



*Examination, Investigation, Comparison*

*Turnkey Life Insurance Audit and Verification Service*

**Prepared For:** Sample Client  
**Prepared By:** Sample Agent  
**Prepared On:** January 20, 2012



**Included in this Email**

1. Client, policy data and performance summary for original policy
2. Vital Signs for all of the Companies shown in the report
3. Proposed alternatives
4. Current statement and/or inforce illustration from original insurance company
5. Proposed illustrations

**Summary**

The current policy is a current assumption UL with a high lapse probability. Based on the current charges, current growth rate and current premiums this policy is only projected to stay in force until age 84. Using guaranteed assumptions this policy will only last until age 76. If the client is concerned about the longevity of this policy the client will need to either increase premiums or decrease coverage.

An alternative to consider would be to replace this current policy. This contract is outside of the surrender charge so there wouldn't be additional charges for surrendering the contract. There are two replacement options that may be extremely beneficial. The first is an Indexed UL. Using an IUL with the minimum death benefit the client may experience a significant amount of long term cash value growth. The second option is a Guaranteed UL. With a GUL the client can receive a guaranteed death benefit for life at a low premium price. Both replacement options include riders that can be used to accelerate the death benefit to cover LTC expenses.

Dividends, current interest and/or investment assumptions and current mortality are not guaranteed. In addition, the actual consequences of a particular planning alternative will depend on many variables, some of which may not be fully accounted for or described in this presentation. Premiums are payable in accordance with the terms of the insurance policy for which you apply, and non-payment of premiums may have a significant impact on the policy values and may cause the policy to lapse.

This material does not constitute tax, legal or accounting advice. It was not intended or written for use and cannot be used by any taxpayer for the purpose of avoiding any IRS penalty. It was written to support the marketing of the transactions or topics it addresses. Anyone interested in these transactions or topics should seek advice based on his or her particular circumstances from independent professional advisors.

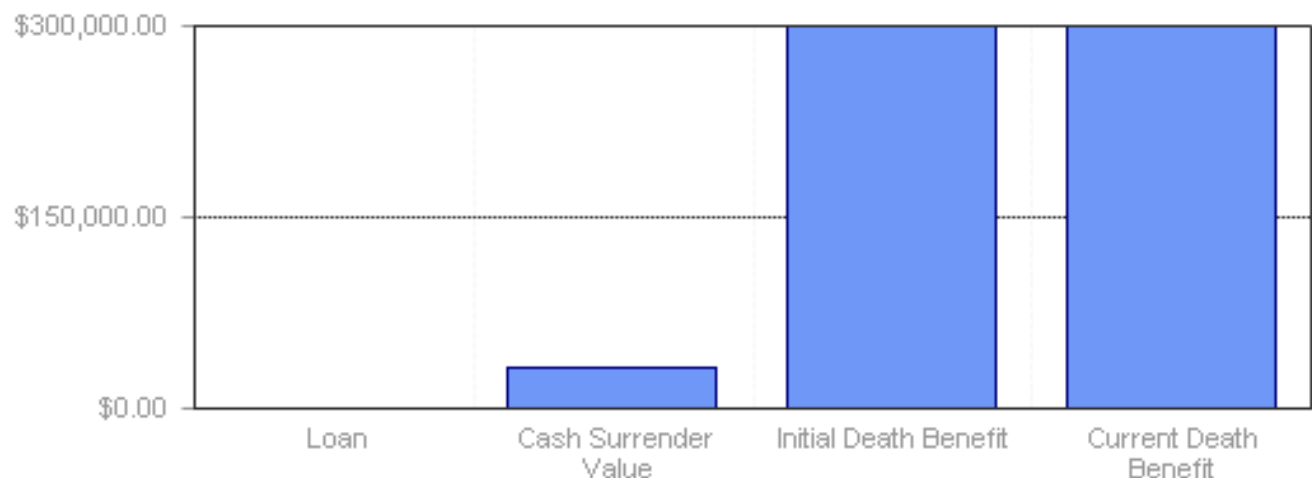
**This report is not valid without the in-force illustration provided by the insurance company. Projected and guaranteed policy values, durations, and interest rates are based on information taken from the in-force illustration provided by the issuing life insurance company.**

Insured Data	
Name	Sample Client
Gender	Female
Date of Birth	2/25/1953
Current Age	58

Policy Data	
Insurance Carrier	Sun Life Financial
Policy Number	Sample
Policy Type	Universal Life
Policy Face Amount	\$300,000
Issue Date	10/27/1995
Issued Risk Classification	Preferred
Issue Age	42

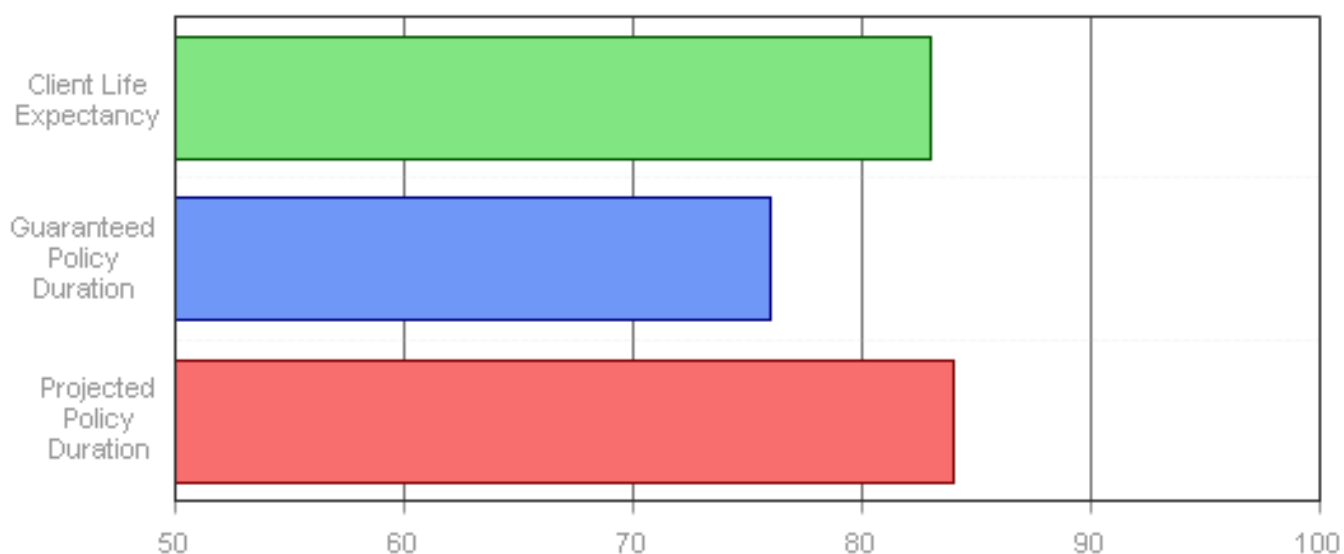
Policy Values Data	
Statement Date	1/20/2012
Premium Annually	\$2,400
Loan Balance	\$0
Cash Surrender Value	\$32,461
Accumulation Value	\$32,461
Initial Death Benefit	\$300,000
Current Death Benefit	\$300,000

### Sun Life Financial - \$300,000 – Issued 10/27/1995



Policy ReProjection Data	
Carrier In-force Illustration Date	1/20/2012
Insured's Life Expectancy	Age 83
How long will policy last at current assumptions?	Age 84
How long will policy last at guaranteed assumptions?	Age 76
Does the policy include a no lapse guarantee provision?	No
Current Interest Crediting Rate	4.50%
Guaranteed Interest Crediting Rate	4.00%

## Projected and Guaranteed Policy Duration

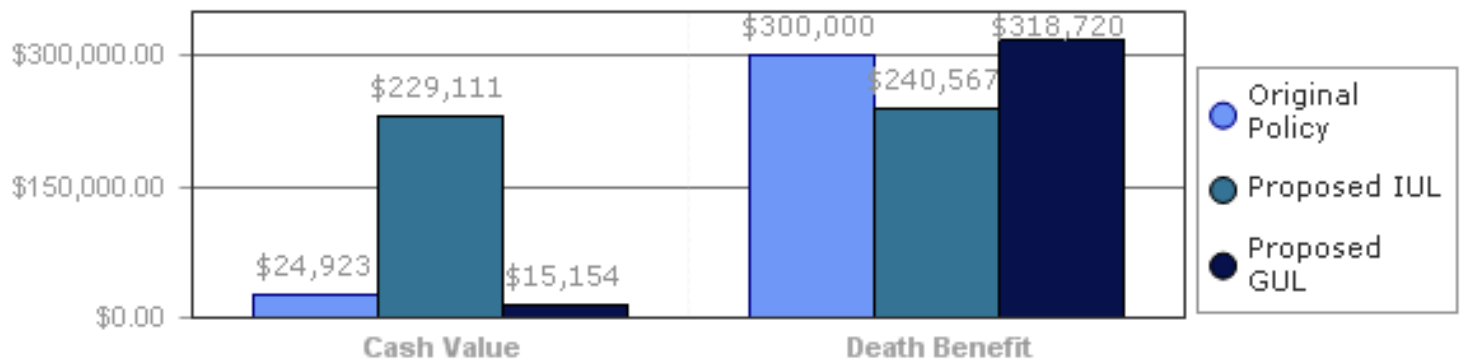


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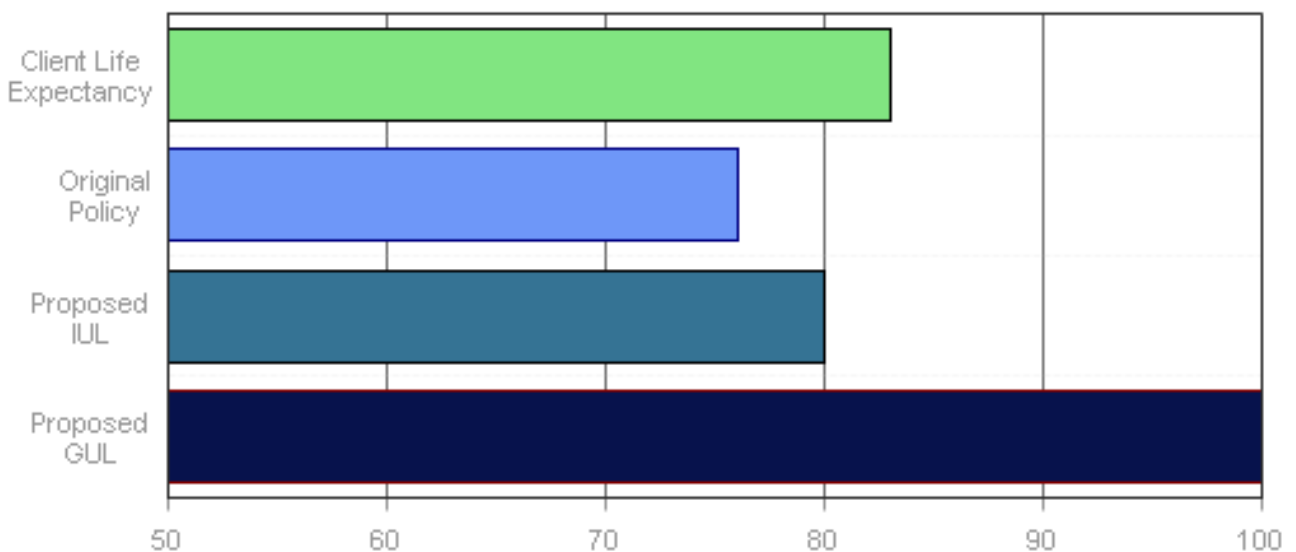
	Company	Product Type	Annual Premium	Proj. Cash Value - Age 83	Proj. Death Benefit - Age 83	Guar. Death Benefit - Age 83
Original Policy	Sun Life	Universal Life	\$2,400	\$24,923	\$300,000	\$0
Proposed IUL	LSW Life	Indexed UL	\$2,400	\$229,111	\$240,567	\$0
Proposed GUL	John Hancock	Guaranteed UL	\$2,400	\$15,154	\$318,720	\$318,720

Cash value from the current policy's in-force illustration was dumped into comparison policies

### Projected Values at Age 83



### Guaranteed Death Benefit Duration



This report is not valid without the in-force illustration provided by the insurance company. Projected and guaranteed policy values, durations, and interest rates are based on information taken from the in-force illustration provided by the issuing life insurance company.



Sun Life Assurance Company of Canada  
P.O. Box 9106  
Wellesley Hills MA 02481-9106  
Tel: (800) 862-6266  
Fax: (888) 863-8311  
[ICS@SunLife.com](mailto:ICS@SunLife.com)

January 20, 2012

Attn Joeylynn Martinez  
Sent via e-mail to: [jmartinez@lifepro.com](mailto:jmartinez@lifepro.com)

Re: Policy Number(s):  
Insured(s): Sample

Dear Ms. Martinez:

This letter is in response to your request on January 13, 2012. Information was requested on this policy.

This illustration assumes that monthly out-of-pocket payments of \$200.00 will be paid each year.

The current values of this policy are shown in the enclosed Policy Plan & Benefit Summary.

If you have any questions, please call our Customer Service department at 800-862-6266. If you have signed up for online access, you can also get information about your policy from our website at [www.sunlife.com/us](http://www.sunlife.com/us). Thank you for choosing Sun Life Financial.

Sincerely,

A handwritten signature in cursive script that reads "Patricia Ripley".

Patricia Ripley  
Customer Service Specialist  
Individual Customer Service

cc: Christopher Paul Chiarella  
1601 5 Ave Ste 1800  
Seattle WA 98101-3621

Encl.: Illustration  
Policy Plan & Benefit Summary

# Sun Life Assurance Company of Canada

## An In Force Life Insurance Illustration of Sun Universal Life

**Policy Number** : Sample  
**Client Name** : Sample Client  
**Age/Sex/Class** : 43/Female/Preferred  
**Billed Premium** : \$200.00  
**Premium Frequency** : Monthly  
**Cash Surrender Value** : \$32,461.41

**Issue Date** : 10/27/1995  
**Illustration Date** : 01/27/2012  
**Total Face Amount** : \$300,000  
**Death Benefit Opt.** : A (Level)  
**Death Benefit** : \$300,000

This is an in-force illustration of Sun Life Assurance Company of Canada's Sun Universal Life life insurance product, which is generically known as Flexible Premium Universal Life. The cash surrender value and death benefit listed above are your current policy values illustrated to the "Illustration Date" (next monthly anniversary) and assume no policyholder activity prior to that date. The illustrated values below are intended to show how your policy values may change over time and assume that the currently illustrated interest rates and Cost of Insurance (COI) charges do not change in the future. Actual interest rates and COI charges will change over time and are dependent on the Company's investment results, mortality costs and expense experience. Please note that the guaranteed cash surrender value and death benefit below are illustrated based on the applicable guaranteed policy provisions. Actual policy performance will be more or less favorable than what is illustrated.

Interest Rates:	<u>Guaranteed Basis</u>	<u>Basis <input type="checkbox"/>1</u>	<u>Basis <input type="checkbox"/>2</u>
Year 17	4.50 *	4.50 *	4.50 *
Year 18- 55	4.00	4.00 <input type="checkbox"/>	4.50 <input type="checkbox"/>
COI Charges	Guaranteed	Current	Current

Year	Age	Premium Outlay	Guaranteed Basis		Basis <input type="checkbox"/> 1			Basis <input type="checkbox"/> 2		
			Cash Surrender Value	Total Death Benefit	Account Value	Cash Surrender Value	Death Benefit	Account Value	Cash Surrender Value	Death Benefit
17	60	1,800	34,181	300,000	34,181	34,181	300,000	34,181	34,181	300,000
18	61	2,400	35,354	300,000	36,278	36,278	300,000	36,452	36,452	300,000
19	62	2,400	36,409	300,000	38,342	38,342	300,000	38,709	38,709	300,000
20	63	2,400	37,297	300,000	40,366	40,366	300,000	40,946	40,946	300,000
21	64	2,400	37,952	300,000	42,339	42,339	300,000	43,154	43,154	300,000
22	65	2,400	38,315	300,000	44,251	44,251	300,000	45,323	45,323	300,000
23	66	2,400	38,344	300,000	46,085	46,085	300,000	47,438	47,438	300,000
24	67	2,400	37,994	300,000	47,817	47,817	300,000	49,475	49,475	300,000
25	68	2,400	37,238	300,000	49,426	49,426	300,000	51,417	51,417	300,000
26	69	2,400	36,047	300,000	50,889	50,889	300,000	53,240	53,240	300,000
27	70	2,400	34,365	300,000	52,178	52,178	300,000	54,918	54,918	300,000
28	71	2,400	32,092	300,000	53,248	53,248	300,000	56,409	56,409	300,000
29	72	2,400	29,085	300,000	54,053	54,053	300,000	57,669	57,669	300,000
30	73	2,400	25,142	300,000	54,529	54,529	300,000	58,637	58,637	300,000
31	74	2,400	20,011	300,000	54,596	54,596	300,000	59,234	59,234	300,000

\* This is the current interest rate as of the reproposal date.

☐ This includes a contractually guaranteed interest bonus.

Under the different sets of assumptions that produce the values illustrated above, the policy will terminate during policy year:

--- Guaranteed Basis --

34

----- Basis ☐1-----

41

----- Basis ☐2-----

42

This illustration is not a contract nor will it become a part of any policy issued by us. The policy constitutes the actual agreement of coverage and contains the entire terms of the contract.

This illustration requires your review of all of the pages including the supplemental footnote page(s).

Date : 01/20/2012

Version 7.5.0-HE  
State: California

**Sun Life Assurance Company of Canada**  
**An In Force Life Insurance Illustration of Sun Universal Life**

**Policy Number** : Sample  
**Client Name** : Sample Client  
**Age/Sex/Class** : 43/Female/Preferred  
**Billed Premium** : \$200.00  
**Premium Frequency** : Monthly  
**Cash Surrender Value** : \$32,461.41

**Issue Date** : 10/27/1995  
**Illustration Date** : 01/27/2012  
**Total Face Amount** : \$300,000  
**Death Benefit Opt.** : A (Level)  
**Death Benefit** : \$300,000

Year	Age	Premium Outlay	Guaranteed Basis		Basis [1]			Basis [2]		
			Cash Surrender Value	Total Death Benefit	Account Value	Cash Surrender Value	Death Benefit	Account Value	Cash Surrender Value	Death Benefit
32	75	2,400	13,408	300,000	54,154	54,154	300,000	59,366	59,366	300,000
33	76	2,400	5,021	300,000	53,090	53,090	300,000	58,923	58,923	300,000
34	77	2,400	0	0	51,275	51,275	300,000	57,782	57,782	300,000
35	78	2,400	0	0	48,542	48,542	300,000	55,780	55,780	300,000
36	79	2,400	0	0	44,695	44,695	300,000	52,731	52,731	300,000
37	80	2,400	0	0	39,502	39,502	300,000	48,412	48,412	300,000
38	81	2,400	0	0	32,690	32,690	300,000	42,558	42,558	300,000
39	82	2,400	0	0	23,930	23,930	300,000	34,855	34,855	300,000
40	83	2,400	0	0	12,828	12,828	300,000	24,923	24,923	300,000
41	84	2,400	0	0	0	0	0	12,318	12,318	300,000
Total		98,600								

This illustration requires your review of all of the pages including the supplemental footnote page(s).

Date : 01/20/2012

Version 7.5.0-HE  
State: California



**Sun Life Assurance Company of Canada**  
**An In Force Life Insurance Illustration of Sun Universal Life**

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**Policy Number** : Sample  
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**Issue Date** : 10/27/1995  
**Illustration Date** : 01/27/2012  
**Total Face Amount** : \$300,000  
**Death Benefit Opt.** : A (Level)  
**Death Benefit** : \$300,000

### **Supplemental Footnotes**

This illustration of Policy Values requires assumptions to be made about interest rates and COI charges as stated on page 1. Other assumptions made for this illustration are detailed below including those about any optional benefits, extra charges and the timing of premium payments. The values illustrated would be greater or less if these assumptions were changed.

