

Ventas de Dólar Internacional

Manual de Conceptos de Ventas



**PAN
AMERICAN
LIFE** INSURANCE GROUP



Tabla de Contenido

• Conceptos de Ventas.....	4
• Planificación para la Jubilación.....	8
• Fondos para la Educación.....	14
• Cobertura para la Persona Clave.....	19
• Acuerdo de Compra-Venta.....	28
• Equiparación entre Herederos	36
• Transferencia de Patrimonio.....	41
• Seguro de Vida como Tipo de Activo.....	45
• Cómo Maximizar el NexGen UL.....	49
• Apéndice de Ilustraciones.....	71



CONCEPTOS DE VENTAS

Soluciones Financieras para el Ciudadano con un Alto Patrimonio Neto en el Exterior

- La Cobertura de Vida Individual tiene tres propósitos esenciales para resolver las necesidades de individuos con un alto patrimonio y para los dueños de negocios:
- Creación de Patrimonio
- Acumulación de Patrimonio
- Conservación de Patrimonio



Creación de Patrimonio

• Necesidades Personales

Una póliza de vida inmediatamente crea un patrimonio para los beneficiarios si el solicitante fallece prematuramente. Las ganancias de la póliza proveen la liquidez necesaria para pagar cualquier deuda pendiente, hipotecas e impuestos de sucesión, además de proveer el capital necesario para financiar necesidades educacionales y mantener el ingreso familiar.

• Necesidades Empresariales

Los beneficios de los seguros de vida pueden tener una variedad de roles para el dueño de una empresa. Los beneficios de una póliza pueden ser utilizados para pagar

préstamos de desarrollo empresarial, asegurar líneas de crédito y reemplazar la pérdida económica que significa una persona clave. Las ganancias de la póliza pueden ser utilizadas para asegurar la transferencia de intereses empresariales, para asegurar la disponibilidad de suficiente dinero en efectivo para cumplir las necesidades de la transferencia de la propiedad y proveer el capital para asegurar que las operaciones de la empresa no se interrumpan en caso de que ocurra una muerte inesperada.

Acumulación de Patrimonio

- Una póliza de vida puede ser considerada como un tipo de activo separado y un vehículo sistemático de inversión el cual puede ofrecer una tasa de rendimiento atractiva con una tarifa garantizada en los mercados financieros bajos de hoy en día.



- Los valores de rescate están accesibles para emergencias financieras y frecuentemente se utiliza para proveer fondos para gastos educacionales.

Conservación de Patrimonio

- El seguro de vida es una de las pocas herramientas financieras que le proporciona al comprador la cantidad exacta que compró. Esto les permite a las familias transferir los activos sustanciales entre generaciones mientras los ayuda a minimizar el impacto de pago de impuestos.



- Muchos patrimonios están sujetos a impuestos de sucesión por fallecimiento, así como a tarifas legales y de contabilidad. Una póliza de vida puede ser utilizada efectivamente para pagar estos gastos de manera que el patrimonio pueda conservarse y transferirse a los familiares que son herederos.

Situaciones de Necesidades Familiares y Personales



- Los clientes potenciales pueden tener un cónyuge que no está empleado y que no estará empleado en el futuro, indicando la necesidad de proveer ingreso en caso de que ocurra una muerte súbita o inesperada. La cobertura preservaría el estilo de vida de la familia.
- Un individuo que ha avanzado profesionalmente en su carrera, manteniendo a su familia y administrando sus gastos, ha ignorado un plan de jubilación. Este individuo no se da cuenta que el ingreso que su familia disfruta mientras él trabaja cambiará drásticamente una vez que él se jubile. Él necesita hacer arreglos financieros para proveer el flujo de ingreso necesario para mantener a su familia en el futuro.
- Un profesional joven con hijos ha hecho arreglos financieros para su custodia en caso de que ocurra una muerte súbita. Esto indica que él ya ha considerado la necesidad de proveer alternativas para sus hijos si el fallece. En caso de que ocurra una muerte inesperada, es casi seguro que sus hijos necesitarán ayuda financiera para sus necesidades educacionales.

- Este mismo profesional joven desea crear un fondo educativo para sus hijos. Este fondo debe ser creado dentro de un periodo específico (antes de que sus hijos ingresen a la universidad) y debe estar disponible inmediatamente en caso de que él fallezca de manera inesperada.

- Individuos con necesidades de situaciones especiales tales como dependientes incapacitados, que deseen hacer arreglos para proveer para el cuidado de dichos dependientes, en caso de que ocurra una muerte súbita.

- Clientes domiciliados en países con economías volátiles pueden devolver los fondos a sus países domiciliarios durante los períodos de prosperidad. Un seguro de vida en el exterior puede disminuir los riesgos asociados con dicho movimiento creando un activo exterior para compensar y reemplazar los fondos de su país de origen. En caso de que ocurra una crisis económica o política, los valores acumulados de la póliza de seguro pueden servir para asegurar el reemplazo de los activos perdidos debido al riesgo del capital en su país de origen.

Fondos para la Educación

- Una póliza de vida puede cubrir los fondos para los gastos universitarios en caso de que haya una muerte súbita así como otras necesidades financieras. Puede pagar una deuda hipotecaria, proveer ingreso suplementario para la jubilación, construir un patrimonio para la próxima generación y puede utilizarse para emergencias u oportunidades empresariales y pagarse en un futuro.



- Si su cliente es padre de familia, él tendrá interés en formar su futuro con una carrera exitosa que haga una contribución duradera a su familia para que puedan llevar una vida muy cómoda. La habilidad de los hijos de su cliente para alcanzar el éxito financiero radica en la calidad de su educación, la cual contribuiría a aumentar su potencial de ingreso. Al comenzar a planificar tempranamente, el padre puede financiar la mayoría del gasto de la educación de sus hijos en el futuro.

- En pocas palabras, un seguro de vida no sólo puede asegurar los fondos para pagar la universidad en caso de que ocurra una muerte inesperada, sino también puede proveer seguridad financiera a través de toda la vida del cliente.

Preguntas Críticas Acerca de las Necesidades Familiares y Personales



- ¿Cómo reemplazará la familia de su cliente el salario y otra compensación que su cliente recibe de su empresa en caso de que ocurra una muerte inesperada?
- ¿Pretende el cliente proveer los fondos necesarios para la educación de sus hijos? ¿Qué métodos de financiamiento se han considerado? ¿En qué cantidad de años necesita tener los fondos disponibles? ¿En caso de que el cliente fallezca inesperadamente, habrán suficientes

fondos líquidos para financiar las necesidades educacionales?

- ¿Ha considerado el cliente el impacto de su deuda actual en su familia en caso de que ocurra una muerte súbita? ¿Existen suficientes activos líquidos para proveer para las necesidades especiales de los miembros de su familia?

- ¿Tiene el cliente una segunda familia u otras necesidades de fondos líquidos de naturaleza similar así como hijos fuera del matrimonio? ¿Ha pensado el cliente en lo que pasaría en caso de que muriese súbitamente?

- ¿Se encuentra el cliente domiciliado en un país con una economía o régimen político inestable? ¿Desea el cliente crear una barrera para proteger sus bienes contra disturbios económicos o políticos?

Situaciones de Necesidades Empresariales

- Un individuo que sea propietario de una empresa, en su mayoría o como asociado, y que todavía no haya hecho las provisiones necesarias para la disposición o transferencia de sus intereses empresariales en caso de su muerte inesperada. Esta situación presenta la necesidad financiera de asegurar la continuidad de la empresa.



- Aún si ha establecido algún tipo de arreglo, a menos que el cliente haya separado fondos específicos para llevar a cabo los arreglos, existe una necesidad de cobertura de seguro. Nuestros productos proveen la liquidez



instantánea necesaria para llevar a cabo los términos de los arreglos sin agotar los activos valiosos de la empresa.

- Las compañías tienen ciertos empleados/administradores claves que son críticos en sus organizaciones. El cliente/dueño de empresa probablemente esté de acuerdo en que la empresa sufrirá una pérdida de flujo monetario o minusvalías en caso de que ocurra la muerte de dicha persona. Se necesitará dinero efectivo para compensar las pérdidas y para darle a la compañía el tiempo para identificar, contratar y entrenar un reemplazo. A menos de que el cliente haya separado fondos específicos para infusiones de dinero efectivo a la compañía en caso de su muerte, habrá una gran necesidad de contar con una cobertura de seguro.
- Un cliente puede haber expresado su intención de transferir sus intereses empresariales a aquellos hijos que están conectados o hayan expresado algún interés en la empresa. Esto puede crear desbalances, vis-à-vis, con aquellos hijos que no están interesados en la empresa. El cliente puede proveer distintos activos para aquellos hijos que no participen en la empresa familiar a través de un plan de equiparación patrimonial en el cual un seguro proveería los bienes equitativos con los intereses de la empresa.



- Cuando se necesita dinero para la expansión de la empresa o para comprar equipo, los dueños de empresas usualmente obtienen capital empresarial adicional a través de deudas. Estas deudas están aseguradas por los activos de la compañía. Si el dueño de la compañía no desea liquidar estos activos para pagar la deuda de la empresa en caso de su muerte prematura, una cobertura de seguro puede utilizarse para pagar la deuda de

manera que se preserven los activos que actuaron como garantías. Nuestros productos proveen la liquidez instantánea necesaria para llevar a cabo los términos del arreglo, sin agotar los activos valiosos de la compañía.

Preguntas Críticas Acerca de Necesidades Empresariales

- Si los intereses empresariales de un cliente se tienen que vender o transferir en el momento de su muerte, ¿quién recibirá sus intereses? ¿Existen suficientes fondos líquidos para proveer la transferencia de los intereses empresariales sin agotar los activos valiosos de la empresa?
- Si la empresa de un cliente tiene que retenerse en el momento de su muerte, ¿quién será el nuevo dueño de sus intereses y cómo lo adquirirá? ¿Cuánto costará reemplazar las habilidades empresariales y contactos personales del cliente?
- Si la empresa es retenida por los hijos del cliente, ¿habrá suficiente efectivo para pagar cualquier impuesto local y gasto administrativo sin liquidar los activos de la compañía?
- Hay algún empleado o administrador particular cuya presencia es crítica para el éxito continuo de la empresa del cliente? ¿Ha hecho el cliente algún tipo de arreglo para compensar las pérdidas que la empresa sufrirá en caso de la muerte súbita de su empleado/administrador?
- Si el dueño del negocio pide prestado dinero del banco para desarrollo empresarial y garantiza el préstamo personalmente, ¿qué impacto tendrá su muerte inesperada en la empresa y en su familia?
- Si el dueño de una empresa no tiene ningún familiar que pueda asumir la responsabilidad de ser propietario de la empresa y desea proporcionarles a los ejecutivos claves la oportunidad de comprar la empresa en el futuro, ¿cómo puede él asegurar que su liquidez financiera exista para llevar a cabo sus deseos?



