

## IUL as an Alternative to Term

### Male - PROTECTIVE LIFE Preferred Rate Class

Age	Death Benefit	Term Duration	Term Premium	Illustrating 0%		Illustrating 3.75% (fixed)		Illustrating 5.81%		IUL Target Premium (2yr Rolling TGT)
				Life of IUL Policy at 0%	CV @ Yr 20	Life of IUL Policy at 3.75%	CV @ Yr 20	Life of IUL Policy at 5.81%	CV @ Yr 20	
45	\$500,000	30yrs	\$1,231.59	6yrs	\$0	6yrs	\$0	6yrs	\$0	-
50	\$500,000	30yrs	\$1,916.89	12yrs	\$0	12yrs	\$0	12yrs	\$0	-
55	\$500,000	30yrs	\$3,450.90	26yrs	\$22,815	29yrs	\$35,461	31yrs	\$45,244	\$8,055
60	\$500,000	25yrs	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
65	\$500,000	20yrs	\$5,620.00	11yrs	\$0	11yrs	\$0	20yrs	\$3,880	\$12,950

### Male - PROTECTIVE LIFE Standard Rate Class

Age	Death Benefit	Term Duration	Term Premium	Illustrating 0%		Illustrating 3.75% (fixed)		Illustrating 5.81%		IUL Target Premium (2yr Rolling TGT)
				Life of IUL Policy at 0%	CV @ Yr 20	Life of IUL Policy at 3.75%	CV @ Yr 20	Life of IUL Policy at 5.81%	CV @ Yr 20	
45	\$500,000	30yrs	\$1,974.83	28yrs	\$11,181	30yrs	\$15,927	32yrs	\$19,343	\$5,860
50	\$500,000	30yrs	\$3,204.61	28yrs	\$20,494	30yrs	\$29,297	33yrs	\$35,655	\$7,035
55	\$500,000	30yrs	\$5,174.04	28yrs	\$36,579	30yrs	\$54,052	33yrs	\$67,048	\$9,075
60	\$500,000	25yrs	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
65	\$500,000	20yrs	\$8,884.11	9yrs	\$0	22yrs	\$33,949	23yrs	\$47,364	\$15,975

### Male - PROTECTIVE LIFE T2 Rate Class

Age	Death Benefit	Term Duration	Term Premium	Illustrating 0%		Illustrating 3.75% (fixed)		Illustrating 5.81%		IUL Target Premium (2yr Rolling TGT)
				Life of IUL Policy at 0%	CV @ Yr 20	Life of IUL Policy at 3.75%	CV @ Yr 20	Life of IUL Policy at 5.81%	CV @ Yr 20	
45	\$500,000	30yrs	\$2,961.93	31yrs	\$25,820	35yrs	\$38,347	39yrs	\$47,945	\$6,563
50	\$500,000	30yrs	\$4,806.61	31yrs	\$44,351	35yrs	\$66,107	39yrs	\$82,783	\$7,949
55	\$500,000	30yrs	\$7,760.76	29yrs	\$71,666	34yrs	\$109,738	39yrs	\$139,279	\$10,254
60	\$500,000	25yrs	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
65	\$500,000	20yrs	\$13,325.99	23yrs	\$58,375	25yrs	\$108,730	27yrs	\$148,617	\$18,211

### Male - PROTECTIVE LIFE T4 Rate Class

Age	Death Benefit	Term Duration	Term Premium	Illustrating 0%		Illustrating 3.75% (fixed)		Illustrating 5.81%		IUL Target Premium (2yr Rolling TGT)
				Life of IUL Policy at 0%	CV @ Yr 20	Life of IUL Policy at 3.75%	CV @ Yr 20	Life of IUL Policy at 5.81%	CV @ Yr 20	
45	\$500,000	30yrs	\$3,949.05	32yrs	\$38,742	37yrs	\$58,644	42yrs	\$74,159	\$7,266
50	\$500,000	30yrs	\$6,408.62	31yrs	\$64,667	36yrs	\$98,547	42yrs	\$124,977	\$8,864
55	\$500,000	30yrs	\$10,347.48	35yrs	\$105,444	36yrs	\$164,308	age 121	\$210,607	\$11,525
60	\$500,000	25yrs	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
65	\$500,000	20yrs	\$17,767.87	24yrs	\$116,384	29yrs	\$208,201	age 121	\$281,828	\$20,448

### Policy Conservation Idea:

Male Client (45yrs old) applies for \$500k 30yr term at Standard NT (premium \$1,974.83). He comes back as a Table 2 rating..... an increase in premium, to \$2,961.93 Using the premium of \$2,475 (\$500 more in premium), the IUL runs 28yrs at 0%, 31yrs at 3.75% (fixed account), and 34years at 5.81%