**Premium Frequency:** This illustration assumes that the illustrated premium outlay is paid at the beginning of each payment period based upon the above premium frequency. The timing of the premium outlay is important. Payment at an earlier or later date than illustrated will affect policy performance.

**Premium Outlay:** The "Premium Outlay" is the illustrated out-of-pocket payment; a zero outlay assumes that you will elect not to pay a premium in the referenced year.

Because this is a flexible premium product, you can determine the amount and timing of premium payments that will meet the intended life insurance objective. Any objective that is desired may require a higher or lower premium outlay than illustrated, or may require that the illustrated premium outlay be paid for a shorter or longer period of time. Please be advised that the amount of variation can be significant and that the policy will terminate when the Account Value less any policy loans and outstanding interest is zero.

**Annual Review:** Because changes to the actual credited interest rates, COI charges, and premium payments received over time will affect the future policy performance, it is necessary for you to regularly monitor the policy to determine the premium outlay needed to keep the policy in force or to accomplish a specific life insurance objective. We recommend that any policy held with the Company be reviewed on an annual basis and encourage all policyholders to contact us each year for a current status regarding their premium payment obligations and policy values.

#### **OTHER FEATURES AND POLICY BENEFITS:**

The Billed Premium includes charges for these additional benefits:

**Accelerated Benefit Rider:** This policy when issued contains the Accelerated Benefit Rider. This rider, at no cost to the policyowner, provides for the early payment of partial policy benefits due to terminal illness.

**Taxation of Distribution from the Policy:** The Technical and Miscellaneous Revenue Act (TAMRA) of 1988 classifies certain policies as Modified Endowment Contracts (MEC). Distribution from these policies in the form of policy loans and certain partial surrenders are taxed differently from policies that are not MEC's and may also be subject to an IRS 10% penalty tax. Based on the assumptions used in this illustration, the policy would not become a MEC.

The following applies whether or not the policy is classified as a MEC.

If you surrender your policy for its cash surrender value or allow your policy to lapse, there may be an amount that is taxable. This will depend on the relation of the cumulative premium outlay to the cash surrender value received plus any untaxed prior policy loans and partial surrenders. Also under certain conditions, a portion or all of any annual policy loan or partial surrender may be subject to taxation.



Policy NumberSample

Policy Owner(s) NameSample

**Policy Plan** ☐ **Benefit Summary**

As of 01/1/2012

Bill to Date	02/27/2012
Base Face Amount	\$150,000.00
Premium	\$200.00
Insured(s)	Sample
Insured(s) Date of Birth	02/20/1953
Policy Loan Interest Rate*	Regular Rate 5.50% Preferential Rate 4.00%

Effective Date	10/27/1995
Payment Frequency	MONTHLY
Policy Status	PREM PAYING
Plan	Sun Universal Life
Death Benefit Option	LEVEL
Benefits / Riders	Added Protection Benefit Rider

Primary Beneficiary(s)	Sample
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\* Your policy contains two fixed loan interest rates. A Preferential loan interest rate of 4.00% may be applied to a portion of any loan provided the cash value of the policy maintains the minimum level as stated in your policy contract. The Regular loan interest rate of 5.50% will be applied to the remaining loan balance.

This policy is non-participating and does not earn dividends.

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**Current Cash Values**

As of 01/1/2012

The account value interest rate that applies to the policy year beginning October 27, 2011 was 4.40%. The interest rate that applies to the portion of the account value up to the amount of outstanding policy loans is 4.00%.

Policy Account Value \$32,544.02

Surrender Charge \$0.00

Net Cash Surrender Value \$32,544.02

**Current Death Benefits**

As of 01/1/2012

Specified Face Amount	\$150,000.00
Added Protection Death Benefit	\$150,000.00
Additional Coverage Death Benefit	\$0.00
Total Loan Balance	\$0.00
Net Death Benefit	\$300,000.00

Please note that this is a summary of policy information only. For complex details about your policy, please refer to your contract. While we make every effort to ensure that the information in this summary is accurate, we reserve the right to correct errors it contains. Additional information or services may be obtained by contacting our customer service center. Sun Life Financial Customer Service Representatives are available to assist you Monday - Friday, 8:00 A.M. - 6:00 P.M. (Eastern Time) by calling 1-800-862-6266 or Sun Life Insurance and Annuity Company of New York Representatives at 1-877-750-8683. These numbers may also be used for easy, automated access to policy and fund values, 24 hours a day, 7 days a week.

12/00 SLPC 6511



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*Life Insurance You Don't Have to Die to Use*

**Life Insurance Illustration**  
**Prepared on March 1, 2012 for**  
**Valued Client**  
**By LifePro Financial Services**

**Life Insurance Company of the Southwest**  
**Administrative Office**  
**1 National Life Drive**  
**Montpelier, Vermont 05604**

**Telephone 800-732-8939**

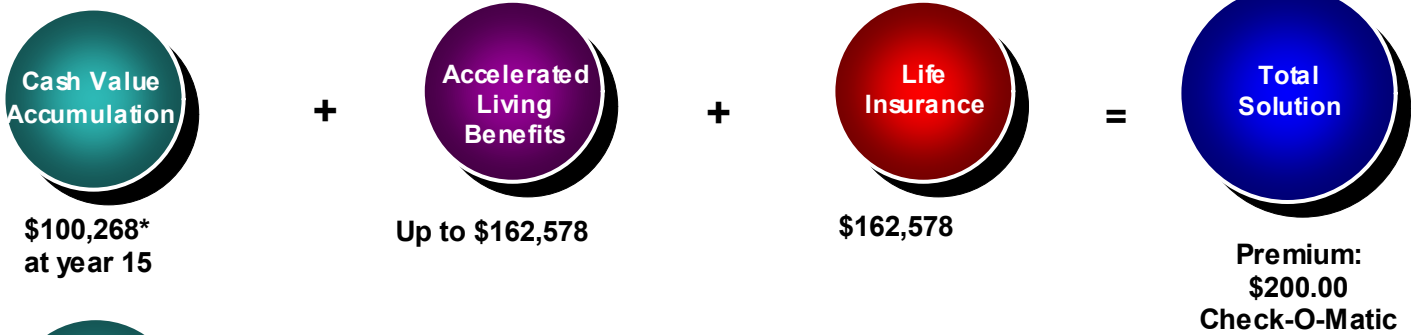
TC24039(0605)

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Centralized Mailing Address: One National Life Drive, Montpelier, VT 05604 | Home Office: Addison, TX | [www.NationalLifeGroup.com](http://www.NationalLifeGroup.com)

## LSW FlexLife (Universal Life Insurance) - Summary of Coverages

Valued Client

Female, age 59, Preferred NT



### Cash accumulation for additional retirement income, college expenses or to meet emergencies:

- Cash Value Accumulation\*
- \$100,268** at Year 15
- \$750,979** at Age 100

### Money for a terminal, chronic or critical illness:

- ABR 1 - Accelerated Benefits Rider for Terminal Illness
- ABR 2 - Accelerated Benefits Rider for Chronic Illness
- ABR 3 - Accelerated Benefits Rider for Critical Illness



### Money for family:

- Death Protection
- \$162,578** (Option A) for Valued Client

### Other Coverages:

- Overloan Protection Coverage

## ***One Policy. One Policy Fee. One Premium. One Company.***

*Benefits may not be mutually exclusive and the use of one benefit may affect the availability of another.*

Policies are underwritten by Life Insurance Company of the Southwest, Addison, Texas. Some riders are made available at additional cost. Policy loans and withdrawals and use of some riders will reduce the policy's death benefit and cash value. Some exclusions, qualifications and waiting periods may effect if and when benefits are payable. **This summary is not valid without the accompanying illustration which provides more details and disclosure regarding policy values and benefits and is an integral part of this presentation.**

\*These values assume current charges and interest. These values are not guaranteed. The assumptions they are based on are subject to change by the insurer. Actual results may be more or less favorable. Based on policy guarantees, the cash values are \$28,918 at year 15 and \$0 at age 100.

Copyright

# Unique Living Benefit No Premium Cost Riders

The Accelerated Benefits Riders (ABR) offer you the flexibility to access your death benefit if you have a terminal, chronic, or critical illness, giving you financial peace of mind.

## Terminal Illness



As an example, if the full, available death benefit is accelerated, the discounted benefit for Valued Client (Base) would be about **\$140,173** at age 65.

## Chronic Illness



As an example, if the full, available death benefit is accelerated each month, the monthly discounted benefits for Valued Client (Base) are projected to be:

Age 87 -	<b>\$6,234</b>	Age 87 -	<b>\$6,234</b>
Age 87 -	<b>\$6,234</b>	Age 90 -	<b>\$7,775</b>

## Critical Illness



As an example, if the full, available death benefit is accelerated, the discounted benefits for Valued Client (Base ) are projected to be:

	Category 1	Category 2	Category 3	Category 4
Age	Minor	Moderate	Severe	Life Threatening
87	<b>\$311,676</b>	<b>\$311,676</b>	<b>\$311,676</b>	<b>\$311,676</b>
87	<b>\$311,676</b>	<b>\$311,676</b>	<b>\$311,676</b>	<b>\$311,676</b>
87	<b>\$311,676</b>	<b>\$311,676</b>	<b>\$311,676</b>	<b>\$311,676</b>
90	<b>\$388,760</b>	<b>\$388,760</b>	<b>\$388,760</b>	<b>\$388,760</b>

You can accelerate up to 100% of the death benefit, subject to a \$1,000,000 limit on the total death benefit accelerated under all policies on the life of the Insured. For chronic illness, the death benefit you can accelerate is subject to a monthly limit equal to the lesser of 2% of the death benefit or \$20,000. The death benefit will be reduced by the amount of the death benefit you decide to accelerate. A discount factor will be applied to the death benefit accelerated because it is being paid prior to the actual time of death. As a result, the actual benefit paid will be less than the amount of death benefit accelerated.

## One Policy. One Policy Fee. One Premium. One Company.

*Benefits may not be mutually exclusive and the use of one benefit may affect the availability of another.*

The sample benefits shown assume current accelerated benefits mortality tables and interest at 6.50%. These factors are not guaranteed. Actual results may be more or less favorable. **This summary is not valid without the accompanying illustration which provides more details and disclosures regarding policy values and benefits and is an integral part of this presentation.**



## LSW FlexLife

Income-Tax Free <sup>1</sup> Benefits for Your Heirs and Lifetime Benefits for You

Prepared on March 1, 2012 for

**Valued Client**

by LifePro Financial Services

Income -  
Tax Free <sup>1</sup>  
Benefits for  
Your Heirs

Lifetime  
Benefits  
for You

Product Issued by  
**Life Insurance Company of the Southwest**

Experience Life<sup>®</sup>

**1 IRC §101(a)(1).** There are some exceptions to this rule. Please consult a qualified tax professional for advice concerning your individual situation.

LSW FlexLife Indexed Universal Life insurance, form series 8973/8974/ICC11-8973(0911)/ICC11-8974(0911) and any applicable riders, form series 8052/8095/8165(0703)/ICC10-8844(0310)/8866(0910)/8992(0910)/ICC11-8992(0911) are underwritten by Life Insurance Company of the Southwest, Addison, TX. All rider form series numbers are not available in all states. Riders are optional and may require additional premiums. Guarantees are dependent upon the claims-paying ability of the issuing company.

National Life Group<sup>®</sup> is a trade name representing various financial affiliates, which offer a variety of products and services.

This information is not intended as tax or legal advice. For advice concerning your own situation, please consult with your appropriate professional advisor.

This presentation is not valid unless accompanied by a complete insurance company illustration. Please see the full illustration for guaranteed values and other important information. Actual results may be more or less favorable.

TC63881 (0911)

Page 1 of 7

# LSW FlexLife

## Death Benefit Protection Later... Lifetime Benefits Now

Life insurance is a financial tool that creates income tax-free<sup>1</sup> funds that are immediately available at an insured's death. The insurance proceeds can be used to pay off debt, replace lost income, and allow those who depend on you to maintain their lifestyle.

For clients looking for death benefit protection with the accumulation potential of an indexed product, FlexLife offers multiple index strategies, flexibility in payment options, income options and living benefits.

**From death benefit protection to premium flexibility to living benefits, FlexLife offers innovative features.**

### Financial Protection

FlexLife is designed for clients who appreciate the financial protection life insurance can offer through both death benefit and accumulation potential. It has the upside potential - through 4 different index strategies - that you'd expect from an indexed product, but it also has downside protection with a 0% floor.

And if you decide to take income from the policy, you have options that range from loans and withdrawals to our Lifetime Income Benefit Rider which provides income for life - guaranteed<sup>\*3</sup>.

And if you're looking for extra protection, the no-cost Death Benefit Protection Rider offers a no-lapse guarantee period<sup>\*\*</sup>.

### Flexibility

Not only do you have flexibility in premium payments with FlexLife allowing you to increase or decrease<sup>\*\*\*</sup> premiums, you also have the option of electing the Systematic Allocation Rider. This rider allows you to take annual and lump sum premiums and automatically allocate them to index strategies over the course of the year. Since index strategy returns are tied to specific periods of time, the Systematic Allocation Rider provides a way to spread your premium payments out over multiple strategies and payment periods.

### Living Benefits

#### Accelerated Benefit Riders (ABR)<sup>2</sup>

In addition to survivor protection and accumulation potential, FlexLife also provides optional Accelerated Benefit Riders, helping to protect your family from the potential financial devastation of a terminal, chronic or critical illness.

Experience Life<sup>®</sup>

Not all benefits are mutually exclusive.

\*Guarantees are dependent upon the claims-paying ability of the issuing company.

\*\*Guaranteed no-lapse period varies with age.

\*\*\*It is possible that coverage will expire when either no premiums are paid following the initial premium, or subsequent premiums are insufficient to continue coverage.

1 IRC §101(a)(1). There are some exceptions to this rule. Please consult a qualified tax professional for advice concerning your individual situation.

2 Use of Accelerated Benefit Riders reduces the policy's death benefit and cash value and may be a taxable event. These riders may not be available in all states.

3 Assuming necessary parameters are met. Please see page 5 for parameters.



# LSW FlexLife Provides...

- Income-Tax-Free<sup>1</sup> Death Benefit
- Access to Benefits in Case of Illness<sup>2</sup>
- Tax-Deferred Cash Value Growth
- Access to Cash Value Growth<sup>4</sup>

Face Amount at Issue: 162,578

Issue Age: 59

Summary of Values at Age: 71

Life Insurance  
Annual Planned Premium  
**\$34,861**

## Income Tax-Free<sup>1</sup> Death Benefit

Beneficiary receives a lump sum of  
**\$162,578**

In the event of a devastating illness, living benefit riders<sup>2</sup> allow you to accelerate your death benefit

## Living Benefits Options Available At Valued Client's Age 71

Terminal Illness Benefit: \$140,173 Lump Sum  
Chronic Illness Benefit: \$2,520 Per Month  
Critical Illness Benefit: \$132,999 Lump Sum

Experience Life<sup>®</sup>

Not all benefits are mutually exclusive.

1 IRC §101(a)(1). There are some exceptions to this rule. Please consult a qualified tax professional for advice concerning your individual situation.

2 Use of Accelerated Benefit Riders reduces the policy's death benefit and cash value and may be a taxable event.

4 Policy loans and withdrawals reduce the policy's cash value and death benefit and may result in a taxable event. Withdrawals up to basis paid into the contract and loans thereafter will not create an immediate taxable event, but substantial tax ramifications could result upon contract lapse or surrender. Surrender charges will reduce the policy's cash values in early years.

The benefits and values shown above are not guaranteed. The assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable. This presentation is not valid unless accompanied by a complete insurance company illustration. Please see the full illustration for guaranteed values and other important information.

## Important Information Regarding Accelerated Benefit Riders

Medical conditions and illnesses, although not always fatal, can deplete even substantial savings in fairly short order. FlexLife's Accelerated Benefit Riders can potentially provide a cost effective solution to the meeting of financial demands of an illness.

Death Benefits, cash values and loan values (for policies with such values) will be reduced if an Accelerated Benefit is paid. The Accelerated Benefits offered under this rider are intended to qualify for favorable tax treatment under the Internal Revenue Code of 1986. Whether such benefits qualify depends on factors such as your life expectancy at the time benefits are accelerated or whether you use the benefits to pay for necessary long-term care expenses, such as nursing home care. If the acceleration-of-life-insurance benefits qualify for favorable tax treatment, the benefits will be excludable from your income and not subject to federal taxation. Tax laws relating to acceleration-of-life-insurance benefits are complex. You are advised to consult with a qualified tax advisor about circumstances under which you could receive acceleration-of-life-insurance benefits excludable from income under federal law.

Receipt of acceleration-of-life-insurance benefits may affect you, your spouse's or your family's eligibility for public assistance programs such as medical supplementary social security income (SSI), and drug assistance programs. You are advised to consult with a qualified tax advisor and with social service agencies concerning how receipt of such a payment will affect you, your spouse's and your family's eligibility for public assistance. Riders are optional and may not be available in all states.

We currently limit the amount of death benefit that may be accelerated under all accelerated benefit riders applying to the same insured to \$1,000,000. We reserve the right to change this limit in the future, however the limit will never be less than \$500,000. These limits may vary by state. Once ABR has been added to your policy, please refer to your ABR policy form for specific information.

# LSW FlexLife

## Important Information Regarding the Lifetime Income Benefit Rider

The Lifetime Income Benefit Rider provides a benefit for the life of the insured if certain conditions are met, including but not limited to the insured's attained age being between age 60 and 85, and that the policy has been in force at least 15 years. Insufficient policy values<sup>8</sup>, outstanding policy loans and other considerations may also restrict exercising the rider. Receipt of income benefits under this rider will reduce the policy's cash value and death benefit and may reduce or eliminate other policy and rider benefits. There is a monthly charge from the accumulated value during the income payment period.

Through an automatic Ratchet Feature, your Lifetime Income Benefit may increase every 5th Lifetime Income Benefit anniversary if your net cash surrender value on the anniversary is greater than the previous 5th Lifetime Income Benefit anniversary.

The Lifetime Income Benefit Rider is optional. Benefit payments are funded via withdrawals and policy loans, which will reduce the policy's cash value and death benefit. The policyholder cannot make additional premium payments or request withdrawals or policy loans during the income payment period or the rider will terminate. Terminating the rider during the income payment period may result in a lapsed policy and substantial tax consequences.

Once you begin taking your Lifetime Income Benefit, the benefit payment is guaranteed\* for life. At death, your beneficiary will receive the remaining death benefit income-tax free<sup>1</sup>. There will always be at least a minimum death benefit of \$15,000.

During the years that your policy has cash surrender value, your Lifetime Income Benefit will be received income-tax free<sup>9</sup>. Once your policy cash surrender value has been exhausted, you will continue to receive income for your lifetime; however, the income benefit will be subject to ordinary income taxes.



Experience Life®

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\*Guarantees are dependent upon the claims-paying ability of the issuing company.

1 IRC §101(a)(1). There are some exceptions to this rule. Please consult a qualified tax professional for advice concerning your individual situation.

7 The current charge for this rider is 65 basis points (0.65%) applied against the policy cash value each year once the NLGroup Lifetime Income Benefit Rider is elected. The maximum guaranteed charge is 150 basis points (1.50%).

8 The policy's death benefit ratio is less than or equal to the maximum death benefit ratio, where the death benefit ratio is equal to the death benefit divided by the accumulated value at the time of exercise; the benefit payments are greater than or equal to \$100.

9 This does not apply to Modified Endowment Contract where distributions other than death proceeds are treated as taxable gain first and recovery of premium second.