Manual de Conceptos de Ventas

Planificación para la Jubilación

PLANIFICACIÓN PARA LA JUBILACIÓN

¿Cómo recibir ingresos durante sus años de jubilación?

Usted se encuentra en un punto en el que está avanzando en su carrera, construyendo su familia y administrando sus gastos diarios, pero ha ignorado la importancia de la planificación de su jubilación. Quizás usted piensa que el plan de jubilación de su empresa junto a los beneficios del seguro social será suficiente para proveer el ingreso necesario y mantener su estilo de vida actual.

Desafortunadamente esta no es la manera más práctica de pensar. Muchos planes de jubilación proporcionados por empresas solamente ofrecen una pequeña porción del salario del empleado en el momento de la jubilación. Los beneficios sociales, dependiendo del país, también ofrecen un ingreso mínimo durante la jubilación. Muchas personas se dan cuenta de esto demasiado tarde. Esto es el resultado de muchos factores:

- El costo de la vida ha aumentado mucho; por lo tanto, ahorraremos menos.
- El gasto de los servicios de salud y la educación está creciendo a un ritmo más rápido que el costo de vida.
- La expectativa de vida es más larga, lo cual crea una necesidad mayor de contar con ahorros suficientes para la jubilación.
- Con todos los cambios en el ambiente financiero actual, es cada vez más difícil ahorrar para la jubilación sin tomar riesgos en el dinero arduamente ganado.

¿Cómo funciona un plan de jubilación?

Primeramente, usted compra una póliza de vida universal con acumulación de valores en efectivo. Más adelante, una vez que alcanza la edad de jubilación, usted tendrá acceso a los valores de rescate a través de retiros parciales

de la póliza. Estos préstamos y/o retiros parciales pueden hacerse anualmente siempre que se necesiten, pero manteniendo el beneficio de muerte en vigor para proteger a su familia.

Si usted falleciera antes de su jubilación, sus beneficiarios recibirán el beneficio de muerte que proveerá el ingreso perdido, como resultado de su muerte inesperada.

Proporcionando los fondos para el plan de ingreso para jubilación

Solución:

Nuestros productos de acumulación de valores en efectivo son instrumentos excelentes que le proporcionarán los fondos necesarios para su plan de jubilación individual.

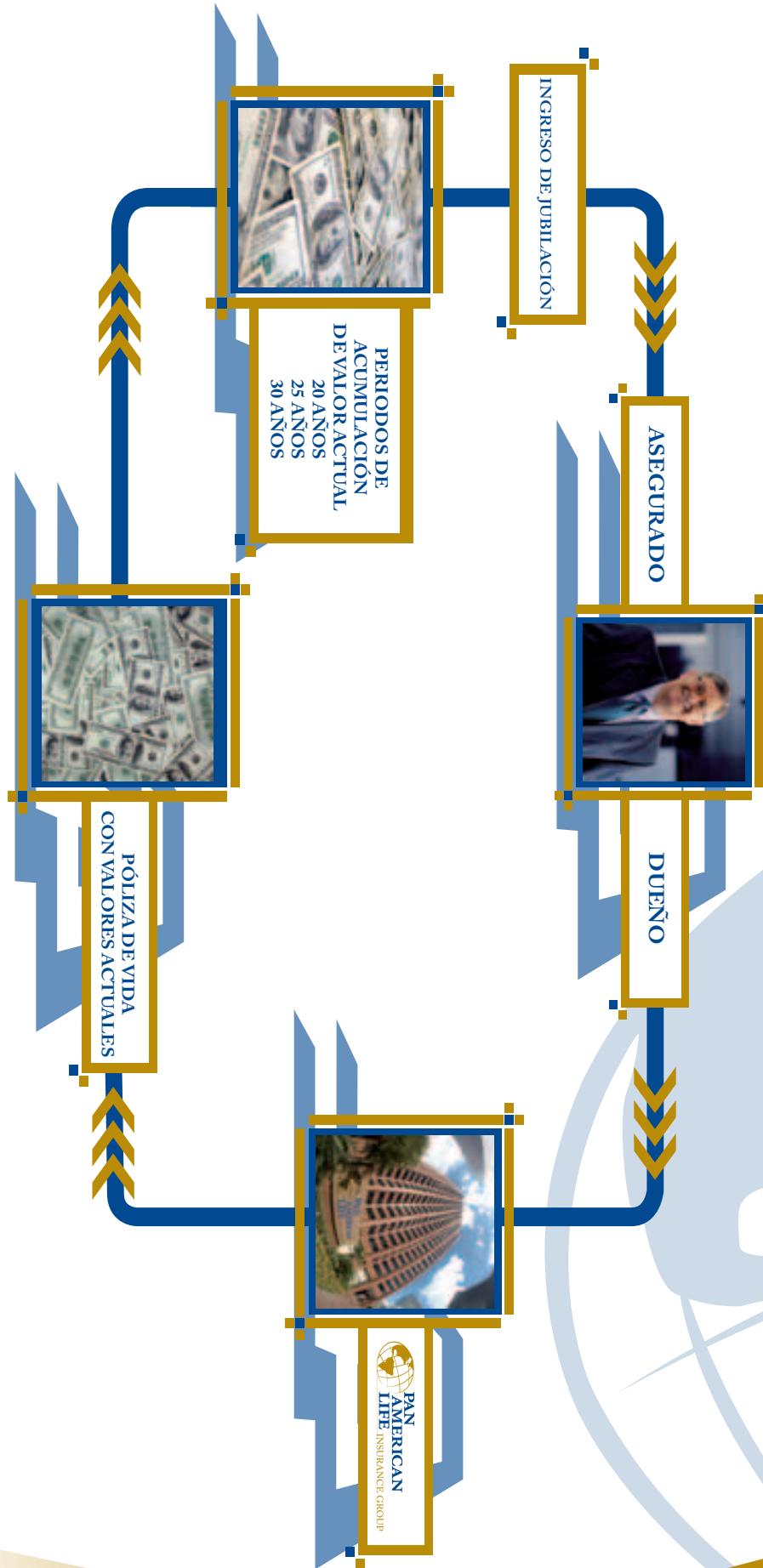
Nuestros productos de vida universal son mucho más que un beneficio de muerte. Además de ofrecer beneficios de cobertura de muerte, nuestros planes pueden suplementar su ingreso una vez que se haya jubilado proporcionándole una atractiva tasa de interés de 3% y la tasa actual de 5%.

El plan ofrece:

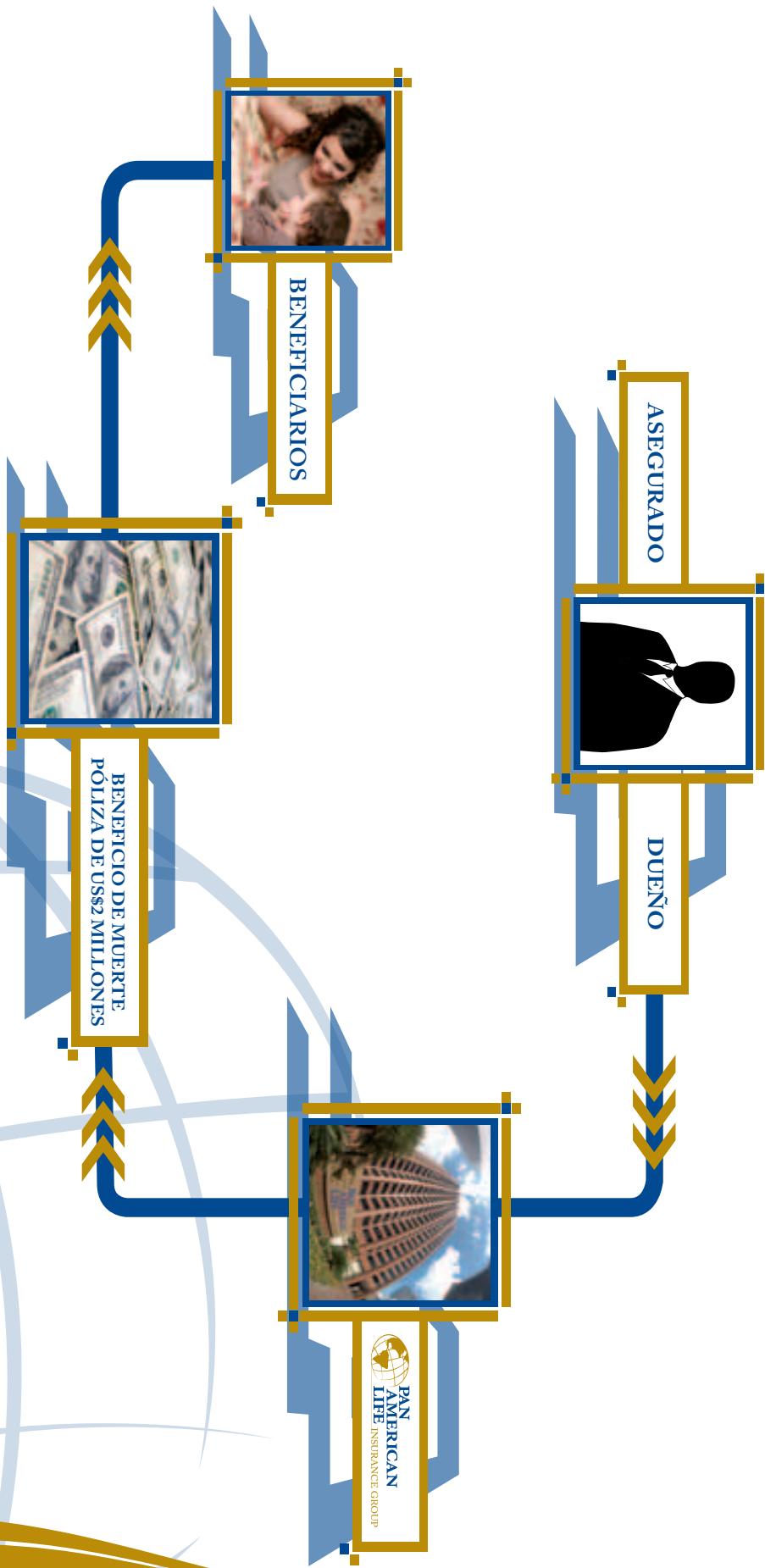
- Acceso a bajo costo a los valores en efectivo – Los dueños de pólizas tienen la opción de solicitar un préstamo sobre su póliza o rescate parcial libre de tarifas costosas.
- Beneficio de muerte libre de impuestos - En caso de que el dueño de la póliza muera antes o durante su jubilación, el beneficio de muerte puede ser utilizado para compensar el ingreso perdido de su familia como resultado de su muerte súbita.



