

Accumulation v. Protection *Focused* IULs



Ever wonder why insurance carriers offer different IUL products and how they vary from one another?

Accumulation Focused IUL products:

These insurance products focus on cash value growth inside the tax-deferred growth insurance product. This is accomplished by allocating a larger % of premium to purchase index options. As a result it is common to see shorter guarantee periods (called secondary Guarantee's) due to the fact there is less money allocated to the insurance companies general account. The accumulation can be superior to Protection focused products.

- Target Age Demographic is 55 and younger.
- Optimal for tax deferred cash value growth with loan distributions
- Less Death Benefit Guarantee can lead to higher commissions
- Excellent for Estate planning, Income in retirement, leaving a legacy, while having the ability to access cash values.

Protection Focused IUL products:

These insurance products have a focus on providing a lower cost of death benefit. This is accomplished by allocating a smaller % of premium to indexed options than Accumulation focused products. Therefore, it is common to have a longer guarantee period and a potential lower premium due to the consistency of the insurance company general account returns.

- Target Age Demographic is 45 and older.
- Optimal for lower premiums for Death Benefit than accumulation products
- Longer Death Benefit guarantee's than accumulation products
- Excellent for estate planning, estate maximization, Leaving a legacy, or Income replacement,