# LSW FlexLife

## Systematic Allocation Rider

**If you plan to pay your premium on an annual basis or if you plan to pay a large single sum premium, consider using the Systematic Allocation Rider (SAR).**

**The rider allocates equal portions of the premium\* into the indexing account(s) of your choice, each month for 12 months.**

Strategies are credited once a year, so without SAR, the crediting of each annual or single sum premium is tied to only one point in time. **With the SAR option, your premium dollars are spread out over multiple crediting periods.**

Once the client has elected the Systematic Allocation Rider and created their allocation schedule, the premium is placed in the Basic Account where policy costs can be deducted. From there, funds are swept from the basic account into the SA account where 1/12 is allocated to the chosen strategies each month. The remaining 11/12 of the premium remains in the SA account where it earns a fixed interest rate.

### Hypothetical Example:

Without SAR, a lump sum single premium is paid into the point-to-point strategy on Jan. 1st. The annual crediting rate for the entire amount of money will be based on S&P values on Jan. 21st of each year. However, if you choose to use the Systematic Allocation Rider your money participates in multiple crediting periods.

### The impact? Your money is not tied to one date!

For example, using Systematic Allocation Rider and Pt-to-Pt Strategy, interest is credited based on 12 different indexed periods - essentially 1/12th of your premium is allocated each month to an index strategy.

This means that instead of all your money being tied to one date, each monthly allocation has its own crediting period. The first allocation would have an annual crediting period of January to January. The second allocation would have a crediting period of February to February, and so on.

In the above hypothetical, the Systematic Allocation Rider has shifted your premium from a single lump sum tied to one crediting date to a monthly allocation tied to multiple crediting dates.

Interest Credited on a Lump  
Sum paid in January



Interest credited on your full  
premium one time per year  
based on one date

Interest Credited on a  
Lump Sum paid in January  
Using the Systematic  
Allocation Rider



Interest credited on 1/12th of  
your premium twelve times  
per year based on twelve dates

Experience Life<sup>®</sup>

\*The policy requires a minimum premium amount to be allocated to the Basic Strategy. The money in the basic strategy pays policy fees and expenses. The premium money in excess of the minimum requirement is then allocated accordingly using the Systematic Allocation Rider.

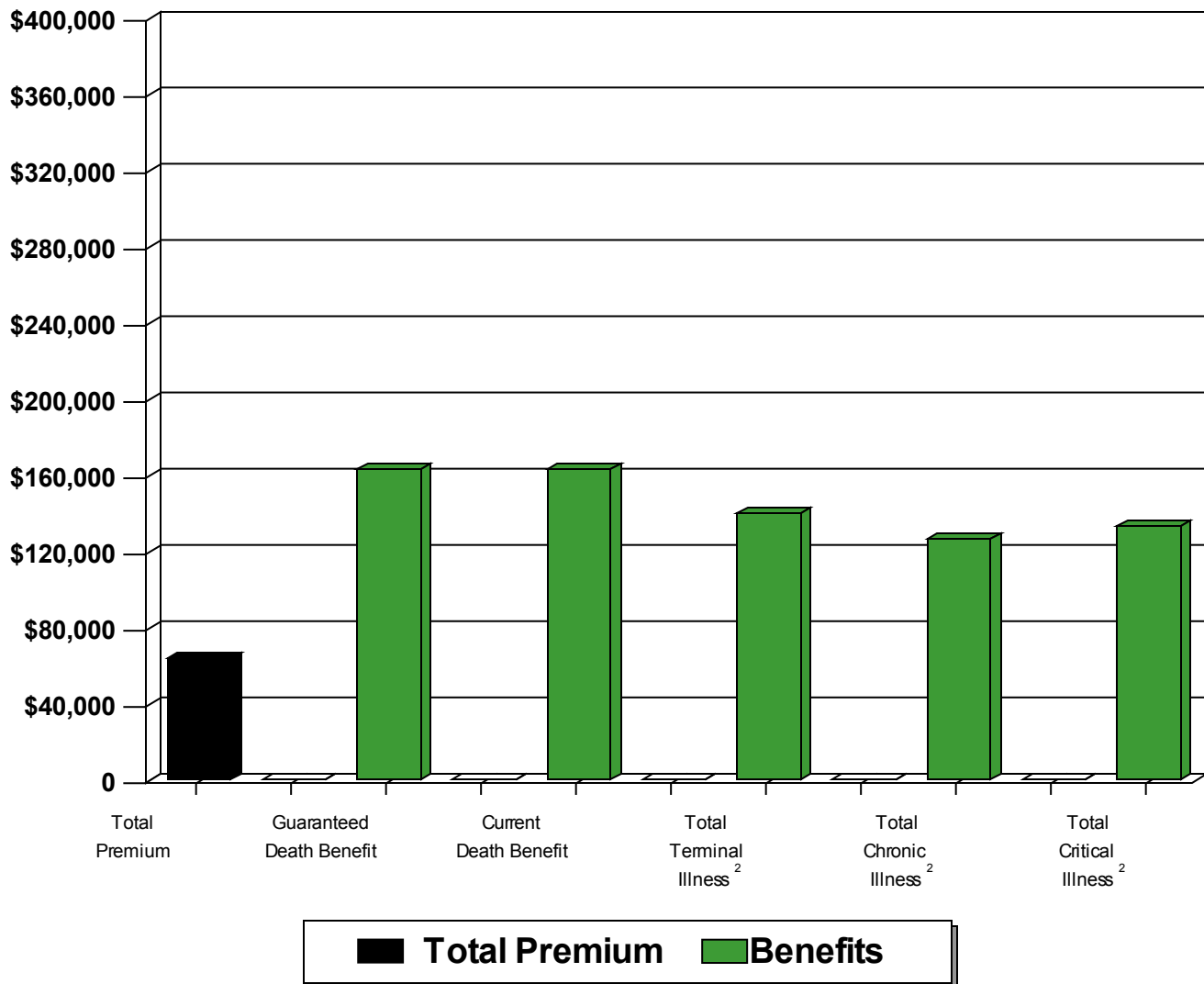
# LSW FlexLife Benefits...

- Income-Tax-Free<sup>1</sup> Death Benefit
- Access to Benefits in Case of Illness<sup>2</sup>
- Tax-Deferred Cash Value Growth
- Access to Cash Value Growth<sup>4</sup>

Face Amount at Issue: 162,578

Issue Age: 59

Summary of Values at Age: 71



Benefits may be mutually exclusive. The use of one benefit may reduce others.

\*Assuming necessary parameters are met.

1 IRC §101(a)(1). There are some exceptions to this rule. Please consult a qualified tax professional for advice concerning your individual situation.

2 Use of Accelerated Benefit Riders reduces the policy's death benefit and cash value and may be a taxable event.

4 Policy loans and withdrawals reduce the policy's cash value and death benefit and may result in a taxable event. Withdrawals up to basis paid into the contract and loans thereafter will not create an immediate taxable event, but substantial tax ramifications could result upon contract lapse or surrender. Surrender charges will reduce the policy's cash values in early years.

Benefits and values shown are not guaranteed unless otherwise noted. The assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable. This presentation is not valid unless accompanied by a complete insurance company illustration. Please see the full illustration for guaranteed values and other important information.

A Life Insurance Illustration  
LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)  
Statement of Policy Cost and Benefit Information  
Prepared for  
Valued Client

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit	Amount	
LSW FlexLife	\$162,578	Option A (Level)

See Summary of Additional Benefits for information on any riders.

Agent address:  
11452 El Camino Real Suite 401  
San Diego, California 92130  
888 543-3776

**THIS IS AN ILLUSTRATION ONLY. AN ILLUSTRATION IS NOT INTENDED TO PREDICT ACTUAL PERFORMANCE. INTEREST RATES, DIVIDENDS, OR VALUES THAT ARE SET FORTH IN THE ILLUSTRATION ARE NOT GUARANTEED, EXCEPT FOR THOSE ITEMS CLEARLY LABELED AS GUARANTEED.**

LSW FlexLife is a flexible premium, adjustable death benefit individual life insurance policy, commonly referred to as Universal Life. It features indexed crediting options.

This illustration assumes that the currently illustrated non-guaranteed elements will continue unchanged for all years shown. This is not likely to occur and actual results may be more or less favorable than those shown.

Accelerated Benefits Rider 1 allows for the payment of a portion of an insured's death benefit if the insured is terminally ill. Terminally ill means that the insured has been certified by a physician as having an illness or chronic condition which can reasonably be expected to result in death in 24 months or less. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

Accelerated Benefits Rider 2 allows for the payment of a portion of an insured's death benefit if the insured is chronically ill. Chronically ill means that the insured has been certified by a licensed health care practitioner as being unable to perform 2 out of 6 activities of daily living or is cognitively impaired. The activities of daily living are bathing, continence, dressing, eating, toileting, and transferring. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

Accelerated Benefits Rider 3 allows for the payment of a portion of the insured's death benefit if the insured experiences a qualifying event covered under the rider. Subject to state approval, the qualifying events may include: heart attack, stroke, diagnosis of cancer, diagnosis of end stage renal failure, major organ transplant, diagnosis of ALS, and blindness. Please see the rider for a complete list of the qualifying events covered. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

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**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
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**Prepared for**  
**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit	Amount	
LSW FlexLife	\$162,578	Option A (Level)

See Summary of Additional Benefits for information on any riders.

Lifetime Income Benefit Rider [Form Series 8866] is only available at policy issue. The Lifetime Income Benefit Rider provides a benefit for the life of the insured in exchange for a charge from the accumulated value and provided that certain conditions are met. Conditions include but are not limited to the following: the insured must be at least age 60 but no greater than age 85; and the policy must have been in force for at least 15 years or at least 15 years have passed since the last face amount increase, whichever is later; and any outstanding policy loans must be repaid in full. The benefit payments are first deducted from the accumulated value through partial withdrawals and policy loans. Once the minimum threshold is met, the following events occur: the benefit payments will continue to be paid for the life of the insured; a one time charge will be deducted from the cash surrender value; all other monthly deductions will be terminated; and the net death benefit and cash surrender value will continue to be reduced by the benefit payments until they reach respective minimum floors. The benefit payments will become taxable once the minimum threshold is met if the policy is not a Modified Endowment contract. All benefit payments will be taxable on Modified Endowment contracts. Policy owners should consult with their tax advisors to better understand the tax implications. Please consult the rider form for more details.

Overloan Protection Rider, when exercised under certain conditions, will prevent the policy from lapsing due to the outstanding policy loan exceeding the Accumulated Value less the Surrender Charge. Limitations apply to exercising the Overloan Protection Rider, which include that the policy be in force at least 15 years and the insured having attained the age of 75. Exercising the rider results in a paid-up policy. There is no cost for this optional rider, however, there is a fee when the rider is exercised.

Interest Crediting Strategies Rider provides the FlexLife product with Basic Strategies, a Fixed-Term Strategy and Multiple Indexed Strategies.

Systematic Allocation Rider allows Net Premiums in excess of the Basic Strategy Minimum Value and meeting a minimum threshold to be transferred to a systematic allocation account that automatically transfers each month one twelfth of this amount to new Indexed Segments.

Definitions of key terms and column headings:

Age - The insured's age at nearest birthday.

Policy Year - The year of the policy for which information is being illustrated.

Planned Premium - The annualized premium that is required under the illustrated policy.

**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
**Statement of Policy Cost and Benefit Information**  
**Prepared for**  
**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit	Amount	
LSW FlexLife	\$162,578	Option A (Level)

See Summary of Additional Benefits for information on any riders.

**Weighted Average Interest Rate** - The weighted average interest rate is used to compute current policy values. This rate varies by policy year, and is based upon the amount of money required in the Basic Strategy and the allocation between the other strategies described in the illustration.

**Accumulated Value End Year** - The policy equity at the end of the policy year. Current interest rates and policy charges are not guaranteed.

**Cash Surrender Value End Year** - The policy equity at the end of the policy year, after deductions for any applicable surrender charges and any outstanding policy loans and loan interest. Current interest rates and policy charges are not guaranteed.

**Death Benefit End Year** - The entire policy death benefit at the end of the policy year, after deductions for any outstanding policy loans and loan interest. Current interest rates and policy charges are not guaranteed.

**Total Level Guideline Premium** - The sum of the guideline level premiums calculated for the current policy year and each prior year. It is a level premium calculated at issue based on policy guarantees and an interest rate not less than 4% as specified in IRC section 7702.

**Total Single Guideline Premium** - The sum of the guideline single premium calculated for the current policy year and each prior year. It is calculated at issue based on policy guarantees and an interest rate not less than 6% as specified in IRC section 7702.

**Total Maximum Guideline Premium** - The larger of the numbers in the total guideline level and the total guideline single premium columns. For a policy to qualify as life insurance, the sum of all premiums paid in the current and prior policy years cannot exceed the amount shown in this column for the current year. This must be true in every policy year.

**Surrender Charge** - The cost applied against the total equity to determine the net equity available to the policy owner.

**Total Premium** - The MEC total premium for any policy year is the sum of the premiums paid into the policy in the current policy year and prior policy years that are used to determine the MEC status of the policy.



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**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit	Amount	
LSW FlexLife	\$162,578	Option A (Level)

See Summary of Additional Benefits for information on any riders.

**MEC Total 7 Pay Premium** - The MEC total 7 pay premium for any policy year is the sum of the annual payments calculated under IRC Section 7702A (the seven pay premium) for this and all prior policy years that determine whether or not the contract is a modified endowment contract (MEC). Upon the first occurrence of a number in the MEC total premium column exceeding the number for the same policy year in this column, the policy will become a MEC. Distributions other than death proceeds from a MEC, including policy loans and partial surrenders of funds will be treated as taxable gain received first and recovery of premium second. In addition to regular income tax, a 10% federal tax penalty is applicable to any taxable distribution from the MEC before the insured reaches age 59 ½. This includes policy terminations.

**Monthly Administrative Charge** - An administrative charge which is deducted from the accumulated value of the policy each month.

**Guaranteed Annual Cash Flow** - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on guaranteed values.

**Guaranteed End Year Net Cash Value** - The guaranteed equity at the end of the policy year less any outstanding policy loans, loan interest, and applicable surrender charges.

**Guaranteed End Year Net Death Benefit** - The guaranteed death benefit at the end of the policy year less any policy loans, loan interest and applicable surrender charges.

**Current Basis B Annual Cash Flow\*** - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on the current interest rate and charges.

**Averaged Annual Cash Flow\*** - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

**Averaged Net Equity End Year\*** - The entire policy equity at the end of the year after deductions for any outstanding policy loans and loan interest. Values in this column are based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

**Averaged Net Death Benefit End Year\*** - The entire policy death benefit at the end of the year after deductions for any outstanding policy loans and loan interest. Values in this column are based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

March 1, 2012

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**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
**Statement of Policy Cost and Benefit Information**  
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**Valued Client**

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Age 59  
Preferred NT  
Female  
State - CA

Benefit	Amount	
LSW FlexLife	\$162,578	Option A (Level)

See Summary of Additional Benefits for information on any riders.

Premium Expense Charge - This is the deduction from premium received, other than premium tax, if any, before the premium is applied to the account of the policy.

Cost Of Insurance - The cost of insurance protection provided by the policy, including Additional Protection Benefit rider, if applicable.

Other Deductions - The annual sum of monthly deductions from the account of this policy, other than for insurance and riders.

Total Expense And Deductions - The total expenses and deductions for the policy year.

\* Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable.

Monthly Check-O-Matic Planned Payments of \$200.00 have been assumed to be received at the beginning of each billing period.

All values shown are end of policy year values.

A surrender charge is assessed on full surrender of a policy in the first ten policy years from the date of issue or the date of an increase in face amount. The cash surrender values in this proposal reflect applicable surrender charges. Partial withdrawals are available if the policy has positive cash surrender value. The accumulated value of the policy will be reduced by the sum of the partial withdrawal and the withdrawal fee of \$25.

The Guaranteed Basis uses an interest rate and maximum monthly deductions guaranteed by the Company. It is the most conservative basis used for the calculation of illustrated values.

The policy as illustrated using Current Basis A will provide coverage for the lifetime of the insured based on the Current Basis A interest rates and the current charges by the Company.

The policy as illustrated using Current Basis B will provide coverage for the lifetime of the insured based on the Current Basis B interest rates and the current charges by the Company.

**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
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Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

The policy as illustrated on an average basis will provide coverage for 37 years based on the average interest rates credited and the average charges by the Company. The average interest rates are the average of the guaranteed interest rate and the Current Basis B illustrated interest rates. The average charges are the average of guaranteed charges and current charges.

The policy as illustrated on a guaranteed basis will provide coverage for 22 policy years based on the guaranteed interest rate credited and the guaranteed charges by the Company. Coverage will then terminate unless a higher premium is paid.

The maximum level premium that can be paid into this policy based on Section 7702 of the Internal Revenue Code is \$5,225.00.

This illustration reflects an annual 0.35% Account Value Enhancement starting in policy year 11. The Account Value Enhancement is not guaranteed.

The following is a statement of costs and benefits for the LSW FlexLife policy illustrated on the following pages. The Net Payment Index shows your average annual outlay per \$1000 of Death Benefit. The Surrender Cost Index is the average annual amount of each planned premium that is not returned if the policy is surrendered for its cash value at the end of the year cited.

**INTEREST ADJUSTED COST INDEXES AT 5%**

**CURRENT BASIS B**

	YEAR 10	YEAR 20
Net Payment	\$39.39	\$30.02
Surrender Cost	\$9.83	\$3.01

**GUARANTEED BASIS**

	YEAR 10	YEAR 20
Net Payment	\$39.39	\$30.02
Surrender Cost	\$24.20	\$27.38

An explanation of the intended use of the above cost indexes is provided in the Life Insurance Buyer's Guide.

Please Note: The illustrated values that make up this ledger proposal should not be regarded as an offer nor as a contract to insure. If the presentation, of which this ledger is a part results in a policy being issued with different illustrated values than those in this ledger, the actual values illustrated with the policy shall control.

A Life Insurance Illustration  
LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)  
Statement of Policy Cost and Benefit Information  
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Valued Client

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit	Amount	
LSW FlexLife	\$162,578	Option A (Level)

See Summary of Additional Benefits for information on any riders.

IMPORTANT INTERNAL INFORMATION

Total Dump in Payment:	\$32,461.00
Dump in Payment Subject to Load:	\$32,461.00
1035 Exchange Amount:	\$32,461.00

**Tax Treatment:** The Company will report any eligible distributions, under any accelerated benefits rider, subject to existing IRS guidance and facts at the time of distribution. However, proper tax treatment for any accelerated benefits you receive under this insurance contract depends on a number of factors. These factors include, among others, the provisions of the law, the terms of the contract, and your personal situation at the time payments are made. These factors may permit some or all of the payments to be excluded from income or may require some or all the payments to be included in income for tax purposes. You should consult with your own tax advisor in deciding how to report the payments.

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**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
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Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit	Amount	
LSW FlexLife	\$162,578	Option A (Level)

See Summary of Additional Benefits for information on any riders.

### **Indexed Strategies**

This product is a life insurance product and does not represent an investment in the stock market.

This product features a fixed crediting strategy and four indexed crediting strategies. The following is a summary of the characteristics of the indexed crediting strategies that are available in this policy. Please refer to the policy for complete details. In the event of any conflict, the policy language will control.

This policy features four distinct indexed crediting strategies, Indexed Strategy 1, which uses a S&P 500<sup>®</sup> point-to-point crediting method, Indexed Strategy 2, which uses a S&P 500<sup>®</sup> point-to-point crediting method with a focus on the Participation Rate, Indexed Strategy 3, which uses a S&P 500<sup>®</sup> point-to-point crediting method with no Earnings Cap, and Indexed Strategy 4, which uses a S&P 500<sup>®</sup> point-to-average crediting method with no Earnings Cap.

For Indexed Strategies 1, 2, and 3 the Annual Index Growth is calculated as the percentage increase in the Index, if any, from one segment anniversary to the next segment anniversary.

For Indexed Strategy 4, the daily average value of the Index is calculated for the period covering one segment anniversary to the next segment anniversary. The Annual Index Growth is calculated as the percentage increase in the daily average value, if any, over the Index value on the preceding segment anniversary.