PLANIFICACIÓN PARA LA JUBILACIÓN (DURANTE LA VIDA)



PLANIFICACIÓN PARA LA JUBILACIÓN (DESPUÉS DE LA MUERTE)



PLANIFICACIÓN PARA LA JUBILACIÓN

CASO DE ESTUDIO

El Problema

El cliente es un profesional joven que desea separar una porción de su salario para su jubilación y a la misma vez proteger a su familia.

El Ejemplo

El cliente es un profesional dominicano de 35 años casado, con dos hijos pequeños. Su empresa provee un buen ingreso y por consecuente su familia disfruta de un buen estilo de vida. A él le gustaría invertir una porción de su salario en una inversión a largo plazo la cual provea ingreso cuando se jubile y la cual le provea protección a su esposa e hijos en los primeros años. El cliente desea jubilarse a los 65 años y recibir US\$72,000 anualmente hasta la edad de 90.

La Solución

Una póliza de seguro con monto asegurado de US\$2 millones sobre la vida del cliente le proporcionará la seguridad que el cliente busca y basado en las primas actuales la póliza se mantendrá vigente hasta la edad de 120.

Cuando el cliente alcance la edad de jubilación, habrá suficiente valor de rescate en efectivo para proveer el ingreso de jubilación planificado.





NexGen U.L.

Illustration For Retirement Plan
Provided By: Norma Velasquez
Initial Death Benefit: \$2,000,000
Additional Lump Sum: \$0

Age: 35 Male
Standard Non-Tobacco
Initial Option: 1 (Level)
Initial Premium: \$24,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 15)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Basic

Terminal Illness Rider

Age End Year	At Or After Year	Annual Outlay	Mode	Guaranteed Value			Current Value		
				Cash Surrender Value	Accum Value	Death Benefit	Cash Surrender Value	Accum Value	Death Benefit
36	1	\$4,000	A	\$0	\$5,53	\$0	\$0,000.00	\$10,148	\$2,000.00
37	2	\$4,000	A	1,918	\$9,428	\$0	\$0,000.00	\$10,148	\$2,000.00
38	3	\$4,000	A	23,227	\$5,437	\$3,785	\$0,000.00	\$10,148	\$2,000.00
39	4	\$4,000	A	45,149	\$1,227	26,602	\$0,000.00	\$10,148	\$2,000.00
40	5	\$4,000	A	69,572	85,132	29,000.00	\$0,000.00	\$10,148	\$2,000.00
41	6	\$4,000	A	94,638	113,718	2,000.00	\$0,000.00	\$10,148	\$2,000.00
42	7	\$4,000	A	110,232	148,752	2,000.00	\$0,000.00	\$10,148	\$2,000.00
43	8	\$4,000	A	146,257	164,217	2,000.00	\$0,000.00	\$10,148	\$2,000.00
44	9	\$4,000	A	172,639	188,079	2,000.00	\$0,000.00	\$10,148	\$2,000.00
45	10	\$4,000	A	199,423	212,200	2,000.00	\$0,000.00	\$10,148	\$2,000.00
46	11	\$4,000	A	222,341	235,491	2,000.00	\$0,000.00	\$10,148	\$2,000.00
47	12	\$4,000	A	255,613	265,457	2,000.00	\$0,000.00	\$10,148	\$2,000.00
48	13	\$4,000	A	284,488	289,148	2,000.00	\$0,000.00	\$10,148	\$2,000.00
49	14	\$4,000	A	313,883	314,683	2,000.00	\$0,000.00	\$10,148	\$2,000.00
50	15	\$4,000	A	344,110	344,110	2,000.00	\$0,000.00	\$10,148	\$2,000.00
Total Withdrawals \$1,800,000									
100% \$1,800,000									

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Additional Lump Sum: \$0

Age: 35 Male
Standard Non-Tobacco
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Current Interest Rate: 5.00% (6.00% Beginning of Year 15)
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Basic

Terminal Illness Rider

Age End Year	At Or After Year	Annual Outlay	Mode	Guaranteed Value			Current Value		
				Cash Surrender Value	Accum Value	Death Benefit	Cash Surrender Value	Accum Value	Death Benefit
36	1	\$4,000	A	\$0	\$1,927,975	\$1,927,975	\$1,927,975	\$1,927,975	\$1,927,975
37	2	\$4,000	A	1,927,975	\$1,855,255	\$1,438,234	\$1,438,234	\$1,855,255	\$1,438,234
38	3	\$4,000	A	3,785	\$1,783,488	\$1,495,255	\$1,495,255	\$1,783,488	\$1,495,255
39	4	\$4,000	A	26,602	\$1,647,822	\$1,495,255	\$1,495,255	\$1,647,822	\$1,495,255
40	5	\$4,000	A	56,318	\$1,511,500	\$1,495,255	\$1,495,255	\$1,511,500	\$1,495,255
41	6	\$4,000	A	85,132	\$1,379,758	\$1,495,255	\$1,495,255	\$1,379,758	\$1,495,255
42	7	\$4,000	A	103,768	\$1,207,000	\$1,495,255	\$1,495,255	\$1,207,000	\$1,495,255
43	8	\$4,000	A	120,767	\$1,034,242	\$1,495,255	\$1,495,255	\$1,034,242	\$1,495,255
44	9	\$4,000	A	138,767	\$861,484	\$1,495,255	\$1,495,255	\$861,484	\$1,495,255
45	10	\$4,000	A	156,767	\$688,726	\$1,495,255	\$1,495,255	\$688,726	\$1,495,255
46	11	\$4,000	A	174,767	\$516,968	\$1,495,255	\$1,495,255	\$516,968	\$1,495,255
47	12	\$4,000	A	192,767	\$344,210	\$1,495,255	\$1,495,255	\$344,210	\$1,495,255
48	13	\$4,000	A	210,767	\$171,452	\$1,495,255	\$1,495,255	\$171,452	\$1,495,255
49	14	\$4,000	A	228,767	\$108,694	\$1,495,255	\$1,495,255	\$108,694	\$1,495,255
50	15	\$4,000	A	246,767	\$45,936	\$1,495,255	\$1,495,255	\$45,936	\$1,495,255
Total Withdrawals \$1,800,000									
100% \$1,800,000									

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Manual de Conceptos de Ventas



Fondos para la Educación



FONDOS PARA LA EDUCACIÓN

CASO DE ESTUDIO

El Problema

El costo promedio anual de matrícula en una universidad privada en los Estados Unidos en el 2008 fue US\$40,000. La matrícula en universidades estatales, más baratas está aumentando rápidamente. Un estimado conservador sobre los gastos universitarios en 18 años pronosticará cerca del doble de los gastos actuales. Por lo tanto, los padres deben contar con por lo menos US\$50,000 por año/por niño en ese momento. Mientras muchos padres planean la educación universitaria de sus hijos, muchas veces se quedan cortos en la protección y cantidad necesarias. Mientras un padre puede tener la previsión para tener la cantidad necesaria, la muerte inesperada de uno de los padres puede prevenir a la familia de alcanzar su meta. En cambio algunos padres pueden asegurar el riesgo de una muerte inesperada solamente para encontrar que no cuentan con los fondos necesarios para pagar los gastos universitarios futuros.

El Ejemplo

Una familia joven acaba de tener su primer hijo y les gustaría comenzar un fondo universitario para ahorrar para su educación con la meta de tener la cantidad de US\$50,000 para cada uno de sus cuatro años universitarios. El padre de 35 años, escoge pagar una prima por la cantidad de seguro de US\$400,000 que también acumulará suficiente valor en efectivo para alcanzar la meta de US\$200,000. El padre pagará la prima durante 17 años. Una vez que el hijo alcance la edad universitaria, un retiro parcial anual de US\$50,000 se hará para pagar los gastos universitarios y la cobertura estará vigente hasta que el padre alcance la edad de 55.

La Solución

Los productos de vida universal pueden proveer una solución que abarque ambas necesidades con un “plan de fondo educacional”. La solución considerará la cantidad necesaria para cubrir los 4 años de estudio a nivel universitario mientras provee un beneficio de muerte que cubra lo mismo. Se necesitará un mínimo de US\$400,000 en protección de vida y acumulación de dinero efectivo para el plan de fondos educacionales. El plan de seguro de vida universal de Pan-American cuenta con la flexibilidad necesaria para alcanzar las metas de los padres de proveer los gastos universitarios de su hijo. Utilizaremos el seguro de vida universal NEXGEN para demostrar la flexibilidad y facilidad con la que estas metas se pueden alcanzar.

