

Cost of Life Insurance vs. Cost of Management Fees

Are the charges of a life insurance contract comparable to the taxes and management fees of a non-qualified asset such as a mutual fund?

- Many advisors will charge a 1% management fee for client's portfolio
- Life insurance charges over a time period may be equal to this fee structure from a client's perspective

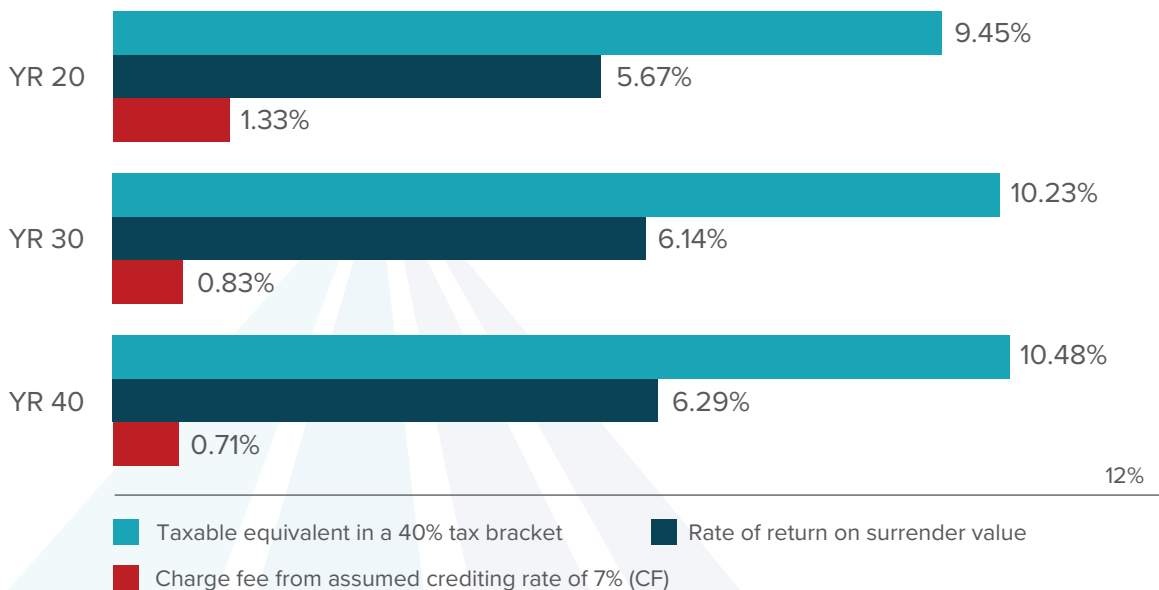
Consider this example



Male, Age 45

\$50,000 commitment for seven years using a variable universal life contract designed for accumulation and tax-free income

Results compared to assets under management fees of 1%



- Quarterly assets fees offset by new revenue as well as client source of funds during market swings
- Bridge to next generation by using leveraged asset to protect portfolio from long-term care risk and premature death