Each transfer to an indexed strategy creates a distinct Indexed Segment with a segment length of one year. Index Earnings are credited to each Indexed Segment on the annual segment anniversary. Index Earnings are not calculated or credited between segment anniversaries. Each Indexed Segment will have a Participation Rate and an Index Earnings Cap, which are determined in advance for each twelve-month period and are subject to change on each segment anniversary.

The Index Earnings for an Indexed Segment on the segment anniversary are calculated as the Annual Index Growth for the segment, multiplied by the segment's Participation Rate, with this product adjusted so that it is no less than 0% and no greater than the segment's Index Earnings Cap.

At the end of the one-year segment length, the value in that segment is transferred to the Basic Strategy for automatic reallocation using the strategy allocation in force at that time. This strategy allocation may be changed by the Owner upon request.

The Index for these strategies will be the S&P 500<sup>®</sup> Index, excluding dividends. The Annual Index Growth for an Indexed Segment is calculated on the segment anniversary based on the performance of that Index.

**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
**Statement of Policy Cost and Benefit Information**  
**Prepared for**  
**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

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The historical rates shown below were based on the Average Rate of Return for the S&P 500<sup>®</sup> computed backwards from 12/21/2011 for the number of years indicated and adjusted by the cap, floor, and participation rates for each of the Index Strategies as indicated on the following page.

The actual credited rate for each policy year will vary based on the actual change in the index. These figures do not represent actual interest that would have been credited because the Participation rate and Cap would have changed over time and actual results would have been different. There are administrative, cost of insurance and other charges associated with the LSW FlexLife IUL policy. The historical returns by strategy do not reflect these charges. It is not meant to predict future performance. It is not possible to know in advance what the actual credited rate will be.

**Hypothetical Returns by Strategy**

	S&P 500 <sup>®</sup> Indexed Strategy 1	S&P 500 <sup>®</sup> Indexed Strategy 2	S&P 500 <sup>®</sup> Indexed Strategy 3	S&P 500 <sup>®</sup> Indexed Strategy 4
5-Year Average Rate of Return	6.70%	6.50%	6.60%	7.00%
10-Year Average Rate of Return	6.60%	6.80%	5.90%	6.00%
20-Year Average Rate of Return	7.90%	8.00%	7.70%	7.30%
1984 - 2011 Average Rate of Return	8.30%	8.30%	8.30%	7.90%
Maximum Illustrated Rate*	8.30%	8.30%	8.30%	7.90%

\* The maximum illustrated interest rate for each strategy is based upon the historical performance, from 12/21/1984 to 12/21/2011, of the S&P 500<sup>®</sup> adjusted for the current Participation Rate and Index Earnings Cap - if applicable - per Strategy as indicated on the following page.

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**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
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**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

The chart below reflects the current and guaranteed cap rates and participation rates and maximum illustration rate for each Indexed Strategy. The current rates are not guaranteed and are subject to change, but will never be lower than the guaranteed rates.

	Indexed Crediting Method			
	S&P 500® Indexed Strategy 1	S&P 500® Indexed Strategy 2	S&P 500® Indexed Strategy 3	S&P 500® Indexed Strategy 4
Current Cap Rate	13.50%	12.00%	No Cap	No Cap
Guaranteed Cap Rate	3.1%	3.0%	No Cap	No Cap
Current Participation Rate	100%	140%	65%	120%
Guaranteed Participation Rate	100%	110%	25%	30%
Maximum Illustration Rate	8.30%	8.30%	8.30%	7.90%

The illustrated assumed interest rates cannot exceed the maximum illustration rates allowed by the company, as shown above. The maximum illustration rates are based on applying the current cap rates and participation rates to the S&P 500® Index historical performance from 1984 through 2011. The historical performance of the S&P 500® Index should not be considered a representation of past or future performance for any of the Indexed Strategies available in this policy, nor is it an estimate of the returns that a policyholder can expect based on the current caps and participation rates. The future rate credited for any of these strategies may be less than or greater than the non-guaranteed assumed interest rates used in this illustration.

**Non-Guaranteed Assumed Interest Rate Disclosure**

Strategy	Initial Allocation	Current Basis A Interest Rate	Current Basis B Interest Rate
Basic Strategy		5.00%	5.00%
Fixed-Term Strategy	0%	5.50%	5.50%
Indexed Strategy 1, S&P 500® point-to-point	50%	6.00%	7.00%
Indexed Strategy 2, S&P 500® point-to-point with Participation Rate Focus	50%	6.00%	7.00%
Indexed Strategy 3, S&P 500® point-to-point with no Cap	0%	6.00%	8.30%
Indexed Strategy 4, S&P 500® point-to-average with no Cap	0%	6.00%	7.90%

**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
**Statement of Policy Cost and Benefit Information**  
**Prepared for**  
**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit	Amount	
LSW FlexLife	\$162,578	Option A (Level)

See Summary of Additional Benefits for information on any riders.

For illustrative purposes, a weighted average interest rate is used to compute policy values. This weighted average interest rate varies by policy year, and is based upon the amount of money required in the Basic Strategy and the allocation between the other five strategies indicated above.



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Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

Summary of Additional Benefits

Rider	Insured's Issue Age/ Classification	Initial Benefit Amount	Coverage to Age	Guaranteed Monthly Cost in Year 1	Current Monthly Cost in Year 1
Accelerated Benefits Rider 1	NA	NA	NA	None	None
Accelerated Benefits Rider 2	NA	NA	NA	None	None
Accelerated Benefits Rider 3	NA	NA	NA	None	None
Interest Crediting Strategies Rider	NA	NA	NA	None	None
Lifetime Income Benefit Rider	NA	NA	NA	None	None
Overloan Protection Rider	NA	NA	NA	None	None
Systematic Allocation Rider	NA	NA	NA	None	None

NA = not applicable

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Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the illustrated rates and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below. The interest rate used in the calculation of guaranteed values is 2.50%.

Guaranteed Values at 2.50%						*Current Basis B Values		
Policy Year	Planned Premium	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year	Weighted Average Interest Rate	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
1	\$ 34,861.00	\$31,169	\$25,431	\$162,578	6.88%	\$ 33,093	\$ 27,355	\$ 162,578
2	2,400.00	31,765	26,433	162,578	6.89%	35,813	30,480	162,578
3	2,400.00	32,295	27,379	162,578	6.89%	38,697	33,781	162,578
4	2,400.00	32,749	28,259	162,578	6.90%	41,746	37,256	162,578
5	2,400.00	33,123	29,071	162,578	6.90%	44,974	40,922	162,578
6	2,400.00	33,406	29,974	162,578	6.91%	48,383	44,951	162,578
7	2,400.00	33,586	30,794	162,578	6.91%	51,999	49,208	162,578
8	2,400.00	33,647	31,515	162,578	6.92%	55,829	53,698	162,578
9	2,400.00	33,573	32,126	162,578	6.92%	59,892	58,445	162,578
10	2,400.00	33,345	32,607	162,578	6.92%	64,196	63,458	162,578
	\$ 56,461.00							
11	2,400.00	32,940	32,940	162,578	6.97%	70,528	70,528	162,578
12	2,400.00	32,333	32,333	162,578	6.97%	77,246	77,246	162,578
13	2,400.00	31,486	31,486	162,578	6.97%	84,406	84,406	162,578
14	2,400.00	30,360	30,360	162,578	6.97%	92,059	92,059	162,578
15	2,400.00	28,918	28,918	162,578	6.98%	100,268	100,268	162,578
16	2,400.00	27,112	27,112	162,578	6.98%	109,109	109,109	162,578
17	2,400.00	24,884	24,884	162,578	6.98%	118,654	118,654	162,578
18	2,400.00	22,168	22,168	162,578	6.98%	128,989	128,989	162,578
19	2,400.00	18,882	18,882	162,578	6.98%	140,215	140,215	162,578
20	2,400.00	14,928	14,928	162,578	6.99%	152,455	152,455	162,578

\* Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable.

**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
**Statement of Policy Cost and Benefit Information**  
**Prepared for**  
**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the illustrated rates and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below. The interest rate used in the calculation of guaranteed values is 2.50%.

Guaranteed Values at 2.50%						*Current Basis B Values		
Policy Year	Planned Premium	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year	Weighted Average Interest Rate	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
	\$ 80,461.00							
21	\$ 2,400.00	\$10,199	\$10,199	\$162,578	6.99%	\$ 165,764	\$ 165,764	\$ 174,052
22	2,400.00	4,542	4,542	162,578	6.99%	180,025	180,025	189,026
23	2,400.00	0	0	0	6.99%	195,292	195,292	205,056
24	2,400.00	0	0	0	6.99%	211,631	211,631	222,213
25	2,400.00	0	0	0	6.99%	229,111	229,111	240,567
26	2,400.00	0	0	0	6.99%	247,787	247,787	260,177
27	2,400.00	0	0	0	6.99%	267,732	267,732	281,119
28	2,400.00	0	0	0	6.99%	289,007	289,007	303,457
29	2,400.00	0	0	0	6.99%	311,676	311,676	327,260
30	2,400.00	0	0	0	6.99%	335,809	335,809	352,599
	\$104,461.00							
31	2,400.00	0	0	0	6.99%	361,473	361,473	379,547
32	2,400.00	0	0	0	6.99%	388,760	388,760	408,198
33	2,400.00	0	0	0	6.99%	418,160	418,160	434,887
34	2,400.00	0	0	0	6.99%	449,914	449,914	463,412
35	2,400.00	0	0	0	6.99%	484,273	484,273	493,959
36	2,400.00	0	0	0	6.99%	521,623	521,623	526,839
37	2,400.00	0	0	0	6.99%	561,566	561,566	567,182
38	2,400.00	0	0	0	6.99%	604,251	604,251	610,294
39	2,400.00	0	0	0	6.99%	649,864	649,864	656,363

\* Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable.

**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
**Statement of Policy Cost and Benefit Information**  
**Prepared for**  
**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the illustrated rates and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below. The interest rate used in the calculation of guaranteed values is 2.50%.

Guaranteed Values at 2.50%						*Current Basis B Values		
Policy Year	Planned Premium	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year	Weighted Average Interest Rate	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
40	\$ 2,400.00 \$128,461.00	\$ 0	\$ 0	\$ 0	6.99%	\$ 698,699	\$ 698,699	\$ 705,686
41	2,400.00	0	0	0	6.99%	750,979	750,979	758,489
42	2,400.00	0	0	0	6.99%	807,001	807,001	815,071
43	0.00	0	0	0	6.99%	864,690	864,690	873,337
44	0.00	0	0	0	6.99%	926,509	926,509	935,774
45	0.00	0	0	0	6.99%	992,753	992,753	1,002,680
46	0.00	0	0	0	6.99%	1,063,738	1,063,738	1,074,376
47	0.00	0	0	0	6.99%	1,139,804	1,139,804	1,151,203
48	0.00	0	0	0	6.99%	1,221,317	1,221,317	1,233,530
49	0.00	0	0	0	6.99%	1,308,664	1,308,664	1,321,750
50	0.00 \$133,261.00	0	0	0	6.99%	1,402,263	1,402,263	1,416,285
51	0.00	0	0	0	6.99%	1,502,562	1,502,562	1,517,587
52	0.00	0	0	0	6.99%	1,610,040	1,610,040	1,626,140
53	0.00	0	0	0	6.99%	1,725,212	1,725,212	1,742,464
54	0.00	0	0	0	6.99%	1,848,627	1,848,627	1,867,113
55	0.00	0	0	0	6.99%	1,980,877	1,980,877	2,000,685
56	0.00	0	0	0	6.99%	2,122,593	2,122,593	2,143,819
57	0.00	0	0	0	6.99%	2,274,453	2,274,453	2,297,197

\* Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable.

**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
**Statement of Policy Cost and Benefit Information**  
**Prepared for**  
**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the illustrated rates and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below. The interest rate used in the calculation of guaranteed values is 2.50%.

Guaranteed Values at 2.50%						*Current Basis B Values			
Policy Year	Planned Premium	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year	Weighted Average Interest Rate	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year	
58	\$ 0.00	\$ 0	\$ 0	\$ 0	6.99%	\$2,437,183	\$2,437,183	\$2,461,555	
59	0.00	0	0	0	6.99%	2,611,561	2,611,561	2,637,677	
60	0.00	0	0	0	6.99%	2,798,422	2,798,422	2,826,406	
	\$133,261.00								
61	0.00	0	0	0	6.99%	2,998,657	2,998,657	3,028,644	
	\$133,261.00								

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**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
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Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the illustrated rates and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the columns below.

*Current Basis A Values						*Current Basis B Values			
Policy Year	Contract Premium	Weighted Average Interest Rate	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year	Weighted Average Interest Rate	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
1	\$34,861	5.94%	\$ 32,803	\$ 27,065	\$ 162,578	6.88%	\$ 33,093	\$ 27,355	\$ 162,578
2	2,400	5.94%	35,191	29,858	162,578	6.89%	35,813	30,480	162,578
3	2,400	5.94%	37,696	32,780	162,578	6.89%	38,697	33,781	162,578
4	2,400	5.95%	40,316	35,825	162,578	6.90%	41,746	37,256	162,578
5	2,400	5.95%	43,057	39,006	162,578	6.90%	44,974	40,922	162,578
6	2,400	5.95%	45,919	42,487	162,578	6.91%	48,383	44,951	162,578
7	2,400	5.95%	48,921	46,129	162,578	6.91%	51,999	49,208	162,578
8	2,400	5.95%	52,063	49,931	162,578	6.92%	55,829	53,698	162,578
9	2,400	5.96%	55,355	53,908	162,578	6.92%	59,892	58,445	162,578
10	2,400	5.96%	58,800	58,062	162,578	6.92%	64,196	63,458	162,578
11	2,400	5.98%	64,105	64,105	162,578	6.97%	70,528	70,528	162,578
12	2,400	5.98%	69,650	69,650	162,578	6.97%	77,246	77,246	162,578
13	2,400	5.98%	75,476	75,476	162,578	6.97%	84,406	84,406	162,578
14	2,400	5.98%	81,612	81,612	162,578	6.97%	92,059	92,059	162,578
15	2,400	5.98%	88,097	88,097	162,578	6.98%	100,268	100,268	162,578
16	2,400	5.98%	94,982	94,982	162,578	6.98%	109,109	109,109	162,578
17	2,400	5.98%	102,306	102,306	162,578	6.98%	118,654	118,654	162,578
18	2,400	5.98%	110,118	110,118	162,578	6.98%	128,989	128,989	162,578
19	2,400	5.99%	118,473	118,473	162,578	6.98%	140,215	140,215	162,578
20	2,400	5.99%	127,439	127,439	162,578	6.99%	152,455	152,455	162,578
21	2,400	5.99%	137,099	137,099	162,578	6.99%	165,764	165,764	174,052
22	2,400	5.99%	147,552	147,552	162,578	6.99%	180,025	180,025	189,026
23	2,400	5.99%	158,907	158,907	166,852	6.99%	195,292	195,292	205,056
24	2,400	5.99%	171,027	171,027	179,577	6.99%	211,631	211,631	222,213
25	2,400	5.99%	183,869	183,869	193,062	6.99%	229,111	229,111	240,567
26	2,400	5.99%	197,458	197,458	207,331	6.99%	247,787	247,787	260,177
27	2,400	5.99%	211,832	211,832	222,423	6.99%	267,732	267,732	281,119
28	2,400	5.99%	227,015	227,015	238,365	6.99%	289,007	289,007	303,457

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LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

March 1, 2012

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**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
**Statement of Policy Cost and Benefit Information**  
**Prepared for**  
**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the illustrated rates and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the columns below.

*Current Basis A Values						*Current Basis B Values			
Policy Year	Contract Premium	Weighted Average Interest Rate	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year	Weighted Average Interest Rate	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
29	\$ 2,400	5.99%	\$ 243,036	\$ 243,036	\$ 255,187	6.99%	\$ 311,676	\$ 311,676	\$ 327,260
30	2,400	5.99%	259,922	259,922	272,918	6.99%	335,809	335,809	352,599
31	2,400	5.99%	277,703	277,703	291,587	6.99%	361,473	361,473	379,547
32	2,400	5.99%	296,421	296,421	311,241	6.99%	388,760	388,760	408,198
33	2,400	5.99%	316,416	316,416	329,072	6.99%	418,160	418,160	434,887
34	2,400	5.99%	337,833	337,833	347,967	6.99%	449,914	449,914	463,412
35	2,400	5.99%	360,816	360,816	368,032	6.99%	484,273	484,273	493,959
36	2,400	5.99%	385,604	385,604	389,460	6.99%	521,623	521,623	526,839
37	2,400	5.99%	411,859	411,859	415,977	6.99%	561,566	561,566	567,182
38	2,400	5.99%	439,645	439,645	444,041	6.99%	604,251	604,251	610,294
39	2,400	5.99%	469,050	469,050	473,740	6.99%	649,864	649,864	656,363
40	2,400	5.99%	500,235	500,235	505,237	6.99%	698,699	698,699	705,686
41	2,400	5.99%	533,306	533,306	538,638	6.99%	750,979	750,979	758,489
42	2,400	5.99%	568,413	568,413	574,097	6.99%	807,001	807,001	815,071
43	0	5.99%	603,352	603,352	609,385	6.99%	864,690	864,690	873,337
44	0	5.99%	640,444	640,444	646,848	6.99%	926,509	926,509	935,774
45	0	5.99%	679,820	679,820	686,618	6.99%	992,753	992,753	1,002,680
46	0	5.99%	721,622	721,622	728,838	6.99%	1,063,738	1,063,738	1,074,376
47	0	5.99%	765,999	765,999	773,658	6.99%	1,139,804	1,139,804	1,151,203
48	0	5.99%	813,109	813,109	821,240	6.99%	1,221,317	1,221,317	1,233,530
49	0	5.99%	863,122	863,122	871,753	6.99%	1,308,664	1,308,664	1,321,750
50	0	5.99%	916,216	916,216	925,378	6.99%	1,402,263	1,402,263	1,416,285
51	0	5.99%	972,581	972,581	982,306	6.99%	1,502,562	1,502,562	1,517,587
52	0	5.99%	1,032,418	1,032,418	1,042,741	6.99%	1,610,040	1,610,040	1,626,140
53	0	5.99%	1,095,940	1,095,940	1,106,899	6.99%	1,725,212	1,725,212	1,742,464
54	0	5.99%	1,163,376	1,163,376	1,175,009	6.99%	1,848,627	1,848,627	1,867,113
55	0	5.99%	1,234,965	1,234,965	1,247,315	6.99%	1,980,877	1,980,877	2,000,685

\* Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

March 1, 2012

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**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
**Statement of Policy Cost and Benefit Information**  
**Prepared for**  
**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the illustrated rates and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the columns below.