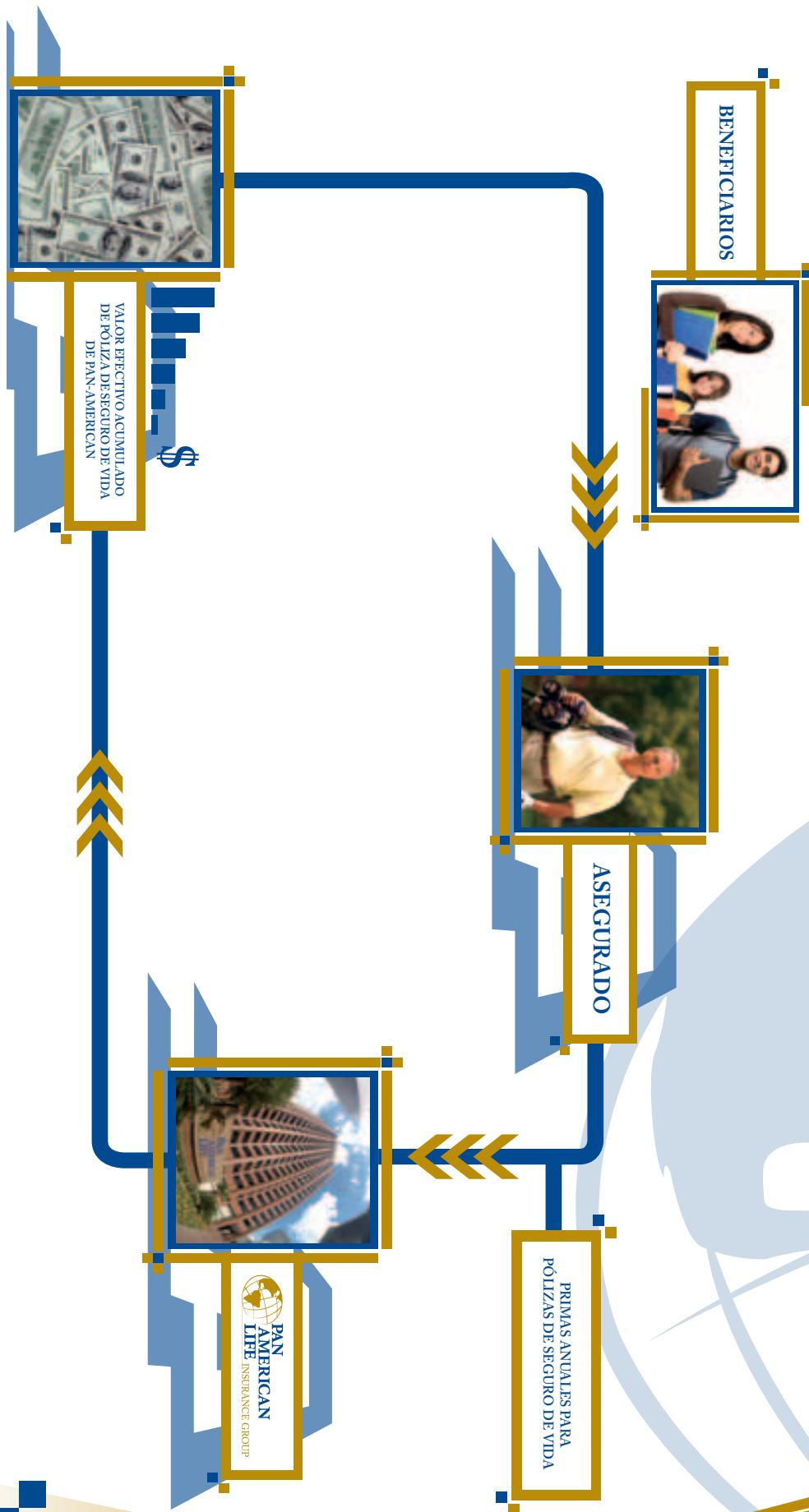
Beneficios del Plan:

- Acceso a los valores de la póliza a bajos costos comparado con otros planes de ahorros- Los dueños de pólizas tienen la opción de solicitar un préstamo sobre la póliza o adquirir el valor de rescate libre de tarifas costosas.
- El beneficio de muerte puede ser utilizado para completar de pagar para sus hijos o reemplazar la pérdida futura de ingreso.

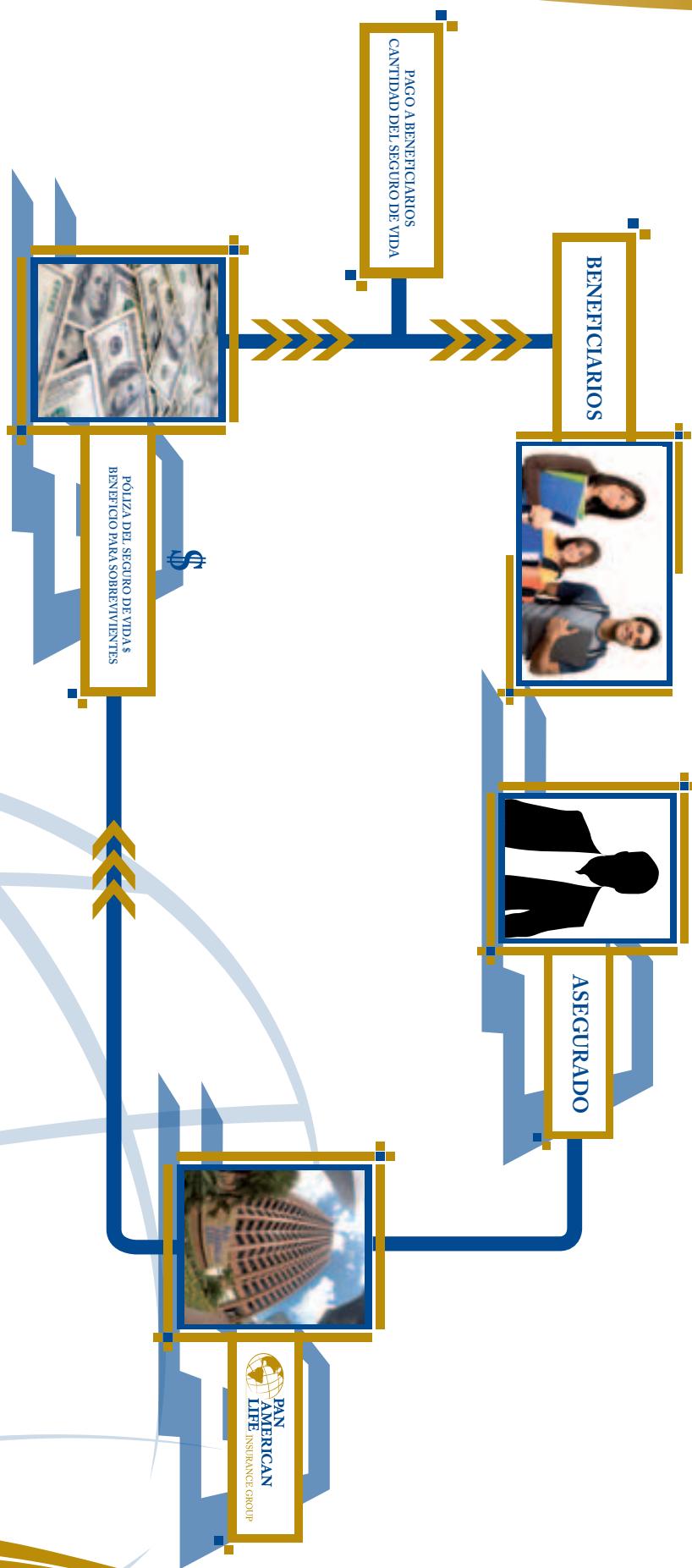
“Nunca es muy temprano para comenzar a ahorrar para la educación de sus hijos”.



FONDOS PARA LA EDUCACIÓN (DURANTE LA VIDA)



FONDOS PARA LA EDUCACIÓN (DESPUÉS DE LA MUERTE)



NexGen UL

Illustration For: College Funding
Provided By: Naima Velásquez

Initial Death Benefit: \$400,000
Additional Lump Sum: \$0

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Age: 35 Male
Standard Non-Tobacco
Initial Option: 1 (Level)
Initial Premium: \$7,959.00 (A)

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
36	1	7,959	A	0	4,878	400,000	0	5,043	400,000
37	2	7,959	A	6,259	11,983	400,000	6,908	12,632	400,000
38	3	7,959	A	13,627	19,283	400,000	14,934	20,590	400,000
39	4	7,959	A	21,192	26,776	400,000	23,337	28,921	400,000
40	5	7,959	A	29,360	34,476	400,000	32,534	37,650	400,000
41	6	7,959	A	37,769	42,377	400,000	42,187	46,795	400,000
42	7	7,959	A	46,382	50,482	400,000	52,270	56,370	400,000
43	8	7,959	A	55,195	58,787	400,000	62,795	66,387	400,000
44	9	7,959	A	64,205	67,293	400,000	73,778	76,866	400,000
45	10	7,959	A	73,423	76,003	400,000	85,246	87,826	400,000
46	11	7,959	A	83,094	85,166	400,000	97,466	99,538	400,000
47	12	7,959	A	92,991	94,555	400,000	110,234	111,798	400,000
48	13	7,959	A	103,135	104,195	400,000	123,575	124,635	400,000
49	14	7,959	A	113,556	114,108	400,000	137,562	138,114	400,000
50	15	7,959	A	124,296	124,296	400,000	152,267	152,267	400,000
51	16	7,959	A	134,755	134,755	400,000	168,736	168,736	400,000
52	17	7,959	A	145,481	145,481	400,000	186,220	186,220	400,000
53	18	-50,000	W	97,125	97,125	349,975	143,509	143,509	349,975
54	19	-50,000	W	47,206	47,206	299,950	98,180	98,180	299,950
55	20	-50,000	W	0	0	0	50,075	50,075	249,925
56	21	-50,000	W				0	0	0

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Fondos para la Educación, Caso de Estudio : Pagina 74



Manual de Conceptos de Ventas



Cobertura para la Persona Clave

COBERTURA PARA LA PERSONA CLAVE

Persona Clave

¿Cómo proteger su empresa cuando enfrenta la muerte de una Persona Clave?

Frecuentemente, una empresa triunfa o fracasa dependiendo de las habilidades y dirección de unos cuantos empleados claves. La pérdida de un ejecutivo principal puede causar un impacto negativo y serio en las ganancias y operaciones de una empresa. Los resultados de esta pérdida pueden ser los siguientes:

- Pérdida de ventas
- Una escala disminuida de producción
- Reducción de posibilidades de obtener crédito para la empresa
- El gasto adicional de contratar y entrenar el reemplazo

¿Qué es un Seguro para la Persona Clave?

El Plan de Seguro de la Persona Clave le ofrece a la empresa una manera fácil y efectiva de proteger sus operaciones contra efectos financieros negativos en caso de que ocurra la muerte inesperada del conductor principal de la empresa.

¿Cómo trabaja el Plan de Seguro de la Persona Clave?

Con el Plan de Seguro de la Persona Clave la empresa compra una póliza de seguro de vida con valores en efectivo sobre la vida del ejecutivo principal. La póliza de seguro de vida, a través del beneficio de muerte, puede proveer los fondos suficientes para compensar la pérdida de ese ejecutivo. También provee:

- La acumulación de valores en efectivo son activos de la empresa que mejoran la capacidad de la empresa a obtener crédito
- Los valores en efectivo accesibles a través de préstamos de pólizas pueden ser utilizados para financiar emergencias
- Con el seguro de vida universal NexGen, la empresa puede recobrar todas las primas pagadas para proveer los fondos para la cobertura (Opción 3)

¿Cómo protege la empresa el Plan de Seguro de la Persona Clave?

