

LIFE INSURANCE FUNDING OPTIONS

POLICY FEATURE COMPARISON



WESTWARD'S VIEW

While a numerical analysis is important, often a policy's flexibility lies in the underlying features provided by the plan. Here is a summary of commonly offered features.

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	Industrial Alliance EquiBuild (Hybrid)	Industrial Alliance Genesis IRIS (Universal Life)	Whole Life
1. Insurance protection is for life	●	●	●
2. Ability to add additional deposits for tax deferred investment	●	●	●
3. "Smoothed" investment account option	●	●	●
4. Use as collateral for collateral loan	●	●	●
5. Allows for increases in the death benefit by purchasing additional insurance coverages without any additional medical qualification	●	⊘	●
6. Guaranteed Cash Values	●	⊘	●
7. Provision to benefit from improvements in pricing assumptions	●	⊘	●
8. Formulas for bonus or dividend provision disclosed	●	⊘	⊘
9. Insurance costs are level for policy duration	●	●	⊘
10. Insurance costs that are disclosed and guaranteed	●	●	⊘
11. Wide selection of investment options	●	●	⊘
12. Ability to change from single life to joint last to die	●	●	⊘
13. Ability to access tax free cash in the event of disability	●	●	⊘
14. No surrender charges	●	●	⊘ Undisclosed
15. Refund of IIT on withdrawals	●	●	⊘
16. No premium tax on deposits	⊘	●	⊘
17. Multi-life coverage available	⊘	●	●
18. Minimum deposit matches insurance cost	⊘	●	⊘