*Current Basis A Values						*Current Basis B Values			
Policy Year	Contract Premium	Weighted Average Interest Rate	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year	Weighted Average Interest Rate	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
56	\$ 0	5.99%	\$1,310,965	\$1,310,965	\$1,324,074	6.99%	\$2,122,593	\$2,122,593	\$2,143,819
57	0	5.99%	1,391,646	1,391,646	1,405,562	6.99%	2,274,453	2,274,453	2,297,197
58	0	5.99%	1,477,297	1,477,297	1,492,070	6.99%	2,437,183	2,437,183	2,461,555
59	0	5.99%	1,568,224	1,568,224	1,583,906	6.99%	2,611,561	2,611,561	2,637,677
60	0	5.99%	1,664,752	1,664,752	1,681,399	6.99%	2,798,422	2,798,422	2,826,406
61	0	5.99%	1,767,227	1,767,227	1,784,899	6.99%	2,998,657	2,998,657	3,028,644

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**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
**Statement of Policy Cost and Benefit Information**  
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**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

Policy Year	Death Benefit End Year	Total Level Guideline Premium	Total Single Guideline Premium	Total Maximum Guideline Premium	Surrender Charge	Total Premium	MEC Total 7 Pay Premium	Monthly Administrative Charge
1	\$ 162,578	\$ 5,225	\$58,861	\$ 58,861	\$5,737	\$ 2,400	\$ 5,465	\$106.65
2	162,578	10,450	58,861	58,861	5,333	4,800	10,930	106.65
3	162,578	15,674	58,861	58,861	4,916	7,200	16,395	106.65
4	162,578	20,899	58,861	58,861	4,490	9,600	21,860	106.65
5	162,578	26,124	58,861	58,861	4,051	12,000	27,325	106.65
6	162,578	31,349	58,861	58,861	3,432	14,400	32,790	106.65
7	162,578	36,574	58,861	58,861	2,791	16,800	38,255	106.65
8	162,578	41,799	58,861	58,861	2,131	19,200	43,720	106.65
9	162,578	47,023	58,861	58,861	1,447	21,600	49,185	106.65
10	162,578	52,248	58,861	58,861	738	24,000	54,650	106.65
11	162,578	57,473	58,861	58,861	0	26,400	60,115	0.00
12	162,578	62,698	58,861	62,698	0	28,800	65,580	0.00
13	162,578	67,923	58,861	67,923	0	31,200	71,045	0.00
14	162,578	73,147	58,861	73,147	0	33,600	76,510	0.00
15	162,578	78,372	58,861	78,372	0	36,000	81,975	0.00
16	162,578	83,597	58,861	83,597	0	38,400	87,440	0.00
17	162,578	88,822	58,861	88,822	0	40,800	92,905	0.00
18	162,578	94,047	58,861	94,047	0	43,200	98,370	0.00
19	162,578	99,272	58,861	99,272	0	45,600	103,835	0.00
20	162,578	104,496	58,861	104,496	0	48,000	109,300	0.00
21	174,052	109,721	58,861	109,721	0	50,400	114,765	0.00
22	189,026	114,946	58,861	114,946	0	52,800	120,230	0.00
23	205,056	120,171	58,861	120,171	0	55,200	125,695	0.00
24	222,213	125,396	58,861	125,396	0	57,600	131,160	0.00
25	240,567	130,621	58,861	130,621	0	60,000	136,625	0.00
26	260,177	135,845	58,861	135,845	0	62,400	142,090	0.00
27	281,119	141,070	58,861	141,070	0	64,800	147,555	0.00

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

March 1, 2012

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**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
**Statement of Policy Cost and Benefit Information**  
**Prepared for**  
**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

Policy Year	Death Benefit End Year	Total Level Guideline Premium	Total Single Guideline Premium	Total Maximum Guideline Premium	Surrender Charge	Total Premium	MEC Total 7 Pay Premium	Monthly Administrative Charge
28	\$ 303,457	\$146,295	\$58,861	\$146,295	\$ 0	\$ 67,200	\$153,020	\$ 0.00
29	327,260	151,520	58,861	151,520	0	69,600	158,485	0.00
30	352,599	156,745	58,861	156,745	0	72,000	163,950	0.00
31	379,547	161,969	58,861	161,969	0	74,400	169,415	0.00
32	408,198	167,194	58,861	167,194	0	76,800	174,880	0.00
33	434,887	172,419	58,861	172,419	0	79,200	180,345	0.00
34	463,412	177,644	58,861	177,644	0	81,600	185,810	0.00
35	493,959	182,869	58,861	182,869	0	84,000	191,275	0.00
36	526,839	188,094	58,861	188,094	0	86,400	196,740	0.00
37	567,182	193,318	58,861	193,318	0	88,800	202,205	0.00
38	610,294	198,543	58,861	198,543	0	91,200	207,670	0.00
39	656,363	203,768	58,861	203,768	0	93,600	213,135	0.00
40	705,686	208,993	58,861	208,993	0	96,000	218,600	0.00
41	758,489	214,218	58,861	214,218	0	98,400	224,065	0.00
42	815,071	219,442	58,861	219,442	0	100,800	229,530	0.00
43	873,337	224,667	58,861	224,667	0	100,800	234,995	0.00
44	935,774	229,892	58,861	229,892	0	100,800	240,460	0.00
45	1,002,680	235,117	58,861	235,117	0	100,800	245,925	0.00
46	1,074,376	240,342	58,861	240,342	0	100,800	251,390	0.00
47	1,151,203	245,567	58,861	245,567	0	100,800	256,855	0.00
48	1,233,530	250,791	58,861	250,791	0	100,800	262,320	0.00
49	1,321,750	256,016	58,861	256,016	0	100,800	267,785	0.00
50	1,416,285	261,241	58,861	261,241	0	100,800	273,250	0.00
51	1,517,587	266,466	58,861	266,466	0	100,800	278,715	0.00
52	1,626,140	271,691	58,861	271,691	0	100,800	284,180	0.00
53	1,742,464	276,915	58,861	276,915	0	100,800	289,645	0.00
54	1,867,113	282,140	58,861	282,140	0	100,800	295,110	0.00

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

March 1, 2012

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**A Life Insurance Illustration**  
**LSW FlexLife - Universal Life - Policy Form Series 8973CA(0911)**  
**Statement of Policy Cost and Benefit Information**  
**Prepared for**  
**Valued Client**

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578 Option A (Level)  
See Summary of Additional Benefits for information on any riders.

Policy Year	Death Benefit End Year	Total Level Guideline Premium	Total Single Guideline Premium	Total Maximum Guideline Premium	Surrender Charge	Total Premium	MEC Total 7 Pay Premium	Monthly Administrative Charge
55	\$2,000,685	\$287,365	\$58,861	\$287,365	\$ 0	\$100,800	\$300,575	\$ 0.00
56	2,143,819	292,590	58,861	292,590	0	100,800	306,040	0.00
57	2,297,197	297,815	58,861	297,815	0	100,800	311,505	0.00
58	2,461,555	303,040	58,861	303,040	0	100,800	316,970	0.00
59	2,637,677	308,264	58,861	308,264	0	100,800	322,435	0.00
60	2,826,406	313,489	58,861	313,489	0	100,800	327,900	0.00
61	3,028,644	318,714	58,861	318,714	0	100,800	333,365	0.00

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

# Policy Cost and Benefit Summary

Prepared for  
Valued Client

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

\$162,578 LSW FlexLife with benefits previously described.

Policy Year	Guaranteed Annual Cash Flow	Guaranteed End Year Net Cash Value	Guaranteed End Year Net Death Benefit	Current Basis B Annual Cash Flow*	Current Basis B End Year Net Cash Value*	Current Basis B End Year Net Death Benefit*
5	\$ (2,400)	\$29,071	\$162,578	\$ (2,400)	\$ 40,922	\$ 162,578
10	(2,400)	32,607	162,578	(2,400)	63,458	162,578
12	(2,400)	32,333	162,578	(2,400)	77,246	162,578
20	(2,400)	14,928	162,578	(2,400)	152,455	162,578

Policy Year	Averaged Annual Cash Flow*	Averaged Net Equity End Year*	Averaged Net Death Benefit End Year*
5	\$ (2,400)	\$34,768	\$162,578
10	(2,400)	46,796	162,578
12	(2,400)	52,614	162,578
20	(2,400)	72,096	162,578

\* Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable.

I have received a copy of this illustration and understand that any non-guaranteed elements illustrated are subject to change and could be either higher or lower. The agent has told me they are not guaranteed. I UNDERSTAND THAT HISTORICAL PERFORMANCE OF THE S&P 500® INDEX SHOULD NOT BE CONSIDERED A REPRESENTATION OF THE PAST OR FUTURE PERFORMANCE FOR ANY OF THE INDEXED STRATEGIES IN THE POLICY.

Date \_\_\_\_\_ Applicant \_\_\_\_\_

I certify that this illustration has been presented to the applicant and that I have explained that any non-guaranteed elements illustrated are subject to change. I have made no statements that are inconsistent with the illustration.

Date \_\_\_\_\_ Agent \_\_\_\_\_

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

March 1, 2012

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Valued Client

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578  
ABR - Terminal  
ABR - Chronic  
ABR - Critical  
Lifetime Income Benefit Rider  
Overloan Protection Rider  
Interest Crediting Strategies Rider  
Systematic Allocation Rider

Policy Year	Death Benefit IRR*	Cash Value IRR*
1	366.360%	(21.531)%
2	112.539%	(9.873)%
3	63.455%	(5.549)%
4	43.333%	(3.272)%
5	32.471%	(1.847)%
6	25.694%	(0.793)%
7	21.071%	(0.018)%
8	17.719%	0.577%
9	15.180%	1.054%
10	13.191%	1.444%
11	11.592%	2.061%
12	10.279%	2.452%
13	9.182%	2.784%
14	8.252%	3.072%
15	7.455%	3.325%
16	6.764%	3.554%
17	6.159%	3.763%
18	5.626%	3.956%
19	5.152%	4.137%
20	4.729%	4.308%
21	4.775%	4.470%
22	4.907%	4.616%
23	5.026%	4.748%
24	5.133%	4.867%
25	5.230%	4.975%
26	5.318%	5.072%

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

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Valued Client

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578  
ABR - Terminal  
ABR - Chronic  
ABR - Critical  
Lifetime Income Benefit Rider  
Overloan Protection Rider  
Interest Crediting Strategies Rider  
Systematic Allocation Rider

Policy Year	Death Benefit IRR*	Cash Value IRR*
27	5.397%	5.161%
28	5.469%	5.242%
29	5.533%	5.314%
30	5.591%	5.380%
31	5.644%	5.439%
32	5.690%	5.493%
33	5.699%	5.545%
34	5.709%	5.596%
35	5.720%	5.647%
36	5.734%	5.699%
37	5.781%	5.747%
38	5.824%	5.791%
39	5.864%	5.832%
40	5.902%	5.870%
41	5.938%	5.907%
42	5.971%	5.941%
43	6.004%	5.974%
44	6.034%	6.006%
45	6.063%	6.036%
46	6.091%	6.064%
47	6.117%	6.091%
48	6.142%	6.116%
49	6.166%	6.141%
50	6.189%	6.164%
51	6.210%	6.186%
52	6.231%	6.208%

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

March 1, 2012  
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Valued Client

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit	Amount
LSW FlexLife	\$162,578
ABR - Terminal	
ABR - Chronic	
ABR - Critical	
Lifetime Income Benefit Rider	
Overloan Protection Rider	
Interest Crediting Strategies Rider	
Systematic Allocation Rider	

Policy Year	Death Benefit IRR*	Cash Value IRR*
53	6.251%	6.228%
54	6.270%	6.247%
55	6.288%	6.266%
56	6.305%	6.284%
57	6.322%	6.301%
58	6.338%	6.318%
59	6.354%	6.334%
60	6.369%	6.349%
61	6.383%	6.364%

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

March 1, 2012  
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# Policy Charges and Expenses

Valued Client

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit  
LSW FlexLife  
ABR - Terminal  
ABR - Chronic  
ABR - Critical  
Lifetime Income Benefit Rider  
Overloan Protection Rider  
Interest Crediting Strategies Rider  
Systematic Allocation Rider

Amount  
\$162,578

Policy Year	Planned Premium	Premium Expense Charge	Cost Of Insurance	Other Deductions	Total Expense And Deductions	End Year Non-Guaranteed Cash Value*	Death Benefit End Yr*
1	\$34,861	\$2,091	\$ 329	\$1,466	\$3,886	\$ 33,093	\$ 162,578
2	2,400	144	357	1,475	1,976	35,813	162,578
3	2,400	144	371	1,485	2,000	38,697	162,578
4	2,400	144	396	1,496	2,035	41,746	162,578
5	2,400	144	418	1,507	2,069	44,974	162,578
6	2,400	144	448	1,519	2,110	48,383	162,578
7	2,400	144	464	1,532	2,140	51,999	162,578
8	2,400	144	488	1,545	2,177	55,829	162,578
9	2,400	144	508	1,559	2,211	59,892	162,578
10	2,400	144	533	1,574	2,251	64,196	162,578
11	2,400	144	625	72	840	70,528	162,578
12	2,400	144	702	72	917	77,246	162,578
13	2,400	144	750	72	966	84,406	162,578
14	2,400	144	783	72	998	92,059	162,578
15	2,400	144	789	72	1,005	100,268	162,578
16	2,400	144	763	72	978	109,109	162,578
17	2,400	144	713	72	928	118,654	162,578
18	2,400	144	630	72	846	128,989	162,578
19	2,400	144	507	72	722	140,215	162,578
20	2,400	144	330	72	545	152,455	162,578
21	2,400	144	174	72	390	165,764	174,052
22	2,400	144	202	72	417	180,025	189,026
23	2,400	144	243	72	458	195,292	205,056
24	2,400	144	292	72	507	211,631	222,213
25	2,400	144	350	72	566	229,111	240,567
26	2,400	144	437	72	652	247,787	260,177
27	2,400	144	537	72	752	267,732	281,119
28	2,400	144	668	72	884	289,007	303,457

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

March 1, 2012

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# Policy Charges and Expenses

Valued Client

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit  
LSW FlexLife  
ABR - Terminal  
ABR - Chronic  
ABR - Critical  
Lifetime Income Benefit Rider  
Overloan Protection Rider  
Interest Crediting Strategies Rider  
Systematic Allocation Rider

Amount  
\$162,578

Policy Year	Planned Premium	Premium Expense Charge	Cost Of Insurance	Other Deductions	Total Expense And Deductions	End Year Non-Guaranteed Cash Value*	Death Benefit End Yr*
29	\$ 2,400	\$ 144	\$ 830	\$ 72	\$1,045	\$ 311,676	\$ 327,260
30	2,400	144	1,025	72	1,240	335,809	352,599
31	2,400	144	1,256	72	1,472	361,473	379,547
32	2,400	144	1,508	72	1,724	388,760	408,198
33	2,400	144	1,410	72	1,625	418,160	434,887
34	2,400	144	1,231	72	1,447	449,914	463,412
35	2,400	144	979	72	1,195	484,273	493,959
36	2,400	144	544	72	760	521,623	526,839
37	2,400	144	692	72	908	561,566	567,182
38	2,400	144	880	72	1,096	604,251	610,294
39	2,400	144	1,084	72	1,299	649,864	656,363
40	2,400	144	1,212	72	1,427	698,699	705,686
41	2,400	144	1,355	72	1,570	750,979	758,489
42	2,400	144	1,456	72	1,672	807,001	815,071
43	0	0	1,562	72	1,634	864,690	873,337
44	0	0	1,674	72	1,745	926,509	935,774
45	0	0	1,793	72	1,865	992,753	1,002,680
46	0	0	1,922	72	1,993	1,063,738	1,074,376
47	0	0	2,059	72	2,131	1,139,804	1,151,203
48	0	0	2,206	72	2,278	1,221,317	1,233,530
49	0	0	2,364	72	2,436	1,308,664	1,321,750
50	0	0	2,533	72	2,605	1,402,263	1,416,285
51	0	0	2,714	72	2,786	1,502,562	1,517,587
52	0	0	2,909	72	2,980	1,610,040	1,626,140
53	0	0	3,117	72	3,188	1,725,212	1,742,464
54	0	0	3,340	72	3,411	1,848,627	1,867,113
55	0	0	3,579	72	3,650	1,980,877	2,000,685

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

March 1, 2012

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# Policy Charges and Expenses

Valued Client

Presented by LifePro Financial Services

Age 59  
Preferred NT  
Female  
State - CA

Benefit Amount  
LSW FlexLife \$162,578  
ABR - Terminal  
ABR - Chronic  
ABR - Critical  
Lifetime Income Benefit Rider  
Overloan Protection Rider  
Interest Crediting Strategies Rider  
Systematic Allocation Rider

Policy Year	Planned Premium	Premium Expense Charge	Cost Of Insurance	Other Deductions	Total Expense And Deductions	End Year Non-Guaranteed Cash Value*	Death Benefit End Yr*
56	\$ 0	\$ 0	\$3,835	\$ 72	\$3,906	\$2,122,593	\$2,143,819
57	0	0	4,109	72	4,180	2,274,453	2,297,197
58	0	0	4,403	72	4,474	2,437,183	2,461,555
59	0	0	4,718	72	4,789	2,611,561	2,637,677
60	0	0	5,055	72	5,127	2,798,422	2,826,406
61	0	0	5,417	72	5,489	2,998,657	3,028,644

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

March 1, 2012

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# Life Insurance Illustration



Prepared For:  
Valued Client

Prepared By:  
LifePro Financial Services  
LifePro Financial Services  
11452 El Camino Real  
San Diego, CA 92130  
ph: (888) 543-3776  
lic # \_\_\_\_\_

# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

### Long-Term Care Rider Cover Page

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

#### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Based on Current Charges and an Initial Current Rate of 4.50%

#### Initial Planned Premium

**\$2,400**

#### Initial Death Long-Term Care Benefit

**\$318,719**

You may accelerate some, all or none of your death benefit to pay for long-term care (LTC) expenses.

If your death benefit is accelerated for LTC payments, it will provide at least 50 months of accelerated death benefit payments for long-term care expenses up to the monthly maximum shown below.

#### Monthly Long-Term Care Benefit (2%)

**\$6,374**

Payable for qualified long-term care services:

- Home Health Care
- Nursing Home Care
- Assisted Living Care
- Adult Day Care

The Long-Term Care Rider is designed to accelerate a portion of the death benefit (subject to a maximum monthly percentage each month), in order to reimburse expenses as a result of the Insured receiving qualified Long-Term Care Services.

This Supplemental Illustration is valid only if accompanied by all pages including the Basic Illustration pages.

Refer to the Basic Illustration for guaranteed elements and benefits and other important information.

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Version: 8.0S0-0-24576-3584-8192 SP 1

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UL-G

# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

Valuable Information About Your Life Insurance Illustration

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Based on Current Charges and an Initial Current Rate of 4.50%

### UL-G

UL-G is a flexible premium life insurance contract covering one insured.

- You select the death benefit when we issue the policy. Any time after the first policy anniversary you can decrease the death benefit, provided you meet certain requirements. In some instances, we may be required to change the death benefit to meet the Internal Revenue Code regulations.
- There is no set premium with this policy. However, enough premium must be paid in order to continue coverage. Coverage will continue as long as the Net Cash Surrender Value or Net Policy Protection Value is greater than zero. You can pay premiums in any amount and at any time, subject to a minimum amount set by us and a maximum amount set by the Internal Revenue Code.
- When we receive your premiums, we deduct a premium charge and put the remaining amount into the policy.
- Each month we deduct a certain amount from the policy value for administrative and cost of insurance charges. We also add interest to your policy value each month. When the insured reaches attained age 121, these deductions will stop. Provided coverage is in effect when the insured reaches attained age 121, coverage will continue after age 121 and interest will be credited. No additional charges, other than those for any outstanding policy loans, will be deducted.

### Policy Protection Rider

- Your policy includes the Policy Protection Rider - Enhanced for a maximum benefit period up to the life insured's attained age 121.
- The Policy Protection Rider - Enhanced has been included with your policy because your total scheduled first year premium is greater than or equal to the Enhanced Premium Requirement. The Enhanced Premium Requirement for this policy is \$18,023.00. If your actual first year premium will be less than the Enhanced Premium Requirement, the Policy Protection Rider - Enhanced will not perform as illustrated. In this event, you may wish to request a new illustration with the premium you are prepared to

pay.