El Plan de Seguro de la Persona Clave le pagará a la empresa la cantidad del beneficio de muerte al fallecer la persona clave. Este pago puede ser utilizado por la empresa para disminuir la carga financiera que resultó de la pérdida del empleado asegurado.

El plan de la Persona Clave es simple y provee beneficios para la empresa, así como para el ejecutivo asegurado.

Este plan también puede ser utilizado:

- Como una forma indirecta para crear un plan de compensación diferida el cual suplemente el ingreso de la jubilación de la persona clave
- Para comprar las acciones de la empresa de uno de los dueños o de cualquiera de los ejecutivos principales (rescate completo, compra-venta)
- Para obtener fondos en efectivo en caso de emergencia
- Como medio para proveer los fondos necesarios para compensar a los beneficiarios de la persona clave fallecida



Ventajas del Plan

La Empresa

- Selecciona la Persona Clave
- Recobrará los gastos del plan
- Es dueña del valor efectivo y es la beneficiaria
- La Persona Clave puede participar como beneficiaria
- La empresa puede recobrar todas las primas pagadas (Opción 3)



Persona Clave

- Usted puede estructurar el plan para que la persona clave reciba algunos o todos estos beneficios
- Cobertura de vida para proteger su familia por muerte inesperada
- Beneficios de jubilación por la acumulación de valores en efectivo
- Plan portátil al jubilarse



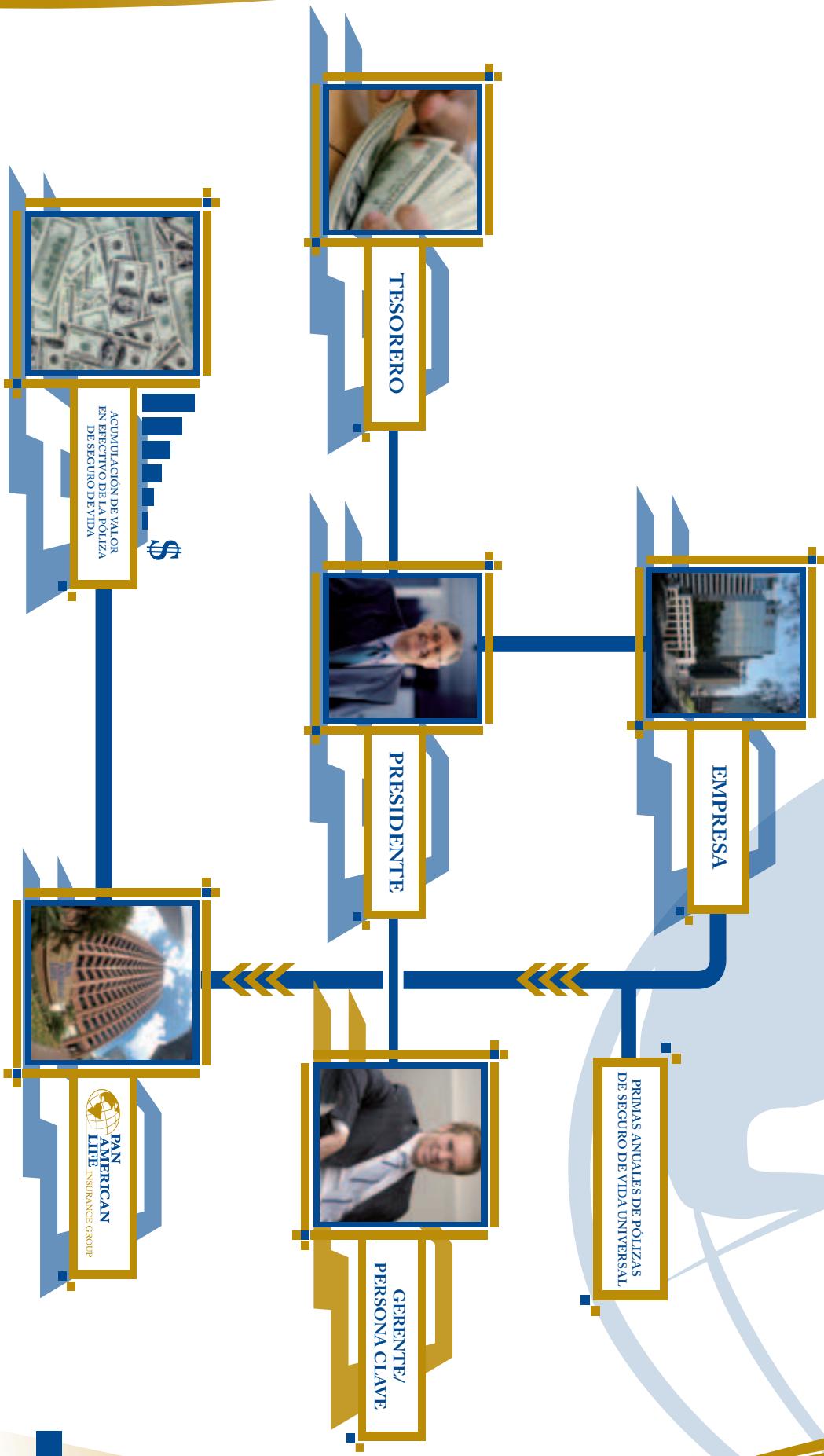
Resumen:

El Plan del Ejecutivo Clave es una manera costo-efectiva de proteger los valores de la empresa, sus empleados claves, permitiéndoles a las empresas:

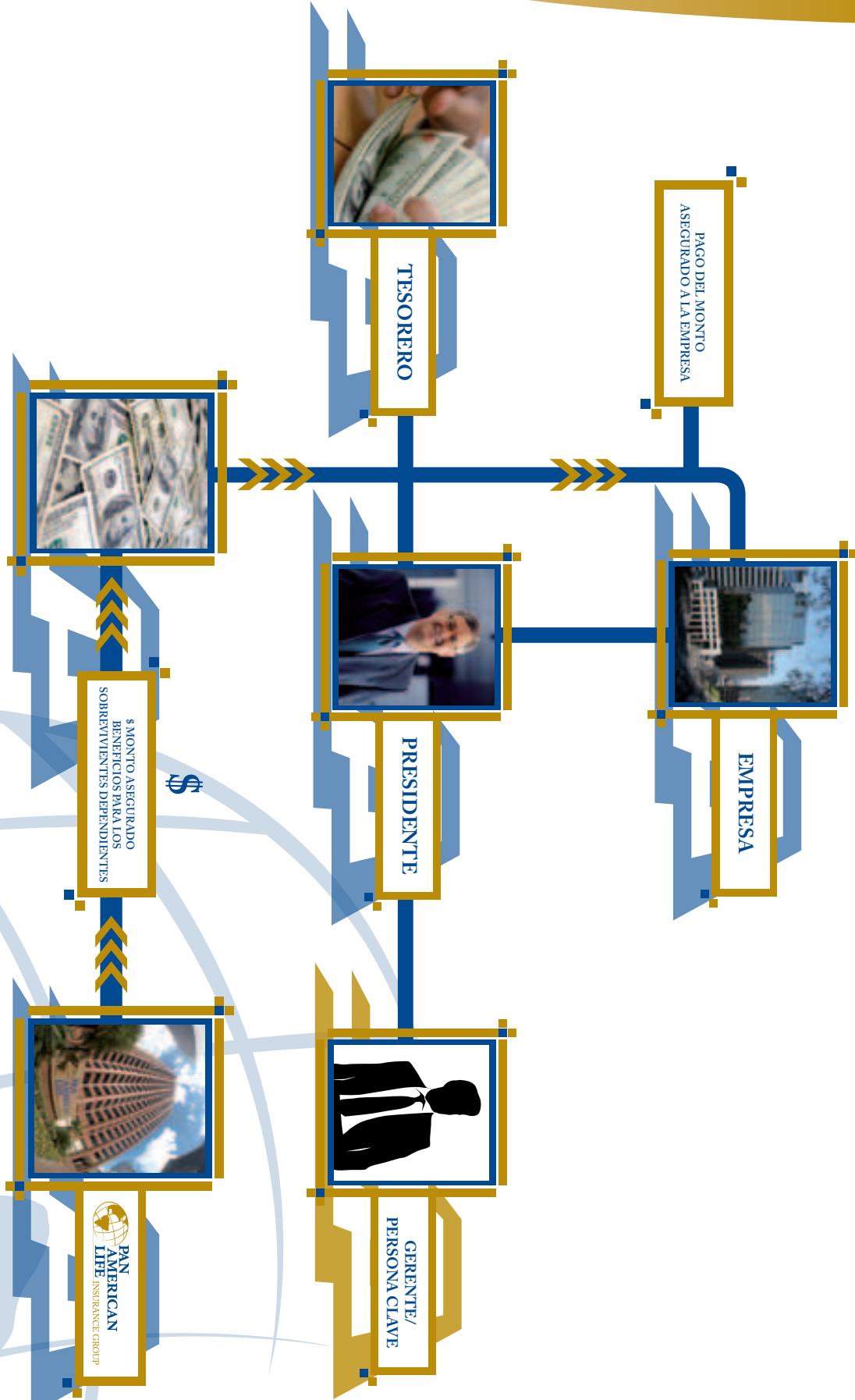
- Proveer clientes y acreedores con seguridad relacionada con el futuro de la empresa
- Recuperar las pérdidas operacionales
- Proveer los fondos necesarios para poder contratar y entrenar el reemplazo del empleado
- Compensar por pérdidas económicas



COBERTURA PARA LA PERSONA CLAVE (DURANTE LA VIDA)



COBERTURA PARA LA PERSONA CLAVE (DESPUÉS DE LA MUERTE)



COBERTURA PARA LA PERSONA CLAVE

CASO DE ESTUDIO

Caso #1

El Problema

¿Tiene el cliente un negocio en el cual un empleado particular es esencial para el éxito continuo de la empresa? ¿Ha pensado en lo que pasaría en caso de que ocurra la muerte inesperada del empleado?

El Ejemplo

El cliente es un profesional chileno que corre una empresa exitosa valorada en aproximadamente US\$15 millones. Él depende en gran parte de su Administrador de Planta quien tiene 40 años de edad. Es razonable asumir que si el administrador fuera a morir inesperadamente, la compañía sufriría de forma sustancial durante el tiempo que tomaría encontrar, contratar e identificar un suplente.

