

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.

ADAPTABILITY

Does the product offer features that allow you to adjust for future changes in your goals and objectives?

	Term	Universal Life (LCOI*)	Whole Life	Hybrid
1. Is the deposit (or premium) schedule flexible and can you choose your level of deposit?	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
2. Can you stop and go without losing your coverage?	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
3. Is there a selection of investment options?	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
4. Can you choose multiple investment accounts including a "smoothed" managed account?	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
5. Is there an investment option that will guarantee a fixed dollar monthly return for life?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
6. Can you increase the death benefit by purchasing paid-up additional insurance coverages after issue?	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>

ACCOUNTABILITY

Does the product offer contractual guarantees that will protect you from future changes in policy provisions?

1. Are mortality costs disclosed and guaranteed?	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
2. Are there guaranteed cash surrender values?	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
3. Are formulas for bonuses or dividends disclosed?	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
4. Will the policy benefit fully from improvements in investment experience?	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
5. Is there an Investment Income Tax refund included in the policy?	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>

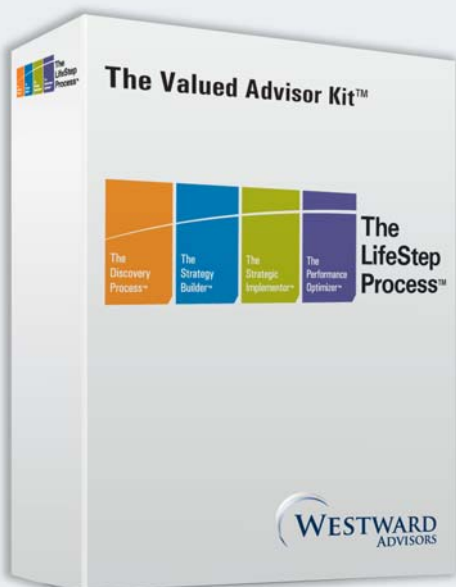
EMPOWERMENT

Does the product contractually allow changes that will provide flexibility for future needs and requirements?

1. Do you have the ability to adapt the type of coverage from single life to joint last to die?	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
2. Can you provide an early death benefit on the first death under a joint last to die policy?	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
3. Can you access tax free cash in the event of disability?	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>

● = Available | ⊙ = Available in some policies under certain circumstances | ○ = Generally not available

*LCOI (Level Cost of Insurance) is a fixed insurance cost method available with most universal life policies. With LCOI, the level monthly charges for the insurance are payable to age 100 when the coverage becomes paid up.



The opinions expressed in this memorandum are strictly those of Westward Advisors Ltd. This memorandum is for information purposes only and is not legal or tax advice.