- As long as the Policy Protection Rider - Enhanced is in effect your policy cannot lapse even if the Net Cash Surrender Value falls to zero or below. Prior to the Protection Commencement date on the Policy Protection Rider - Enhanced, your insurance coverage will continue subject to the Grace Period and Termination provisions of your policy. The Policy Protection Rider - Enhanced will stay in effect during the benefit period as long as the reference value called the Net Policy Protection Value is greater than zero.
- The Net Policy Protection Value is a reference value and is only used to determine whether or not the Policy Protection Rider - Enhanced will stay in effect. The policyowner cannot access the reference value.
- The Policy Protection Rider - Enhanced is a flexible death benefit guarantee. Through your premium payments it can provide guaranteed coverage for any duration up to the maximum benefit period.
- **But like your policy, the Policy Protection Rider - Enhanced is directly affected by the timing and amounts of premiums paid. To ensure that you have the Policy Protection Rider - Enhanced in effect for the period of time that you desire, it is important that premium payments are paid when they are due, otherwise your policy may lapse.**
- As long as the Policy Protection Rider - Enhanced has not lapsed, you can restore the death benefit guarantee at any time by paying enough premium, as illustrated, to satisfy, or "catch up" to, the cumulative premium requirement for the guaranteed period you want. It is important to remember that the longer you wait to restore this guarantee, the more costly it becomes to "catch up".
- Premiums are due as of the premium due date indicated on your notice. However, in order to help maintain the desired death benefit guarantee, we provide a provision for the late receipt of premium payments.
- This feature provides you with greater death benefit guarantee protection in the event of late premium payments. In determining whether adequate Policy Protection Value is maintained to support the death benefit guarantee, we will apply late premiums retroactive to the beginning of the policy month in

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

Valuable Information About Your Life Insurance Illustration (cont'd)

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Based on Current Charges and an Initial Current Rate of 4.50%

which they are received.

- Death benefit option changes, loans, withdrawals, rider termination or change, and/or face amount decreases will also affect the Policy Protection Rider - Enhanced.
- If a policy loan is outstanding, the Policy Protection Rider - Enhanced will not prevent your policy from lapsing if the Net Policy Value falls to zero.

### Net Death Benefit

- The life insurance provided in this illustration is payable upon the death of the insured and reflects Initial Death Benefit of \$318,719 (Option 1). The Net Death Benefit reflects any Policy Debt (total loans plus any loan interest due).

### Planned Premium Outlay

One of the advantages of Universal Life Insurance is premium payment flexibility, allowing you to vary the amount of your payments. This illustration assumes an Initial Planned Premium Outlay of \$2,400.00 and that premium payments are made at the beginning of each modal period. Reduced or discontinued premiums in future years are only possible if the premiums paid and interest credited are sufficient to cover the cost of insurance and administrative expenses. These factors, as well as any outstanding policy loans, or partial surrenders could require additional premiums to maintain your insurance coverage. Paying less than the planned premium can have a negative impact on the policy and its guarantees. Payments in excess of the planned premium are subject to underwriting approval.

### Guaranteed Coverage Premium

Based on the initial death benefit shown in the illustration, the level annual premium to Guarantee Coverage for life is \$4,605.45. Additional premium received in the first year may result in a lower annual premium to guarantee coverage for life. Death benefit option changes, loans, withdrawals, rider termination or change and/or face amount decreases will cause this premium to be recalculated. This premium does not apply if your policy includes the Policy Protection Rider - Enhanced.

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### Minimum Initial Premium

The Minimum Initial Premium shown on the Basic Illustration Summary page is the minimum premium to carry the policy for one policy month in the first policy year. If the policy is backdated the Minimum Initial Premium multiplied by the number of months backdated plus one month is required to put the policy in force.

### Interest Rate

Interest is credited to the Policy Value at a guaranteed effective annual rate of 3.00% or the current interest rate, whichever is higher. An assumed rate may also be shown for illustrative purposes. The assumed rate will always be lower than the current rate. Current and assumed rates are not guarantees or estimates but merely illustrate resultant values for that assumption. Current interest is illustrated at an effective annual rate of 4.50%. Midpoint values assume interest and insurance charges which are halfway between the guaranteed and assumed.

### Accessing Policy Value

After your policy has been in force for one year, you can make partial cash withdrawals. You can surrender your policy for cash at any time. We will pay you the policy value less a Surrender Charge and any policy debts you may have. You can also borrow the available cash value at any time.

### Policy Loans

Policy loans may be taken against the Policy Value at anytime and if illustrated, are assumed to be taken at the beginning of the year. The maximum loan amount available is the Surrender Value less any indebtedness, one year of policy charges, and one year's loan spread. The portion of Policy Value securing any loan is credited interest at the net loan rate. The net loan rate equals the loan rate less a loan spread. The current loan spread is 2%, and may not exceed a guaranteed maximum loan spread of 2%. Loan interest is payable in arrears. This illustration assumes policy loan interest rates are as shown in the Policy Summary. The loan interest rate is fixed.

# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

Valuable Information About Your Life Insurance Illustration (cont'd)

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

### Illustration Assumptions

Valued Client  
Female - Preferred NonSmoker  
Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719  
Initial Planned Premium: \$200.00 / Billing Mode: Monthly  
Death Benefit Option 1; Guideline Premium Test  
State: California

Based on Current Charges and an Initial Current Rate of 4.50%

### Withdrawals

Withdrawals reduce the Policy Value and the Death Benefit. Withdrawals, if illustrated, are assumed taken at the beginning of the year.

### Long-Term Care Rider

This illustration includes the Long-Term Care Rider that interacts with the life insurance policy to which it is attached. The Long-Term Care Rider is designed to accelerate the Death Benefit under the policy in order to reimburse expenses as a result of the Life Insured receiving ☐ualified Long-Term Care Services. Such Services include the actual charges incurred, subject to a maximum (described below), by a Nursing Home or Assisted Living Facility for room, board, and care services, a Home Health Care Provider for care and services covered by this rider, and an Adult Day Care Center for attendance at such Adult Day Care Center. There is a monthly charge for this rider.

### Maximum Monthly Benefit Amount

The Maximum Monthly Benefit Amount is calculated by multiplying the Death Benefit at time of claim times 2%. The Maximum Monthly Benefit Amount shows the amount available if a claim occurs in that particular year. A new Maximum Monthly Benefit Amount is not calculated for each new claim. If the death benefit decreases, the Maximum Monthly Benefit Amount also decreases.

### Policy Continuation at Age 121

This offers protection from the possibility of outliving coverage. Provided your coverage is in effect on the policy anniversary nearest the date on which the life insured reaches attained age 121, coverage will continue after age 121 and interest will be credited. No additional charges, other than those for any outstanding policy loans, will be deducted.

### Taxation of Life Insurance

The information contained in this illustration is based on certain tax and legal assumptions. We suggest that you seek professional counsel regarding the interpretation of current tax laws and accounting practices as they

relate to your actual situation. The Technical and Miscellaneous Revenue Act (TAMRA) of 1988 classifies some policies as Modified Endowment Contracts (MECs). Distributions from these policies (excluding death benefits but including policy loans and withdrawals) are taxed differently and may be subject to an IRS 10% penalty tax. TAMRA testing has been performed on the current scale only.

- The initial annual 7-pay premium for this policy is \$13,955.00.
- Based on our interpretation of TAMRA, this policy as illustrated would not be considered a Modified Endowment Contract (MEC).
- **Employer-owned Life Insurance.**  
Where the owner of the policy is the employer of the insured, Section 101(j) of the Internal Revenue Code specifies a number of requirements in order for life insurance death benefits to be excluded from income taxation. Potential insureds must be limited to the employer's directors and ☐highly compensated☐ employees (as defined by the law). Also, ***before the issuance of the policy***, the potential insured must (1) be notified in writing that the employer/policyowner intends to insure the employee's life and the maximum face amount for which the employee could be insured; (2) give his or her written consent to being a life insured under the policy, and agree that such coverage may continue after the life insured terminates employment; and (3) be informed in writing that the employer/policyowner will be a beneficiary of any proceeds payable upon the death of the employee. Finally, the policyowner is required to keep records and make an annual report concerning its employer-owned life insurance policies. Taxpayers should seek the counsel of qualified tax advisors to determine the applicability of IRC §101(j) or other provisions of federal tax law and/or compliance with the requirements of any such law or regulation.

### Other Considerations

**This is an illustration only. An illustration is not intended to predict actual performance. Interest rates and values set forth in the illustration are not guaranteed.**

**This illustration assumes that the currently**

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

UL-G Form: 10PROULG

Valuable Information About Your Life Insurance Illustration (cont'd)

Presented By: LifePro Financial Services

### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Based on Current Charges and an Initial Current Rate of 4.50%

**illustrated nonguaranteed elements will continue unchanged for all years shown. This is not likely to occur, and the actual results may be more or less favorable. Future credits for interest and deductions for mortality and expenses can vary at the company's discretion depending upon factors such as death claims, investment earnings and expenses.**

UL-G is issued by John Hancock Life Insurance Company (U.S.A.) of Boston, MA 02117. John Hancock Life Insurance Company (U.S.A.) consistently receives high financial strength ratings from independent rating agencies such as Fitch Ratings, A.M. Best, Standard & Poor's, and Moody's. These ratings do not apply to the safety and performance of separate accounts. For more information, please visit our website at [www.JohnHancock.com](http://www.JohnHancock.com).

For more than a century, John Hancock has offered security and high quality products to its customers. The company's experience and resources allow it to provide first class financial solutions to customers in every market in which it operates.

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

UL-G Form: 10PROULG

### Basic Illustration Summary

Presented By: LifePro Financial Services

#### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Based on Current Charges and an Initial Current Rate of 4.50%

#### Coverage Summary

Coverage Description	Initial Amount	Initial Annualized Premium
Initial Total Death / Long-Term Care Benefit	\$318,719	\$2,400.00
Maximum Monthly Long-Term Care Benefit (2%) 100 Day Elimination Period	\$6,374	

Face Amount - Level for all years \$318,719

#### Additional Coverage On Insured

Policy Protection Rider - Enhanced

#### Policy Summary

State	California	
Death Benefit Option	1	From 1 Thru 62
Definition of Life Insurance	GPT	
Payment Mode	Monthly	
Charges	Current	
Assumed Interest Rate	4.50%	From 1 Thru 62
Loan Interest Rate	6.00%	From 1 Thru 62
Owner Tax Bracket	40.00%	From 1 Thru 62
1035 Exchange Cash Value	\$32,461.00	
1035 Exchange Cost Basis	\$0.00	
1035 Exchange Loan Amount	\$0.00	
1035 Exchange Is a MEC	No	
1035 Exchange Month	1	*
1035 Rollover	External	
Adjusted 7-Pay Premium	\$13,955.00	
Target Premium	\$4,525.83	
Minimum Initial Premium	\$236.05	
Initial Guideline Annual Premium	\$7,455.00	
Initial Guideline Single Premium	\$82,446.00	

\* This illustration assumes the 1035 Exchange will be received at the beginning of month 1 in the first policy year.

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

UL-G Form: 10PROULG

### Basic Illustration Summary (cont'd)

Presented By: LifePro Financial Services

#### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Based on Current Charges and an Initial Current Rate of 4.50%

#### Interest Adjusted Indexes on Insured at 5%

	-----Payment-----		-----Cost-----	
	10 Year	20 Year	10 Year	20 Year
Guaranteed	20.09	15.31	14.48	13.67
Current	20.09	15.31	13.07	12.27
Non-guaranteed Element	0.00	0.00	1.41	1.40

#### Interest Adjusted Indexes

These indexes provide a means for evaluating the comparative cost of the policy under stated assumptions. They can be useful in comparing similar plans of insurance, a lower index being better than a higher one. These indexes reflect the time value of money. Indexes are approximate because they involve assumptions, including the rate of interest used.

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

### Long-Term Care Coverage Summary

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

#### Illustration Assumptions

Valued Client  
Female - Preferred NonSmoker  
Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719  
Initial Planned Premium: \$200.00 / Billing Mode: Monthly  
Death Benefit Option 1; Guideline Premium Test  
State: California

Based on Current Charges and an Initial Current Rate of 4.50%

#### Long-Term Care Coverage Summary

Long-Term Care Rider \$6,374 Maximum Monthly  
Benefit

The Death Benefit and Policy Value will be reduced by payment of the Long-Term Care Rider. Any remaining Death Benefit will be paid to the named beneficiary.

Payable for qualified long-term care services:

- Nursing Facility
- Residential Care Facilities
- Adult Day Care
- Home Health Care Services (includes Hospice Services, Respite Care and Homemaker Services)

If a policy loan is taken, prior to making an Accelerated Benefit payment, a portion of the payment will be used to repay part of the loan, thus reducing the amount available for Long-Term Care Rider expenses.

#### Extension of Benefits Provision

Should the policy lapse while you are receiving coverage in a nursing home, you are still protected.

- Long-Term Care Rider benefits are paid out until you leave the nursing home or the entire death benefit has been accelerated for long-term care.
- Once the extension of benefits is initiated, any remaining death benefit from the underlying policy will no longer be payable.

#### Long-Term Care Rider Benefit Exclusions, Reductions, Limitations

To receive accelerated benefits under this rider,

- a 100 day, one-time Elimination Period must be satisfied,
- the Life Insured must receive qualified Long-Term Care Services,
- you must submit to us certain documentation, including a current plan of care and written proof of loss for the Life Insured,
- we must determine that you are eligible for the payment of benefits under this rider, and
- you must provide us with written certification from a Licensed Health Care Practitioner.

#### Unique Long-Term Care Services

Seniorlink\* - provides professional and personalized advice on topics such as home care, assisted living, home maintenance and repair services. It offers the resources and guidance to make smart decisions, helping to ease the whole long-term care experience.

Advantage List - You can stretch your benefit dollars with this exclusive program designed to provide competitive rates at over 7,500 participating providers nationwide.

\* Seniorlink is not affiliated with John Hancock Life Insurance Company (U.S.A.) and its subsidiaries.

\* Seniorlink is the current referral-service provider for John Hancock. This program may be changed or discontinued at any time.

The Long-Term Care Rider does not cover care or treatment for

- intentionally self-inflicted injury,
- alcoholism or drug abuse,
- injury due to declared or undeclared war or any act of war or service in any of the armed forces or auxiliary units,
- injury due to participation in a felony, riot or insurrection,
- situations when no charge is normally made in the absence of insurance,
- services provided by a member of the Life Insured's immediate family; and
- for services provided outside the fifty United States and the District of Columbia.

This rider does not include inflation protection coverage. However, if the death benefit has increased or decreased at the time of claim, the Maximum Monthly

#### Long-Term Care Rider Benefit Effect on Policy

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy  
Long-Term Care Coverage Summary (cont'd)

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Based on Current Charges and an Initial Current Rate of 4.50%

Benefit Amount may also increase or decrease as well.

All Long-Term Care Rider Accelerated Benefit payments are intended to be excludable from income under current federal law. However, we believe the monthly charges for this benefit should be considered a policy distribution, and therefore may be taxable in certain situations.

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

### Numeric Summary

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

#### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

#### GUARANTEED ASSUMPTIONS

These policy benefits and values are based on the guaranteed interest of 3.00% and guaranteed charges. Based on your Planned Premium Outlay, the policy would remain in force until policy year 42, month 2\*.

#### NON-GUARANTEED ASSUMPTIONS

These policy benefits and values are based on non-guaranteed elements that are subject to change by the insurer. Actual results may be more or less favorable.

#### ASSUMED SCALE:

Policy benefits and values are based on the initial current interest rate of 4.50% and current charges. Based on your Planned Premium Outlay, the policy would remain in force until policy year 42, month 2\*.

#### MIDPOINT SCALE:

Assumes the midpoint interest rate and charges which are halfway between current and guaranteed. Based on your Planned Premium Outlay, the policy would remain in force until policy year 42, month 2\*.

SUMMARY YEARS	GUARANTEED ASSUMPTIONS	NON-GUARANTEED ASSUMPTIONS	
		Midpoint Scale	Assumed Scale
Years Premium Paid in Cash	42	42	42
Summary Year 5			
Net Surrender Value	22,123	23,408	24,733
Net Death Benefit	318,719	318,719	318,719
Summary Year 10			
Net Surrender Value	23,606	26,469	29,540
Net Death Benefit	318,719	318,719	318,719
Summary Year 20			
Net Surrender Value	18,134	25,262	33,641
Net Death Benefit	318,719	318,719	318,719
Summary Age 70			
Net Surrender Value	23,851	27,066	30,546
Net Death Benefit	318,719	318,719	318,719

Premiums are assumed to be paid at the beginning of each modal period. Policy values, including surrender values and death benefits, are illustrated as of the end of the year, unless otherwise noted.

\* See Policy Continuation at Age 121 on Valuable Information page.

Representative's Address:  
LifePro Financial Services  
License Number:   
11452 El Camino Real

San Diego, CA 92130  
(888) 543-3776

I have received a copy of this illustration and understand that any non-guaranteed elements illustrated are subject to change and could be either higher or lower. The representative has told me they are not guaranteed. **I further understand that the guarantees provided by the Policy Protection Rider - Enhanced are directly affected by the amount and timing of premiums paid.**

Applicant:  Date:   
(Signature) (mm/dd/yyyy)

I certify that this illustration has been presented to the applicant and that I have explained that any non-guaranteed elements illustrated are subject to change. I have made no statements that are inconsistent with the illustration.

Representative:  Date:   
(Signature) (mm/dd/yyyy)

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

Guaranteed and Nonguaranteed Values

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Policy Year	EOY Age	Planned Premium	End of Year Guaranteed Assumptions 3.00% Guaranteed Rate, Guaranteed Charges			End of Year Non-Guaranteed Assumptions 4.50% Current Rate, Current Charges		
			Policy Value	Net Surrender Value	Net Death/LTC Benefit	Policy Value	Net Surrender Value	Net Death/LTC Benefit
1	60	34,861	31,498	19,630	318,719	31,962	20,095	318,719
2	61	2,400	31,700	20,530	318,719	32,659	21,488	318,719
3	62	2,400	31,727	21,256	318,719	33,207	22,736	318,719
4	63	2,400	31,553	21,779	318,719	33,584	23,810	318,719
5	64	2,400	31,198	22,123	318,719	33,808	24,733	318,719
6	65	2,400	30,829	22,451	318,719	34,044	25,666	318,719
7	66	2,400	30,444	22,765	318,719	34,293	26,614	318,719
8	67	2,400	30,043	23,061	318,719	34,556	27,574	318,719
9	68	2,400	29,626	23,343	318,719	34,833	28,550	318,719
10	69	2,400	29,191	23,606	318,719	35,125	29,540	318,719
Totals:		56,461						
11	70	2,400	28,738	23,851	318,719	35,433	30,546	318,719
12	71	2,400	28,267	24,078	318,719	35,757	31,569	318,719
13	72	2,400	27,776	24,285	318,719	36,100	32,609	318,719
14	73	2,400	27,264	24,472	318,719	36,461	33,669	318,719
15	74	2,400	26,732	24,637	318,719	36,842	34,747	318,719
16	75	2,400	26,178	24,782	318,719	37,243	35,847	318,719
17	76	2,400	25,172	24,473	318,719	37,253	36,554	318,719
18	77	2,400	23,592	23,592	318,719	36,749	36,749	318,719
19	78	2,400	21,301	21,301	318,719	35,599	35,599	318,719
20	79	2,400	18,134	18,134	318,719	33,641	33,641	318,719
Totals:		80,461						
21	80	2,400	13,897	13,897	318,719	30,683	30,683	318,719
22	81	2,400	8,616	8,616	318,719	26,745	26,745	318,719
23	82	2,400	2,109	2,109	318,719	21,641	21,641	318,719
24	83	2,400	0	0	318,719	15,154	15,154	318,719
25	84	2,400	0	0	318,719	7,024	7,024	318,719
26	85	2,400	0	0	318,719	0	0	318,719
27	86	2,400	0	0	318,719	0	0	318,719
28	87	2,400	0	0	318,719	0	0	318,719
29	88	2,400	0	0	318,719	0	0	318,719
30	89	2,400	0	0	318,719	0	0	318,719
Totals:		104,461						

□ Indicates that the policy has lapsed under the illustrated assumption. Additional premium would be required to maintain policy benefits.  
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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

Guaranteed and Nonguaranteed Values (cont'd)

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Policy Year	EOY Age	Planned Premium	End of Year Guaranteed Assumptions 3.00% Guaranteed Rate, Guaranteed Charges			End of Year Non-Guaranteed Assumptions 4.50% Current Rate, Current Charges		
			Policy Value	Net Surrender Value	Net Death/LTC Benefit	Policy Value	Net Surrender Value	Net Death/LTC Benefit
31	90	2,400	0	0	318,719	0	0	318,719
32	91	2,400	0	0	318,719	0	0	318,719
33	92	2,400	0	0	318,719	0	0	318,719
34	93	2,400	0	0	318,719	0	0	318,719
35	94	2,400	0	0	318,719	0	0	318,719
36	95	2,400	0	0	318,719	0	0	318,719
37	96	2,400	0	0	318,719	0	0	318,719
38	97	2,400	0	0	318,719	0	0	318,719
39	98	2,400	0	0	318,719	0	0	318,719
40	99	2,400	0	0	318,719	0	0	318,719
Totals:		128,461						
41	100	2,400	0	0	318,719	0	0	318,719
42	101							
Totals:		130,861						

Indicates that the policy has lapsed under the illustrated assumption. Additional premium would be required to maintain policy benefits.  
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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

### Internal Rate of Return Illustration

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

#### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Based on Current Charges and an Initial Current Rate of 4.50%

Policy Year	EOY Age	----- Surrender Value -----			----- Death Benefit -----	
		Net Outlay	Net Surrender Value	Internal Rate Of Return	Net Death LTC Benefit	Internal Rate Of Return
1	60	34,861	20,095	-42.36%	318,719	814.26%
2	61	2,400	21,488	-24.86%	318,719	198.94%
3	62	2,400	22,736	-18.09%	318,719	105.75%
4	63	2,400	23,810	-14.63%	318,719	70.66%
5	64	2,400	24,733	-12.58%	318,719	52.54%
6	65	2,400	25,666	-11.16%	318,719	41.55%
7	66	2,400	26,614	-10.11%	318,719	34.19%
8	67	2,400	27,574	-9.29%	318,719	28.92%
9	68	2,400	28,550	-8.63%	318,719	24.97%
10	69	2,400	29,540	-8.07%	318,719	21.90%
Totals:		56,461				
11	70	2,400	30,546	-7.60%	318,719	19.45%
12	71	2,400	31,569	-7.20%	318,719	17.45%
13	72	2,400	32,609	-6.84%	318,719	15.78%
14	73	2,400	33,669	-6.51%	318,719	14.37%
15	74	2,400	34,747	-6.22%	318,719	13.16%
16	75	2,400	35,847	-5.96%	318,719	12.12%
17	76	2,400	36,554	-5.82%	318,719	11.21%
18	77	2,400	36,749	-5.80%	318,719	10.41%
19	78	2,400	35,599	-6.10%	318,719	9.70%
20	79	2,400	33,641	-6.58%	318,719	9.06%
Totals:		80,461				

The IRR on cash value is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net surrender value of the policy.