La Solución

Una póliza de seguro de vida de US\$2 millones de “Persona Clave” sobre la vida del Administrador de la Planta cubrirá los gastos causados por su muerte inesperada y le daría a la compañía el tiempo necesario para encontrar, contratar o entrenar un reemplazo.

Una póliza de Pan-American de US\$2 millones sobre la vida del Administrador de la Planta por un periodo igual al tiempo laboral pronosticado le proveería la protección necesaria.

Con la compañía pagando las primas, la cláusula de reembolso de primas “Opción 3” puede ser utilizada ventajosamente.





NexGen UL

Illustration For: Key Person Case 1
Provided By: Naima Velasquez
Initial Death Benefit: \$2,000,000
Additional Lump Sum: \$0
Current Interest Rate: 5.00% (6.00% Beginning of Year 15)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:
Bidet: Class Rating Amount Due Date

Age At Year	End Of Yr	Annual Outlay	Guaranteed Values			Current Values		
			Cash Surrender Value	Accum Value	Death Benefit	Cash Surrender Value	Accum Value	Death Benefit
41	1	\$22,700	\$0	\$1,631	\$2,022,000	\$0	\$1,713	\$2,022,100
42	2	\$22,700	\$0	\$23,002	\$2,049,400	\$0	\$24,119	\$2,049,500
43	3	\$22,700	\$0	\$42,180	\$2,089,500	\$44,718	\$42,180	\$2,089,600
44	4	\$22,700	\$0	\$25,770	\$60,710	\$2,089,600	\$65,433	\$2,089,600
45	5	\$22,700	\$0	\$67,794	\$18,384	\$2,113,500	\$88,482	\$2,113,500
46	6	\$22,700	\$0	\$89,252	\$8,072	\$2,138,200	\$109,125	\$2,138,200
47	7	\$22,700	\$0	\$11,684	\$1,186	\$2,158,900	\$108,561	\$2,158,900
48	8	\$22,700	\$0	\$133,211	\$1,611	\$2,181,600	\$133,471	\$2,181,600
49	9	\$22,700	\$0	\$135,758	\$174,376	\$2,227,000	\$130,751	\$2,227,000
50	10	\$22,700	\$0	\$138,758	\$174,376	\$2,227,000	\$130,751	\$2,227,000
51	11	\$22,700	\$0	\$181,518	\$184,493	\$2,248,700	\$180,433	\$2,248,700
52	12	\$22,700	\$0	\$188,758	\$184,526	\$2,252,400	\$181,756	\$2,252,400
53	13	\$22,700	\$0	\$227,531	\$224,551	\$2,283,000	\$202,733	\$2,283,000
54	14	\$22,700	\$0	\$250,164	\$223,084	\$2,317,000	\$215,183	\$2,317,000
55	15	\$22,700	\$0	\$272,627	\$212,627	\$2,340,500	\$188,487	\$2,340,500
56	16	\$22,700	\$0	\$290,444	\$209,444	\$2,363,200	\$183,393	\$2,363,200
57	17	\$22,700	\$0	\$307,778	\$207,778	\$2,385,900	\$183,773	\$2,385,900
58	18	\$22,700	\$0	\$324,813	\$204,031	\$2,408,400	\$186,503	\$2,408,400
59	19	\$22,700	\$0	\$339,883	\$199,883	\$2,431,100	\$184,887	\$2,431,100
60	20	\$22,700	\$0	\$353,492	\$193,492	\$2,454,000	\$184,409	\$2,454,000
61	21	\$22,700	\$0	\$366,514	\$186,514	\$2,478,700	\$184,542	\$2,478,700
62	22	\$22,700	\$0	\$376,413	\$186,413	\$2,499,400	\$186,435	\$2,499,400
63	23	\$22,700	\$0	\$386,182	\$186,182	\$2,522,100	\$188,776	\$2,522,100
64	24	\$22,700	\$0	\$388,204	\$188,204	\$2,544,400	\$192,443	\$2,544,400
65	25	\$22,700	\$0	\$390,286	\$190,286	\$2,561,200	\$197,098	\$2,561,200

Illustration For: Key Person Case 1
Provided By: Naima Velasquez
Initial Death Benefit: \$2,000,000
Initial Premium: \$22,700.00 (A)

NexGen UL

Age: 40 Male
Standard Non-Tobacco
Initial Option: 3 (Premium of Premium)
Additional Lump Sum: \$0
Current Interest Rate: 5.00% (6.00% Beginning of Year 15)
Guaranteed Interest Rate: 3.00%

Illustration For: Key Person Case 1
Provided By: Naima Velasquez
Initial Death Benefit: \$2,000,000
Initial Premium: \$22,700.00 (A)

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Cobertura para la Persona Clave#1, Caso de Estudio : Pagina 75 - 76

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COBERTURA PARA LA PERSONA CLAVE

CASO DE ESTUDIO

Caso #2

El Problema

¿Tiene el cliente un negocio del cual su familia tiene poca o ninguna información? ¿Ha pensado él en lo que sucedería con su negocio en caso de que ocurriera una muerte inesperada?

El Ejemplo

El cliente es un profesional argentino de 47 años que corre una empresa valorada en US\$15 millones. La empresa genera ganancias sustanciales y le permite a su familia disfrutar de un alto nivel de vida. Los hijos del cliente son pequeños y su esposa sabe poco o nada del negocio y de su administración. El cliente no tiene socios ni asociados de confianza. En caso de que ocurriera la muerte inesperada del cliente, la empresa tendría que operar sin ninguna dirección.

Asumiendo que la viuda tuviera la capacidad de administrar la empresa y estuviera interesada en hacerlo, le tomaría un periodo de tiempo considerable para aprender los detalles de la empresa y de encontrar un administrador adecuado. Mientras tanto, la empresa sufriría pérdidas sustanciales y hasta bancarrota. Aún si la viuda decidiera liquidar la empresa, dada las demoras de los juzgados testamentarios, tomaría un periodo de tiempo sustancial durante el cual el ingreso familiar se vería seriamente afectado.

La Solución

Una póliza de vida de US\$5 millones sobre la vida del cliente pagadero a 18 años, junto a los otros bienes activos de la familia, proveería una protección para la familia de desastre económico en caso de que el cliente sufra una muerte inesperada.

El valor efectivo acumulado al final de los 18 años provee alternativas adicionales. Una póliza de US\$5 millones pagadera durante 18 años proveerá la paz mental que el cliente necesita.



NexGen UL

Illustration For: Key Person Case 2

Provided By: Naima Velásquez

Age: 47 Male

Standard Non-Tobacco

Initial Death Benefit: \$5,000,000

Initial Option: 1 (Level)

Additional Lump Sum: \$0

Initial Premium: \$79,150.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age Year	End At Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
48	1	79,150	A	0	19,377	5,000,000	0	20,558	5,000,000
49	2	79,150	A	0	79,807	5,000,000	0	85,304	5,000,000
50	3	79,150	A	26,099	141,299	5,000,000	37,125	152,325	5,000,000
51	4	79,150	A	90,669	203,619	5,000,000	109,253	222,203	5,000,000
52	5	79,150	A	163,139	266,489	5,000,000	191,770	295,120	5,000,000
53	6	79,150	A	236,537	329,637	5,000,000	277,845	370,945	5,000,000
54	7	79,150	A	309,991	392,841	5,000,000	367,272	450,122	5,000,000
55	8	79,150	A	383,005	455,605	5,000,000	460,185	532,785	5,000,000
56	9	79,150	A	455,317	517,667	5,000,000	556,909	619,259	5,000,000
57	10	79,150	A	526,892	578,992	5,000,000	656,728	708,828	5,000,000
58	11	79,150	A	600,337	642,187	5,000,000	762,111	803,961	5,000,000
59	12	79,150	A	673,342	704,942	5,000,000	870,860	902,460	5,000,000
60	13	79,150	A	745,498	766,848	5,000,000	982,443	1,003,793	5,000,000
61	14	79,150	A	816,183	827,283	5,000,000	1,097,116	1,108,216	5,000,000
62	15	79,150	A	885,462	885,462	5,000,000	1,215,596	1,215,596	5,000,000
63	16	79,150	A	940,678	940,678	5,000,000	1,338,615	1,338,615	5,000,000
64	17	79,150	A	992,461	992,461	5,000,000	1,466,787	1,466,787	5,000,000
65	18	79,150	A	1,040,565	1,040,565	5,000,000	1,599,802	1,599,802	5,000,000
66	19	0	A	1,006,013	1,006,013	5,000,000	1,655,443	1,655,443	5,000,000
67	20	0	A	963,454	963,454	5,000,000	1,710,214	1,710,214	5,000,000
Total Premiums Paid \$1,424,700									
70	23	0	A	778,222	778,222	5,000,000	1,868,804	1,868,804	5,000,000
75	28	0	A	140,045	140,045	5,000,000	2,090,240	2,090,240	5,000,000
80	33	0	A				2,159,869	2,159,869	5,000,000
85	38	0	A				1,790,863	1,790,863	5,000,000
90	43	0	A				128,298	128,298	5,000,000
91	44	0	A				0	0	0

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Manual de Conceptos de Ventas

Acuerdo de Compra-Venta Opción de Compra Interna

FONDOS PARA UN ACUERDO DE COMPRA VENTA

¿Cómo proteger su empresa cuando enfrenta la pérdida de su socio empresarial?

La mayoría de las compañías exitosas resultan de la dedicación de socios diligentes que invierten años desarrollando el crecimiento y éxito de sus empresas. ¿Qué pasaría si uno de estos socios empresariales falleciera inesperadamente? ¿Cuáles serían los pasos necesarios que se deberían tomar para asegurar que la empresa continuará operando de igual forma? El futuro de su empresa puede depender de sus respuestas a las siguientes preguntas:

¿Cuáles de los socios sobrevivientes o herederos podría asumir las responsabilidades existentes o ganar control de la empresa?

¿Cómo obtendrían los otros dueños los fondos necesarios para comprar la parte de las acciones del socio fallecido o intereses en caso de que deseen retener la propiedad total?

Un plan de Compra-Venta ofrece respuestas para todas estas preguntas.



¿Qué es un plan de Compra-Venta?

Un plan de Compra-Venta es un acuerdo formal entre los socios de una empresa que les permite la compra de acciones de los socios sobrevivientes en caso de que uno de los socios se jubile o fallezca.

Una póliza de vida NexGen de US\$5 millones o una póliza de Pan-American Centennial con un término a 30 años de US\$5 millones sobre la vida de cada uno de los socios proveerá la protección que necesitan hasta que cada socio se jubile o venda sus acciones de la empresa.

