5 - 6% and have a minimum of 4%. Policy death benefit charges are based on current (assumed) mortality experience and life expectancies but can be increased if the carrier decides. Universal life has a maximum (worst case) charge for the death benefit.

Variable Life: Flexible premium, investment sensitive policy. Owner controlled mutual fund investment options with many sub-accounts from which to choose. Allows the policy owner to change investment accounts to suit objectives. Policy fees and expenses could be higher in a variable life insurance contract. (NO GUARANTEED MINIMUMS)

BENEFITS:

- Long-term Life insurance protection may be easily kept in force during later years of life AND well past your average life expectancy!
- Tax-deferred growth of cash values with loans & withdrawals available
- Universal and Variable life policies have FLEXIBLE PREMIUMS to allow the policyholder to change premiums (within limits you may increase, decrease, skip or vanish)
- Mortality (death benefit) costs are term rates based on current life expectancies with have maximum guaranteed costs included in the policy
- Face Amount is flexible and may be changed. Proceeds are normally received income tax free (may be arranged to escape estate taxes as well)
- Unbundled product design provides disclosure and lets you know the actual costs, expenses, and earnings. You receive detailed annual reports disclosing the performance of your policy.

POSSIBLE DISADVANTAGES

Higher initial premium (vs. term)
Higher cost than term ins. if death
occurs early in policy years
Current tax advantages may change

* Not an insurance contract, this is a generic summary only. See applicable policy or prospectus for complete provisions. For more information please call 678-546-7890.