The IRR on death benefit is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net death benefit of the policy.

☐ Indicates that the policy has lapsed under the illustrated assumption. Additional premium would be required to maintain policy benefits.

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

### Internal Rate of Return Illustration (cont'd)

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

#### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Based on Current Charges and an Initial Current Rate of 4.50%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate Of Return	Net Death LTC Benefit	Internal Rate Of Return
21	80	2,400	30,683	-7.35%	318,719	8.49%
22	81	2,400	26,745	-8.51%	318,719	7.97%
23	82	2,400	21,641	-10.39%	318,719	7.51%
24	83	2,400	15,154	-14.05%	318,719	7.08%
25	84	2,400	7,024	-25.51%	318,719	6.69%
26	85	2,400	0	-100.00%	318,719	6.33%
27	86	2,400	0	-100.00%	318,719	6.00%
28	87	2,400	0	-100.00%	318,719	5.70%
29	88	2,400	0	-100.00%	318,719	5.42%
30	89	2,400	0	-100.00%	318,719	5.15%
Totals:		104,461				
31	90	2,400	0	-100.00%	318,719	4.91%
32	91	2,400	0	-100.00%	318,719	4.68%
33	92	2,400	0	-100.00%	318,719	4.47%
34	93	2,400	0	-100.00%	318,719	4.27%
35	94	2,400	0	-100.00%	318,719	4.08%
36	95	2,400	0	-100.00%	318,719	3.91%
37	96	2,400	0	-100.00%	318,719	3.74%
38	97	2,400	0	-100.00%	318,719	3.58%
39	98	2,400	0	-100.00%	318,719	3.44%
40	99	2,400	0	-100.00%	318,719	3.30%
Totals:		128,461				

The IRR on cash value is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net surrender value of the policy.

The IRR on death benefit is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net death benefit of the policy.

☐ Indicates that the policy has lapsed under the illustrated assumption. Additional premium would be required to maintain policy benefits.

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

### Internal Rate of Return Illustration (cont'd)

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

#### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Based on Current Charges and an Initial Current Rate of 4.50%

Policy Year	EOY Age	----- Surrender Value -----			----- Death Benefit -----	
		Net Outlay	Net Surrender Value	Internal Rate Of Return	Net Death LTC Benefit	Internal Rate Of Return
41	100	2,400	0	-100.00%	318,719	3.16%
42	101	□□	□□	□□	□□	□□
Totals:		130,861				

The IRR on cash value is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net surrender value of the policy.

The IRR on death benefit is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net death benefit of the policy.

□□ Indicates that the policy has lapsed under the illustrated assumption. Additional premium would be required to maintain policy benefits.

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

Policy Protection Rider - Enhanced Catch-up Premium Page

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

			End of Year Guaranteed Assumptions 3.00% Guaranteed Rate, Guaranteed Charges			End of Year Non-Guaranteed Assumptions 4.50% Current Rate, Current Charges		
Policy Year	EOY Age	Planned Premium	Policy Value	Net Surrender Value	Net Death Benefit	Policy Value	Net Surrender Value	Net Death Benefit
1	60	34,861	31,498	19,630	318,719	31,962	20,095	318,719
2	61	2,400	31,700	20,530	318,719	32,659	21,488	318,719
3	62	2,400	31,727	21,256	318,719	33,207	22,736	318,719
4	63	2,400	31,553	21,779	318,719	33,584	23,810	318,719
5	64	2,400	31,198	22,123	318,719	33,808	24,733	318,719
6	65	2,400	30,829	22,451	318,719	34,044	25,666	318,719
7	66	2,400	30,444	22,765	318,719	34,293	26,614	318,719
8	67	2,400	30,043	23,061	318,719	34,556	27,574	318,719
9	68	2,400	29,626	23,343	318,719	34,833	28,550	318,719
10	69	2,400	29,191	23,606	318,719	35,125	29,540	318,719
Totals:		56,461						
11	70	2,400	28,738	23,851	318,719	35,433	30,546	318,719
12	71	2,400	28,267	24,078	318,719	35,757	31,569	318,719
13	72	2,400	27,776	24,285	318,719	36,100	32,609	318,719
14	73	2,400	27,264	24,472	318,719	36,461	33,669	318,719
15	74	2,400	26,732	24,637	318,719	36,842	34,747	318,719
16	75	2,400	26,178	24,782	318,719	37,243	35,847	318,719
17	76	2,400	25,172	24,473	318,719	37,253	36,554	318,719
18	77	2,400	23,592	23,592	318,719	36,749	36,749	318,719
19	78	2,400	21,301	21,301	318,719	35,599	35,599	318,719
20	79	2,400	18,134	18,134	318,719	33,641	33,641	318,719
Totals:		80,461						

\* As long as your Policy Protection Rider - Enhanced is in effect, your policy cannot lapse. How long your Policy Protection Rider - Enhanced will stay in effect is based on the timing and amounts of premium paid. It is important that premium payments are made when they are due to prevent your rider from lapsing earlier than desired. If premiums are missed or made after they are due, additional premium payments will be required to continue the Policy Protection Rider - Enhanced for the period of time that you desire.

Based on the parameters in this illustration, the Policy Protection Rider - Enhanced lapses in month 2 of year 42. This page shows the new annual premium amounts required to continue the Policy Protection Rider - Enhanced until the life insured attained age 121. THIS IS AN ILLUSTRATION ONLY AND IS NOT INTENDED TO PREDICT ACTUAL PERFORMANCE. VALUES SET FORTH IN THE ILLUSTRATION ARE NOT GUARANTEED UNLESS LABELED AS SUCH.

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

UL-G Form: 10PROULG

Policy Protection Rider - Enhanced Catch-up Premium Page (cont'd)

Presented By: LifePro Financial Services

### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

			End of Year Guaranteed Assumptions 3.00% Guaranteed Rate, Guaranteed Charges			End of Year Non-Guaranteed Assumptions 4.50% Current Rate, Current Charges		
Policy Year	EOY Age	Planned Premium	Policy Value	Net Surrender Value	Net Death Benefit	Policy Value	Net Surrender Value	Net Death Benefit
21	80	2,400	13,897	13,897	318,719	30,683	30,683	318,719
22	81	2,400	8,616	8,616	318,719	26,745	26,745	318,719
23	82	2,400	2,109	2,109	318,719	21,641	21,641	318,719
24	83	2,400	0	0	318,719	15,154	15,154	318,719
25	84	2,400	0	0	318,719	7,024	7,024	318,719
26	85	2,400	0	0	318,719	0	0	318,719
27	86	2,400	0	0	318,719	0	0	318,719
28	87	2,400	0	0	318,719	0	0	318,719
29	88	2,400	0	0	318,719	0	0	318,719
30	89	2,400	0	0	318,719	0	0	318,719
Totals:		104,461						
31	90	2,400	0	0	318,719	0	0	318,719
32	91	2,400	0	0	318,719	0	0	318,719
33	92	2,400	0	0	318,719	0	0	318,719
34	93	2,400	0	0	318,719	0	0	318,719
35	94	2,400	0	0	318,719	0	0	318,719
36	95	2,400	0	0	318,719	0	0	318,719
37	96	2,400	0	0	318,719	0	0	318,719
38	97	2,400	0	0	318,719	0	0	318,719
39	98	2,400	0	0	318,719	0	0	318,719
40	99	2,400	0	0	318,719	0	0	318,719
Totals:		128,461						

\* As long as your Policy Protection Rider - Enhanced is in effect, your policy cannot lapse. How long your Policy Protection Rider - Enhanced will stay in effect is based on the timing and amounts of premium paid. It is important that premium payments are made when they are due to prevent your rider from lapsing earlier than desired. If premiums are missed or made after they are due, additional premium payments will be required to continue the Policy Protection Rider - Enhanced for the period of time that you desire.

Based on the parameters in this illustration, the Policy Protection Rider - Enhanced lapses in month 2 of year 42. This page shows the new annual premium amounts required to continue the Policy Protection Rider - Enhanced until the life insured attained age 121. THIS IS AN ILLUSTRATION ONLY AND IS NOT INTENDED TO PREDICT ACTUAL PERFORMANCE. VALUES SET FORTH IN THE ILLUSTRATION ARE NOT GUARANTEED UNLESS LABELED AS SUCH.

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

UL-G Form: 10PROULG

Policy Protection Rider - Enhanced Catch-up Premium Page (cont'd)

Presented By: LifePro Financial Services

### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

		End of Year Guaranteed Assumptions 3.00% Guaranteed Rate, Guaranteed Charges				End of Year Non-Guaranteed Assumptions 4.50% Current Rate, Current Charges			
Policy Year	EOY Age	Planned Premium	Policy Value	Net Surrender Value	Net Death Benefit	Policy Value	Net Surrender Value	Net Death Benefit	
41	100	2,400	0	0	318,719	0	0	318,719	
*42	101	5,801	0	0	318,719	0	0	318,719	
*43	102	5,801	0	0	318,719	0	0	318,719	
*44	103	5,801	0	0	318,719	0	0	318,719	
*45	104	5,801	0	0	318,719	0	0	318,719	
*46	105	5,801	0	0	318,719	0	0	318,719	
*47	106	5,801	0	0	318,719	0	0	318,719	
*48	107	5,801	0	0	318,719	0	0	318,719	
*49	108	5,801	0	0	318,719	0	0	318,719	
*50	109	5,801	0	0	318,719	0	0	318,719	
Totals:		183,067							
*51	110	5,801	0	0	318,719	0	0	318,719	
*52	111	5,801	0	0	318,719	0	0	318,719	
*53	112	0	0	0	318,719	0	0	318,719	
*54	113	0	0	0	318,719	0	0	318,719	
*55	114	0	0	0	318,719	0	0	318,719	
*56	115	0	0	0	318,719	0	0	318,719	
*57	116	0	0	0	318,719	0	0	318,719	
*58	117	0	0	0	318,719	0	0	318,719	
*59	118	0	0	0	318,719	0	0	318,719	
*60	119	0	0	0	318,719	0	0	318,719	
Totals:		194,668							

\* As long as your Policy Protection Rider - Enhanced is in effect, your policy cannot lapse. How long your Policy Protection Rider - Enhanced will stay in effect is based on the timing and amounts of premium paid. It is important that premium payments are made when they are due to prevent your rider from lapsing earlier than desired. If premiums are missed or made after they are due, additional premium payments will be required to continue the Policy Protection Rider - Enhanced for the period of time that you desire.

Based on the parameters in this illustration, the Policy Protection Rider - Enhanced lapses in month 2 of year 42. This page shows the new annual premium amounts required to continue the Policy Protection Rider - Enhanced until the life insured attained age 121. THIS IS AN ILLUSTRATION ONLY AND IS NOT INTENDED TO PREDICT ACTUAL PERFORMANCE. VALUES SET FORTH IN THE ILLUSTRATION ARE NOT GUARANTEED UNLESS LABELED AS SUCH.

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

UL-G Form: 10PROULG

Policy Protection Rider - Enhanced Catch-up Premium Page (cont'd)

Presented By: LifePro Financial Services

### Illustration Assumptions

Valued Client

Female - Preferred NonSmoker

Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719

Initial Planned Premium: \$200.00 / Billing Mode: Monthly

Death Benefit Option 1; Guideline Premium Test

State: California

Policy Year	EOY Age	Planned Premium	Policy Value	End of Year Guaranteed Assumptions		End of Year Non-Guaranteed Assumptions		
				3.00% Guaranteed Rate, Guaranteed Charges		4.50% Current Rate, Current Charges		
				Net Surrender Value	Net Death Benefit	Policy Value	Net Surrender Value	Net Death Benefit
*61	120	0	0	0	318,719	0	0	318,719
*62	121	0	0	0	318,719	0	0	318,719

Totals: 194,668

\* As long as your Policy Protection Rider - Enhanced is in effect, your policy cannot lapse. How long your Policy Protection Rider - Enhanced will stay in effect is based on the timing and amounts of premium paid. It is important that premium payments are made when they are due to prevent your rider from lapsing earlier than desired. If premiums are missed or made after they are due, additional premium payments will be required to continue the Policy Protection Rider - Enhanced for the period of time that your desire.

Based on the parameters in this illustration, the Policy Protection Rider - Enhanced lapses in month 2 of year 42. This page shows the new annual premium amounts required to continue the Policy Protection Rider - Enhanced until the life insured attained age 121. THIS IS AN ILLUSTRATION ONLY AND IS NOT INTENDED TO PREDICT ACTUAL PERFORMANCE. VALUES SET FORTH IN THE ILLUSTRATION ARE NOT GUARANTEED UNLESS LABELED AS SUCH.

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# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

### 1035 Exchange Information Page

UL-G Form: 10PROULG

Presented By: LifePro Financial Services

#### Illustration Assumptions

Valued Client  
Female - Preferred NonSmoker  
Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719  
Initial Planned Premium: \$200.00 / Billing Mode: Monthly  
Death Benefit Option 1; Guideline Premium Test  
State: California

Based on Current Charges and an Initial Current Rate of 4.50%

#### Section 1035

Section 1035 of the Internal Revenue Code provides for the exchange of one life insurance policy for another on a tax deferred basis. When a 1035 exchange is made, no taxable gain or loss for federal income tax purposes is recognized at that time, and the adjusted cost basis of the original policy is carried over to the new policy. In order to provide you with this illustration which recognizes the tax advantages of a 1035 Exchange, the following assumptions were made:

- The exchange meets all the requirements of Section 1035 of the Code.
- There are no loans outstanding on the original life insurance policy.
- The cost basis in the existing policy is \$0.
- This illustration assumes the 1035 Exchange will be received at the beginning of month 1 in the first policy year.

In the event that any one or more of these assumptions is not valid for your exchange, you may not be eligible for the tax advantages assumed in the illustration.

#### Technical and Miscellaneous Revenue Act of 1988 (TAMRA)

TAMRA is a law that was established to determine the tax consequences of income received from a life insurance policy during the lifetime of the insured. TAMRA makes a distinction, based upon the amount of premium paid, between a policy purchased primarily for a death benefit from one that was purchased primarily as an investment.

- TAMRA enables you to place an amount of premium, up to a stated 7-pay maximum premium limit, into your life insurance policy.
- A policy that is funded in excess of the TAMRA premium limits is considered to be a Modified Endowment Contract or MEC.
- While all life insurance policies have numerous tax advantages, living benefit distributions from a MEC are taxed less favorably than those from Non-MEC.

#### Adjusted 7-Pay Premium Test

Exchanging one life insurance policy for another under Section 1035 subjects the new policy to a 7-pay premium test. The cash value transferred from the original policy is not included as premium paid under the new policy, but the 7-pay limits are adjusted to reflect the fact that the new policy is largely funded at issue as a result of a transfer of cash value from the existing policy.

Based on our current interpretation of TAMRA, this policy, as illustrated, is not a MEC. However, if your policy is issued as part of a 1035 exchange, it may be considered a MEC if the death benefit under the new policy is lower than that of the exchanged policy. A qualified tax adviser should be consulted.

- Based on Lowest Death Benefit of \$318,719 in Year 1
- Adjusted 7-Pay Premium \$13,955.00
- Cash Value Transferred \$32,461.00

Year	Annual Premium Paid	Cumulative Premium Paid for 7-Pay Test	Cumulative 7-Pay Premium	MEC
1	34,861.00	2,400.00	13,955.00	No
2	2,400.00	4,800.00	27,910.00	No
3	2,400.00	7,200.00	41,865.00	No
4	2,400.00	9,600.00	55,820.00	No
5	2,400.00	12,000.00	69,775.00	No
6	2,400.00	14,400.00	83,730.00	No
7	2,400.00	16,800.00	97,685.00	No

#### Important Notice

This information is not intended to provide you with tax or legal advice. We encourage you to seek the advice of your own tax and legal counsel regarding the application of current and proposed tax laws and accounting practices as they relate to your actual situation.

THIS IS AN ILLUSTRATION ONLY AND IS NOT INTENDED TO PREDICT ACTUAL PERFORMANCE.  
VALUES SET FORTH IN THE ILLUSTRATION ARE NOT GUARANTEED UNLESS LABELED AS SUCH.



# John Hancock Life Insurance Company (U.S.A.)

## A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Adjustable Life Insurance Policy

UL-G Form: 10PROULG

### Glossary of Terms

Presented By: LifePro Financial Services

#### Illustration Assumptions

Valued Client  
Female - Preferred NonSmoker  
Age: 59

Initial Total Death / Long-Term Care Benefit \$318,719  
Initial Planned Premium: \$200.00 / Billing Mode: Monthly  
Death Benefit Option 1; Guideline Premium Test  
State: California

Based on Current Charges and an Initial Current Rate of 4.50%

#### Cost Of Insurance

Current insurance charges are based on Company experience. The current rates may change, but are guaranteed never to exceed the maximum rates. Maximum rates reflect the 2001 CSO Smoker and Nonsmoker Mortality Table.

income) could result in a considerable tax. Under certain situations involving large amounts of outstanding loans, you might find yourself having to choose between high premium requirements to keep your policy from lapsing and a significant tax burden if you allow the lapse to occur. Please consult your tax advisor for further information.

#### Death Benefit Option

Death Benefit Option 1 provides a level amount of coverage. It will increase only when necessary to maintain the definition of life insurance. Death Benefit Option 2 provides coverage equal to the Face Amount plus the Policy Value plus any amount necessary to maintain the definition of life insurance.

#### Planned Premium Outlay

The Planned Premium Outlay is the amount which the policyholder plans to pay. This illustration assumes that planned premiums are paid at the beginning of each modal period indicated. Additional premiums may be paid while the policy is in force, subject to our minimum and maximum limits.