Los beneficios de un plan de Compra-Venta:

1. El plan estipula formalmente como la propiedad y los fondos deben ser administrados y transferidos después de la muerte de un socio empresarial.
2. A través del beneficio de muerte de la póliza de seguro de vida, el plan de Compra-Venta provee los fondos efectivos para poder comprar las acciones del socio fallecido.
3. El plan establece un valor actual del mercado para todos los activos y acciones.

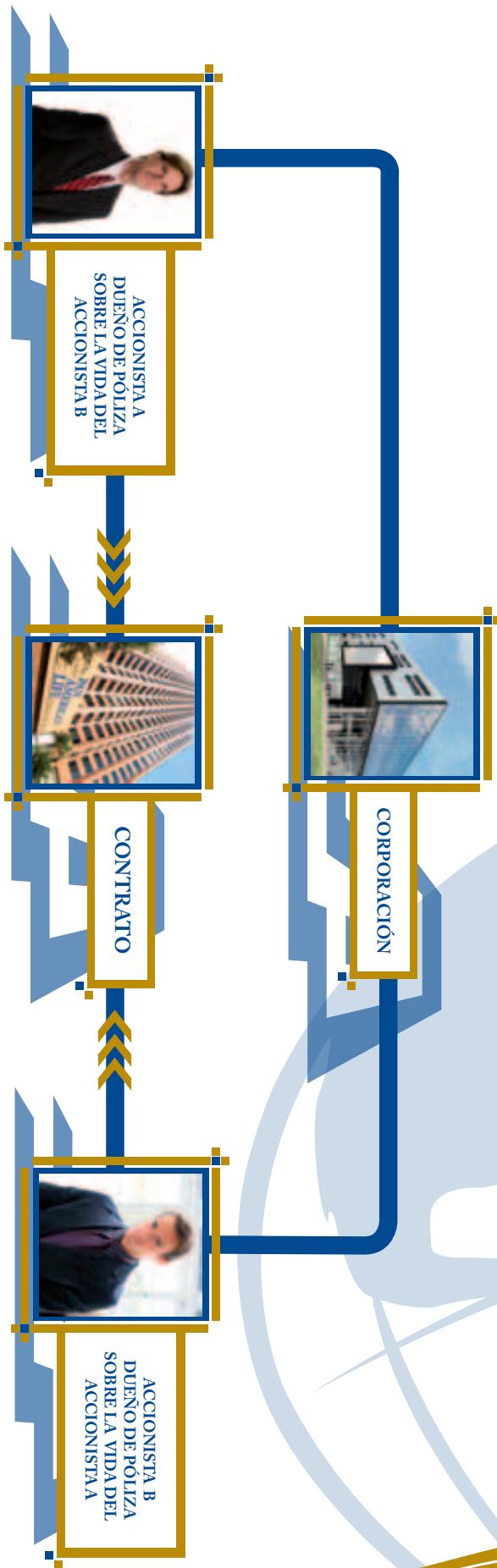
Resumen

Un plan de Compra-Venta es un vehículo simple y efectivo que facilita la transferencia de activos empresariales cuando ocurre la muerte prematura de uno de los socios empresariales.



ACUERDO DE COMPRA-VENTA OPCIÓN DE COMPRA INTERNA

AL FALLECER EL ACCIONISTA A:



Eventualmente uno de los accionistas de la empresa morirá. Su familia y/o beneficiarios recibirán las ganancias de su beneficio de muerte a cambio de sus acciones de la empresa.



ACUERDO DE COMPRA-VENTA PARA PRESERVAR LA EMPRESA

CASO DE ESTUDIO

El Problema

¿Tiene el cliente socios empresariales o existen otros dueños en la empresa? ¿Ha pensado en lo que pasaría en caso de que uno de ellos falleciera inesperadamente?

El Ejemplo

El cliente es un profesional venezolano de 45 años que corre una empresa valorada en aproximadamente US\$10 millones. Él tiene un socio de 58 años. A pesar de que los socios son amigos cercanos, sus familias respectivas no están involucradas en la administración de la empresa. Los socios están de acuerdo en que desean que esto permanezca así.

La muerte de uno de los socios le proporcionaría a ese socio la oportunidad de formar parte del equipo administrativo de la empresa sin importar su nivel de experiencia o formación.

La Solución

Un “Contrato de Compra-Venta”, apoyado por un seguro de vida de US\$5 millones para cada socio, le permitiría a la empresa comprar las acciones del socio fallecido protegiendo así la empresa y las familias de los socios.

Una póliza a “término” de Pan-American por US\$5 millones sobre la vida de cada socio por 30 años proveería la protección que ellos necesitan hasta que cada socio alcanzara la edad de jubilación o vendiera su parte de la compañía.



NexGen UL

Illustration For: Buy-Sell Agreement Planner A
Provided By: Naima Velasquez
Initial Death Benefit: \$5,000,000
Additional Lump Sum: \$0
Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Rider:
Death Benefit Rider

Class Rating Amount/Duration

Age End Year X	Air Or Annual Outlays Mode	Guaranteed Values			Current Values		
		Cash Surre Value	Accum Value	Death Benefit	Cash Surre Value	Accum Value	Death Benefit
46 1	71,950 A	0	17,975	\$,000,600	0	18,044	\$,000,600
46 2	71,950 A	0	17,975	\$,000,600	0	18,044	\$,000,600
46 3	71,950 A	22,174	1,287,074	\$,000,600	140,380	5,000,000	82
46 4	71,950 A	82,493	1,847,232	\$,000,600	204,940	5,000,000	83
46 5	71,950 A	148,316	2,344,448	\$,000,600	271,272	5,000,000	84
51 6	71,950 A	217,422	302,422	\$,000,600	254,462	348,482	85
51 7	71,950 A	285,477	382,897	\$,000,600	422,137	413,253	86
51 8	71,950 A	355,427	462,487	\$,000,600	486,517	486,517	87
51 9	71,950 A	428,402	548,642	\$,000,600	511,208	588,493	88
51 10	71,950 A	492,170	591,660	\$,000,600	503,485	621,425	89
51 11	71,950 A	548,223	651,573	\$,000,600	579,338	718,138	90
51 12	71,950 A	616,148	726,498	\$,000,600	605,807	828,137	91
51 13	71,950 A	683,998	800,635	\$,000,600	693,982	922,312	92
51 14	71,950 A	750,675	729,515	\$,000,600	1,018,218	1,020,519	93
51 15	71,950 A	789,859	779,139	\$,000,600	1,128,288	1,128,288	94
Total		1,428,000	A	826,418	\$,000,600	1,788,388	1,788,388
51 21	71,950 A	1,018,395	1,018,395	\$,000,600	1,875,153	1,885,153	95
51 22	71,950 A	986,316	986,316	\$,000,600	1,870,986	1,880,986	96
51 23	71,950 A	981,347	981,347	\$,000,600	1,938,885	1,938,885	97
51 24	71,950 A	838,530	818,530	\$,000,600	2,003,180	2,003,180	98
51 25	71,950 A	758,576	755,576	\$,000,600	2,135,455	2,135,455	99
51 26	71,950 A	655,813	655,813	\$,000,600	2,201,637	2,201,637	100
51 27	71,950 A	529,110	525,710	\$,000,600	2,245,982	2,245,982	101
51 28	71,950 A	392,435	392,435	\$,000,600	2,288,985	2,288,985	102
51 29	71,950 A	221,947	221,947	\$,000,600	2,342,424	2,342,424	103

THIS IS A PROPOSAL, NOT A CONTRACT. THIS ILLUSTRATION HAS BEEN REQUESTED IN THIS FORMAT AND IS NOT VALID UNLESS ACCOMPANIED BY ALL ACCUMULATED, CASH SURRENDER AND GUARANTEED VALUES AND FOOTNOTES.

Page 1 of 2

NexGen UL

Illustration For: Buy-Sell Agreement Partner A
Provided By: Naima Velasquez
Initial Death Benefit: \$5,000,000
Additional Lump Sum: \$0
Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Rider:
Death Benefit Rider