#### Face Amount

The Face Amount is the coverage provided by the base policy. Any decreases to the Face Amount after the first policy year must fall within policy minimums.

#### Policy Value

When premiums are paid, the balance, after premium charges are deducted, goes into the Policy Value. The Policy Value is credited daily with a guaranteed interest rate of 3.00% or the current rate, whichever is greater. Also, once each month, administrative and insurance charges are deducted.

#### Net Death Benefit

The Death Benefit illustrated is the Face Amount plus any Required Additional Death Benefit. This is the value that is payable upon the death of the insured as stated on the front page of the policy. The actual amount payable may be decreased by loans or increased by additional insurance benefits. Death Benefits are illustrated as of the end of the year. Net Death Benefit reflects the total loan plus any loan interest due.

#### Required Additional Death Benefit

The death benefit will automatically be increased if necessary to maintain the minimum amount of insurance needed to comply with current federal tax law (Section 7702 of the Internal Revenue Code). This will ensure that your policy maintains the favorable tax treatment associated with being a life insurance policy.

#### Net Income

Net Income reflects any illustrated withdrawal, policy loan and/or loan interest due.

#### Risk Class

Classifications represent groups of people with similar risk characteristics and help to determine the cost of insurance. Final risk classification for a proposed insured is determined upon completion of the underwriting process, and may vary from what is shown on this illustration. If so, you will receive a Revised Basic Illustration prior to or upon delivery of your insurance contract.

#### Net Surrender Value

The Net Surrender Value is the Policy Value less Surrender Charge(s), and is illustrated as of end of the year. This amount is shown net of withdrawals and total loans plus interest due. During the Surrender Charge period, there is a Surrender Charge assessed if all or part of the Face Amount is reduced. If the policy terminates for any reason, the amount of any outstanding loan (that was not previously considered

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Winflex

This is your Basic Illustration and is valid only if all illustration pages are included.

Version: 8.0S0-0-24576-3584-8192 SP 1

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UL-G



## Life Insurance Illustration

### **Net Annual Outlay**

Annual outlay net of taxes (Tax on Withdrawal and MEC Loan).

### **Cumulative Net Outlay**

Sum of net annual outlay.

### **Annual Cash Value Incr ☐ Decr**

Annual increase in cash value.

### **Net Surrender Value**

Gross Cash Value net of Loans and Withdrawals.

### **Net Death Benefit**

Gross Death Benefit net of Loans and Withdrawals.

**Illustration Concept:**

**Life Insurance Illustration**

The Ledger concept illustrates non-guaranteed values and other non-guaranteed elements.

The net annual premium outlay column includes total illustrated annual premium for the base policy and any riders less any loans, dividends and/or surrenders of other policy values, plus any tax consequences that might result from situations such as a Modified Endowment Contract.

Please refer to the Basic Ledger and Supplemental Ledger for a complete description of non-guaranteed values including definitions of cash value and death benefit columns.

Name: Valued Client F5

Company Product: John Hancock UL- 11

**Product Warning(s)**

- \*\*\* Warning: 1035 Cost Basis impacts withdrawals and 7 Pay Premiums.
- This policy lapses in year 42, month 2.

## Client Input Summary

Company: John Hancock  
Product: UL-G 11

March 1, 2012  
2.51.00, 6.88.08

### Insured

Insured Name	Valued Client
Sex	Female
Date of Birth	
Age	59
Class	Preferred NonSmoker
Permanent Percentage	
Flat Extra Amount	
State of Issue	California
Backdating	No
Estimated Policy Issue Date	
Policy Effective Date	03/01/2012

### Solve For

Solve For	No Solve
Total Face Amount	01 to 121 - PPR Death Benefit (No Lapse)
Premium	01 to 121 - 200
PPR Duration	<input type="checkbox"/> 100
LowOutlay/HighCatch	Yes
Cash Value Advantage	No

### Disbursements

Disbursements	No
---------------	----

### Assumed Rate

Assumed Rate	Current
--------------	---------

### Policy Options

Death Benefit Option	Option 1 (Level)
Death Benefit Change Year	
Premium Mode	Monthly
Charges	Current
PV Rate for Cash Flows	0
Definition of Life Insurance Test	GPT
Prevent MEC	Yes
Lump Sum	01 to 121 - 0
Lump Sum Month Year 1	1
Lump Sum Month Years 2 <input type="checkbox"/>	1
External 1035 Exchange Amount	32461

## Client Input Summary

Company: John Hancock  
Product: UL-G 11

March 1, 2012  
2.51.00, 6.88.08

### Policy Options - Cont'd

External 1035 Loan Amount	
External 1035 Cost Basis	0
External 1035 Exchange Month	1
External 1035 Exchange a MEC	No
Internal 1035 Exchange Amount	
Internal 1035 Loan Amount	
Internal 1035 Cost Basis	
Internal 1035 Exchange Month	
Internal 1035 Exchange a MEC	
Years to Print	121

### Policy Riders

<b>Policy Riders</b>	<b>Yes</b>
Disability Payment of Specified Premium	No
Monthly Disability Premium Amount	
Waiver of Premium Rating	
Return of Premium Death Benefit	No
Stop ROP Growth Year/Age:	
Reduce ROP to	
ROP Reduction Year	
ROP DB Percentage	
Long-Term Care Rider	Yes
Max Monthly LTC Benefit	2%
LTC Continuation Rider	No
LTC Continuation Rating	

### Optional Pages

<b>Optional Pages</b>	<b>Yes</b>
Annual Account Summary	No
Monthly Account Summary	No
For Policy Year	
Necessary Premium Report	No
Input Summary	No
Cover Page	No
Internal Rate of Return	Yes
Death Benefit Illustration	No
Tabular Midpoint Ledger	No
Revised Basic Illustration	No
TAMRA Page	No
UW Requirements	No

## Client Input Summary

Company: John Hancock

March 1, 2012

Product: UL-G 11

2.51.00, 6.88.08

### Optional Pages - Cont'd

#### Optional Pages - Cont'd

Financial Strength Report

Yes

No

### Agent Info

Agent Name	LifePro Financial Services
Agent Company	LifePro Financial Services
Agent License	□□□□□□
Agent Address1	11452 El Camino Real
Agent Address2	
Agent City	San Diego
Agent State	CA
Agent Zip Code	92130
Agent Phone	(888) 543-3776
Agent Fax	
Agent Email	
Bank Sale	No
Affiliation	None

### Ledger

Title Line	
Tax Bracket	01 to 120 - 40

# Sun Life Assur

**Address:** 150 King Street West  
Toronto Ontario CN M5H 1J9  
**Phone:** 416-979-9966

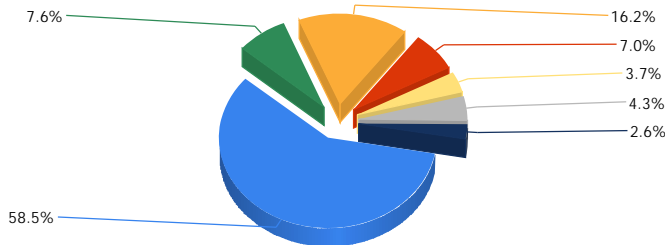
**Domicile:** CN  
**Year Established:** 1871  
**Company Type:** Stock

## Ratings

A.M. Best Company(Best's Rating, 15 ratings) A+ (2)  
Standard & Poor's(Financial Strength, 20 ratings) AA- (4)  
Moody's(Financial Strength, 21 ratings) Aa3 (4)  
Fitch Ratings(Financial Strength, 21 ratings) AA- (4)  
Comdex(Percentile in Rated Companies) 95

## Invested Asset Distribution

Total Invested Assets 59,474,640



Bonds : 58.5%      Policy Loans : 3.7%  
 Stocks : 7.6%      Cash & Short-Term : 4.3%  
 Mortgages : 16.2%      Other : 2.6%  
 Real Estate : 7.0%

Distribution of the invested assets

## Insurance In Force

Total Insurance In Force 961,863,020  
Ordinary Life 43.6%  
Group Life 56.4%

## Assets & Liabilities

Total Admitted Assets\*\* 75,767,094  
Total Liabilities\*\* 64,651,741  
Capital & Surplus 11,115,353  
As % of General Account Assets 14.7%

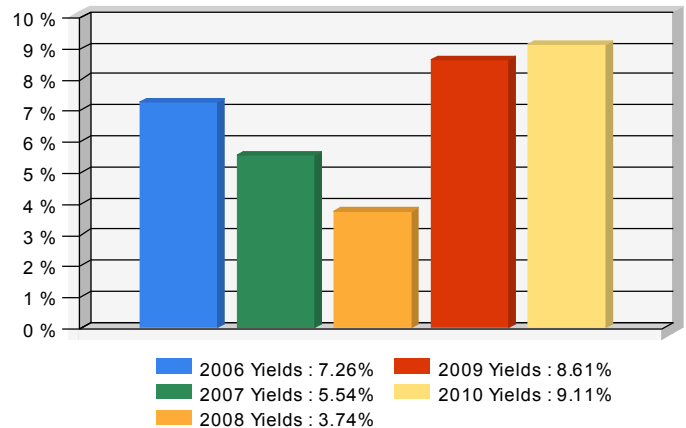
## Operating Income Analysis

Total Income 15,786,849  
General Expenses\* 1,533,203  
General Expenses/Total Income 9.7%  
Commissions & Gen. Exp./Total Income 12.5%  
Net Premiums Written\* 9,867,708

Net Earnings Before Dividends and Taxes\* 2,374,702  
Net Earnings from Operations\* 1,571,094  
As % of Invested Assets 2.6%

## 5 Year Investment Yields

5 Year Average 6.85%



Net yield on mean invested assets

Data for Year-End 2010 from the life insurance companies' statutory annual statements. Canadian company data from LIFE-1 Annual Return. All dollar amounts are in thousands. All ratings shown are current as of January 16, 2012.

\* U.S. and Canadian companies report this item differently.

\*\*Canadian companies do not report separate accounts with Total Admitted Assets or Total Liabilities. U.S. companies include separate accounts.

Presented by: William Zimmerman, LifePro Financial Services, 11452 El Camino Real, Suite 401, San Diego, CA 92130 Phone: 858-793-5999 Email: hultz@lifepro.com

# Life Ins Co of Southwest

**Group Affiliation:** National Life Group  
**Address:** 15455 Dallas Parkway Suite 800  
 Addison TX 75001  
**Phone:** 214-638-7100

**Domicile:** TX  
**NAIC Number:** 65528  
**Year Established:** 1955  
**Company Type:** Stock

## Ratings

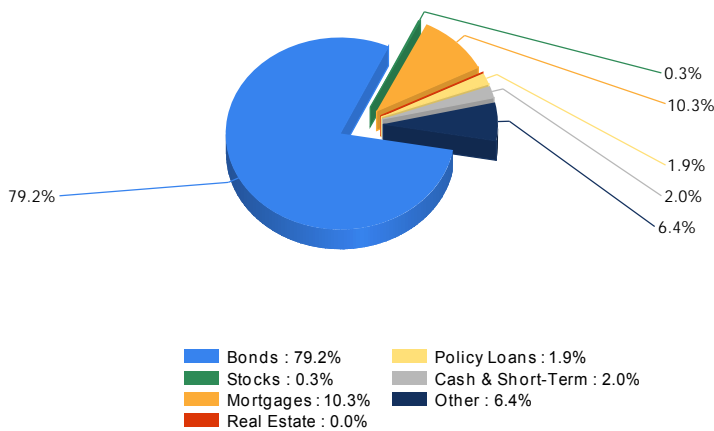
A.M. Best Company(Best's Rating, 15 ratings) A (3)  
 Standard & Poor's(Fin. Strength, 20 ratings) A (6)  
 Moody's(Fin. Strength, 21 ratings) A2 (6)  
 Fitch Ratings(Fin. Strength, 21 ratings) A+ (5)  
 Comdex(Percentile in Rated Companies) 82

## Assets & Liabilities

Total Admitted Assets 9,165,314  
 Total Liabilities 8,613,838  
 Separate Accounts 0  
 Total Surplus & AVR 564,748  
 As % of General Account Assets 6.2%

## Invested Asset Distribution

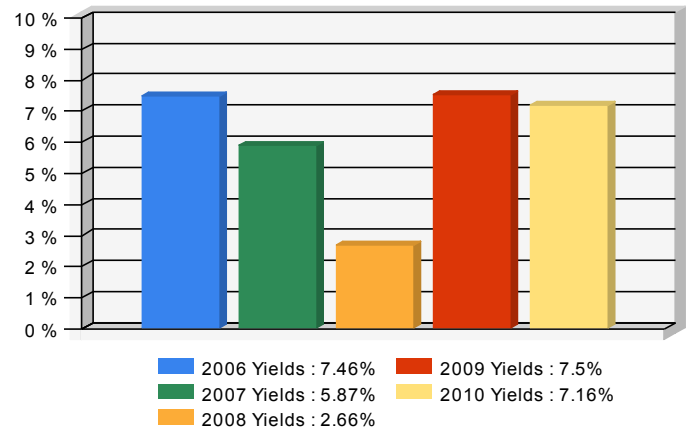
Total Invested Assets 9,024,273



Distribution of the invested assets

## 5 Year Investment Yields

5 Year Average 6.13%



Net yield on mean invested assets

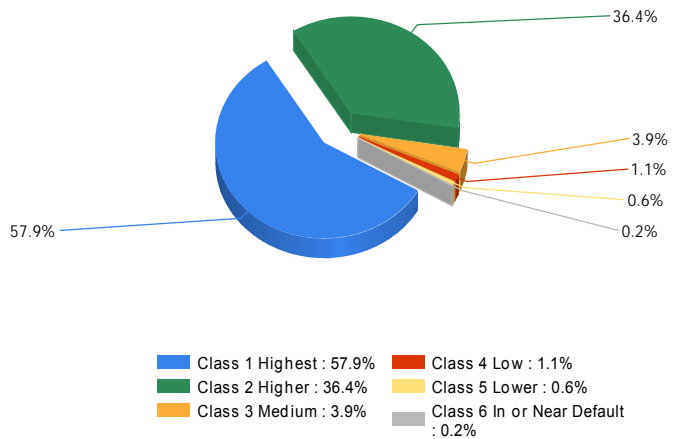
## Non-Performing Assets

Bonds In or Near Default 2.3%  
 Problem Mortgages 0.0%  
 Real Estate Acquired by Foreclosure 0.0%  
 Total Non-Performing Assets/Surplus & AVR 2.3%  
 As a Percent of Invested Assets 0.1%

## Income & Earnings

Total Income 1,986,011  
 Net Premiums Written 1,385,193  
 Earnings Before Dividends and Taxes 161,352  
 Net Operating Earnings 105,954

## Bond Quality



Distribution of bond classes

Data for Year-End 2010 from the life insurance companies' statutory annual statements. All dollar amounts are in thousands. All ratings shown are current as of January 16, 2012.

Presented by: Aviva, LifePro Financial Services, 11452 El Camino Real, Suite 401, San Diego, CA 92130 Phone: 858-793-5999 Email: hulz@lifepro.com



# John Hancock Life Ins Co USA

**Group Affiliation:** Manulife Financial  
**Address:** 601 Congress Street  
 Boston MA 02210  
**Phone:** 617-854-4300

**Domicile:** MI  
**NAIC Number:** 65838  
**Year Established:** 1955  
**Company Type:** Stock

## Ratings

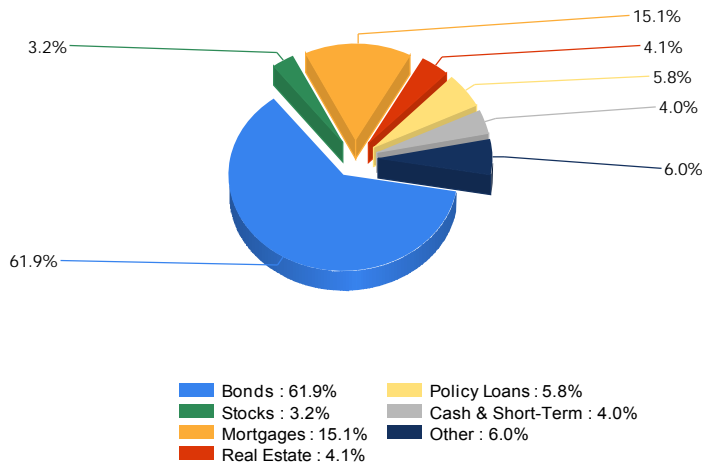
A.M. Best Company(Best's Rating, 15 ratings) A+ (2)  
 Standard & Poor's(Fin. Strength, 20 ratings) AA- (4)  
 Moody's(Fin. Strength, 21 ratings) A1 (5)  
 Fitch Ratings(Fin. Strength, 21 ratings) AA- (4)  
 Comdex(Percentile in Rated Companies) 93

## Assets & Liabilities

Total Admitted Assets 214,163,190  
 Total Liabilities 208,986,517  
 Separate Accounts 125,510,304  
 Total Surplus & AVR 6,077,459  
 As % of General Account Assets 6.9%

## Invested Asset Distribution

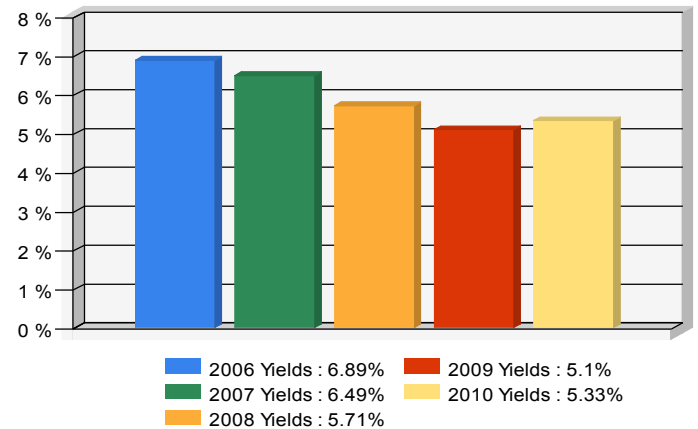
Total Invested Assets 83,299,186



Distribution of the invested assets

## 5 Year Investment Yields

5 Year Average 5.90%



Net yield on mean invested assets

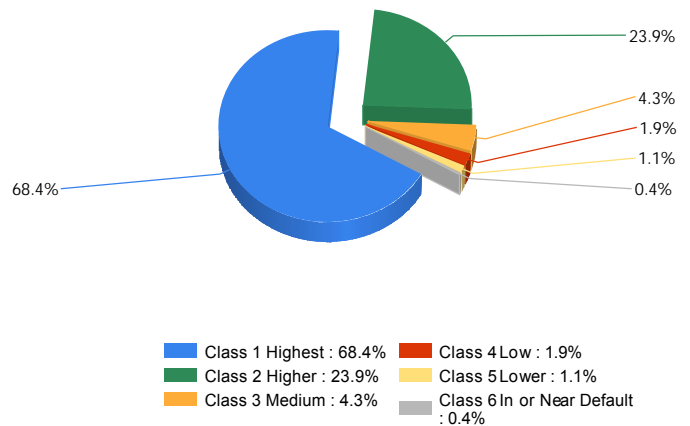
## Non-Performing Assets

Bonds In or Near Default 3.4%  
 Problem Mortgages 0.2%  
 Real Estate Acquired by Foreclosure 0.1%  
 Total Non-Performing Assets/Surplus & AVR 3.7%  
 As a Percent of Invested Assets 0.3%

## Income & Earnings

Total Income 12,377,702  
 Net Premiums Written 9,173,284  
 Earnings Before Dividends and Taxes 369,653  
 Net Operating Earnings 731,956

## Bond Quality



Distribution of bond classes

Data for Year-End 2010 from the life insurance companies' statutory annual statements. All dollar amounts are in thousands. All ratings shown are current as of January 16, 2012.

Presented by: Aviva, LifePro Financial Services, 11452 El Camino Real, Suite 401, San Diego, CA 92130 Phone: 858-793-5999 Email: hulz@lifepro.com