Class Rating Amount/Duration

Age End Year X	Air Or Annual Outlays Mode	Guaranteed Values			Current Values		
		Cash Surre Value	Accum Value	Death Benefit	Cash Surre Value	Accum Value	Death Benefit
78 21	Standard Non-Tobacco 1 (Level)	19,748	\$,000,000	2,452,918	2,452,918	\$,000,000	
78 22		0	0	0	2,510,688	2,510,688	
78 23		0	0	0	2,510,688	2,510,688	
78 24		0	0	0	2,510,688	2,510,688	
78 25		0	0	0	2,510,688	2,510,688	
78 26		0	0	0	2,510,688	2,510,688	
78 27		0	0	0	2,510,688	2,510,688	
78 28		0	0	0	2,510,688	2,510,688	
78 29		0	0	0	2,510,688	2,510,688	
78 30		0	0	0	2,510,688	2,510,688	
78 31		0	0	0	2,510,688	2,510,688	
78 32		0	0	0	2,510,688	2,510,688	
78 33		0	0	0	2,510,688	2,510,688	
78 34		0	0	0	2,510,688	2,510,688	
78 35		0	0	0	2,510,688	2,510,688	
78 36		0	0	0	2,510,688	2,510,688	
78 37		0	0	0	2,510,688	2,510,688	
78 38		0	0	0	2,510,688	2,510,688	
78 39		0	0	0	2,510,688	2,510,688	
78 40		0	0	0	2,510,688	2,510,688	
78 41		0	0	0	2,510,688	2,510,688	
78 42		0	0	0	2,510,688	2,510,688	
78 43		0	0	0	2,510,688	2,510,688	
78 44		0	0	0	2,510,688	2,510,688	
78 45		0	0	0	2,510,688	2,510,688	
78 46		0	0	0	2,510,688	2,510,688	
78 47		0	0	0	2,510,688	2,510,688	
78 48		0	0	0	2,510,688	2,510,688	
78 49		0	0	0	2,510,688	2,510,688	
78 50		0	0	0	2,510,688	2,510,688	
78 51		0	0	0	2,510,688	2,510,688	
78 52		0	0	0	2,510,688	2,510,688	
78 53		0	0	0	2,510,688	2,510,688	
78 54		0	0	0	2,510,688	2,510,688	
78 55		0	0	0	2,510,688	2,510,688	
78 56		0	0	0	2,510,688	2,510,688	
78 57		0	0	0	2,510,688	2,510,688	
78 58		0	0	0	2,510,688	2,510,688	
78 59		0	0	0	2,510,688	2,510,688	
78 60		0	0	0	2,510,688	2,510,688	
78 61		0	0	0	2,510,688	2,510,688	
78 62		0	0	0	2,510,688	2,510,688	
78 63		0	0	0	2,510,688	2,510,688	
78 64		0	0	0	2,510,688	2,510,688	
78 65		0	0	0	2,510,688	2,510,688	
78 66		0	0	0	2,510,688	2,510,688	
78 67		0	0	0	2,510,688	2,510,688	
78 68		0	0	0	2,510,688	2,510,688	
78 69		0	0	0	2,510,688	2,510,688	
78 70		0	0	0	2,510,688	2,510,688	
78 71		0	0	0	2,510,688	2,510,688	
78 72		0	0	0	2,510,688	2,510,688	
78 73		0	0	0	2,510,688	2,510,688	
78 74		0	0	0	2,510,688	2,510,688	
78 75		0	0	0	2,510,688	2,510,688	
78 76		0	0	0	2,510,688	2,510,688	
78 77		0	0	0	2,510,688	2,510,688	
78 78		0	0	0	2,510,688	2,510,688	
78 79		0	0	0	2,510,688	2,510,688	
78 80		0	0	0	2,510,688	2,510,688	
78 81		0	0	0	2,510,688	2,510,688	
78 82		0	0	0	2,510,688	2,510,688	
78 83		0	0	0	2,510,688	2,510,688	
78 84		0	0	0	2,510,688	2,510,688	
78 85		0	0	0	2,510,688	2,510,688	
78 86		0	0	0	2,510,688	2,510,688	
78 87		0	0	0	2,510,688	2,510,688	
78 88		0	0	0	2,510,688	2,510,688	
78 89		0	0	0	2,510,688	2,510,688	
78 90		0	0	0	2,510,688	2,510,688	
78 91		0	0	0	2,510,688	2,510,688	
78 92		0	0	0	2,510,688	2,510,688	
78 93		0	0	0	2,510,688	2,510,688	
78 94		0	0	0	2,510,688	2,510,688	
78 95		0	0	0	2,510,688	2,510,688	
78 96		0	0	0	2,510,688	2,510,688	
78 97		0	0	0	2,510,688	2,510,688	
78 98		0	0	0	2,510,688	2,510,688	
78 99		0	0	0	2,510,688	2,510,688	
78 100		0	0	0	2,510,688	2,510,688	
78 101		0	0	0	2,510,688	2,510,688	
78 102		0	0	0	2,510,688	2,510,688	
78 103		0	0	0	2,510,688	2,510,688	
78 104		0	0	0	2,510,688	2,510,688	
78 105		0	0	0	2,510,688	2,510,688	
78 106		0	0	0	2,510,688	2,510,688	
78 107		0	0	0	2,510,688	2,510,688	
78 108		0	0	0	2,510,688	2,510,688	
78 109		0	0	0	2,510,688	2,510,688	
78 110		0	0	0	2,510,688	2,510,688	
78 111		0	0	0	2,510,688	2,510,688	
78 112		0	0	0	2,510,688	2,510,688	
78 113		0	0	0	2,510,688	2,510,688	
78 114		0	0	0	2,510,688	2,510,688	
78 115		0	0	0	2,510,688	2,510,688	
78 116		0	0	0	2,510,688	2,510,688	
78 117		0	0	0	2,510,688	2,510,688	
78 118		0	0	0	2,510,688	2,510,688	
78 119		0	0	0	2,510,688	2,510,688	
78 120		0	0	0	2,510,688	2,510,688	
78 121		0	0	0</td			



NexGen U.L.

Illustration For: Buy-Sell Agreement Partner B

Provided By: Neema Velasquez

Initial Death Benefit: \$5,000,000

Additional Lump Sum: \$0

Current Death Benefit: \$0

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Risks:

Risks:

Classification Amortization

Terminal illness Rider									
Age	End At Or Year	Annual Outlay	Mode	Guaranteed Values		Current Values			
				Cash Surrender Value	Accrued Value	Death Benefit	Cash Surrender Value	Accrued Value	Death Benefit
59	1	\$127,000	A	0	\$34,277	\$,905,050	0	\$14,936	\$,050,000
60	2	\$127,000	A	0	\$34,277	\$,905,050	0	\$14,936	\$,050,000
61	3	\$127,000	A	0	\$34,277	\$,905,050	0	\$14,936	\$,050,000
62	4	\$127,000	A	0	\$34,277	\$,905,050	0	\$14,936	\$,050,000
63	5	\$127,000	A	122,0783	\$121,981	\$,005,050	210,084	411,924	\$,050,000
64	6	\$127,000	A	285,793	\$289,443	\$,005,050	285,684	\$30,114	\$,050,000
65	7	\$127,000	A	334,967	\$434,417	\$,005,050	525,623	\$43,173	\$,050,000
66	8	\$127,000	A	416,065	\$514,905	\$,005,050	459,956	\$6,178	\$,050,000
67	9	\$127,000	A	486,944	\$576,994	\$,005,050	509,212	\$68,272	\$,050,000
68	10	\$127,000	A	523,286	\$622,364	\$,005,050	542,243	\$10,943	\$,050,000
69	11	\$127,000	A	542,833	\$671,217	\$,005,050	544,643	\$1,256,643	\$,050,000
70	12	\$127,000	A	572,557	\$718,517	\$,005,050	576,245	\$1,294,445	\$,050,000
71	13	\$127,000	A	724,958	\$755,086	\$,005,050	1,406,583	\$1,437,433	\$,050,000
72	14	\$127,000	A	783,177	\$811,827	\$,005,050	1,564,728	\$1,500,778	\$,050,000
73	15	\$127,000	A	799,988	\$799,988	\$,005,050	1,724,384	\$1,618,384	\$,050,000
74	16	\$127,000	A	802,734	\$821,734	\$,005,050	1,885,784	\$1,885,784	\$,050,000
75	17	\$127,000	A	790,223	\$790,223	\$,005,050	2,051,482	\$2,031,482	\$,050,000
76	18	\$127,000	A	759,918	\$759,918	\$,005,050	2,220,917	\$2,220,917	\$,050,000
77	19	\$127,000	A	707,981	\$5,005,050	\$,005,050	2,392,873	\$2,392,873	\$,050,000
78	20	\$127,000	A	428,991	\$428,991	\$,005,050	2,552,909	\$2,552,909	\$,050,000
79	21	\$2,840,000	A	384,235	\$384,235	\$,005,050	2,620,664	\$2,620,664	\$,050,000
80	22	\$0	A	83,770	\$83,770	\$,005,050	2,682,470	\$2,682,470	\$,050,000
81	23	\$0	A	0	0	\$,005,050	2,496,562	\$2,496,562	\$,050,000
82	24	\$0	A	0	0	\$,005,050	2,721,260	\$2,721,260	\$,050,000
83	25	\$0	A	0	0	\$,005,050	2,735,027	\$1,000,000	\$,050,000

Illustration For: Buy-Sell Agreement Partner B									
Standard Non-Tobacco									
Age: 58 Male									
Initial Option:	1 (Level)	Initial Premium:	\$127,000.00 (A)						
Initial Death Benefit:	\$5,000,000	Additional Lump Sum:	\$0						
Current Death Benefit:	\$0	Guaranteed Interest Rate:	5.00% (5.00% Beginning of Year 16)						
Guaranteed Interest Rate:	3.00%								

Illustration For: Buy-Sell Agreement Partner B									
Standard Non-Tobacco									
Age: 58 Male									
Initial Option:	1 (Level)	Initial Premium:	\$127,000.00 (A)						
Initial Death Benefit:	\$5,000,000	Additional Lump Sum:	\$0						
Current Death Benefit:	\$0	Guaranteed Interest Rate:	5.00% (5.00% Beginning of Year 16)						
Guaranteed Interest Rate:	3.00%								

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Page 1 of 2

THIS IS A PROPOSAL, NOT A CONTRACT. THIS ILLUSTRATION HAS BEEN REQUESTED IN THIS FORMAT AND IS NOT VALID UNLESS ACCOMPANIED BY ALL ACCUMULATED, CASH SURRENDER AND GUARANTEED VALUES AND FOOTNOTES.

Page 2 of 2

Designed for
Buy-Sell Agreement Partner A

Tabular Detail

Pan-American Centennial 30 - Term Life Insurance

Male Age 45

Form #37PP

Initial Coverage Summary:

PAN-AMERICAN CENTENNIAL 30 DEATH BENEFIT	\$5,000,000	To Age 75	Annual Premium \$25,525.00	Annualized Premium \$25,525.00
Terminal Illness Accelerated Benefit Rider		70		

Premium Class Male Non-Tobacco	End of Year	Age	Guaranteed	
			Annualized Premiums Paid	Death Benefit
	1	46	25,525	5,000,000
	2	47	25,525	5,000,000
	3	48	25,525	5,000,000
	4	49	25,525	5,000,000
	5	50	25,525	5,000,000
	6	51	25,525	5,000,000
	7	52	25,525	5,000,000
	8	53	25,525	5,000,000
	9	54	25,525	5,000,000
	10	55	25,525	5,000,000
			255,250	
	11	56	25,525	5,000,000
	12	57	25,525	5,000,000
	13	58	25,525	5,000,000
	14	59	25,525	5,000,000
	15	60	25,525	5,000,000
	16	61	25,525	5,000,000
	17	62	25,525	5,000,000
	18	63	25,525	5,000,000
	19	64	25,525	5,000,000
	20	65	25,525	5,000,000
			510,500	
	21	66	25,525	5,000,000
	22	67	25,525	5,000,000
	23	68	25,525	5,000,000
	24	69	25,525	5,000,000
	25	70	25,525	5,000,000
	26	71	25,525	5,000,000
	27	72	25,525	5,000,000
	28	73	25,525	5,000,000
	29	74	25,525	5,000,000
	30	75	25,525	5,000,000
			765,750	

This illustration is for an individual term life insurance policy.

Form #37PP

Presented by: Naima Velásquez

Acuerdo de Compra-Venta Accionista A Término : Pagina 82



Designed for
Buy-Sell Agreement - Partner B

Tabular Detail

Male Age 58

Pan-American Centennial 30 - Term Life Insurance
Form #37PP

Initial Coverage Summary:	Amount	To Age	Annual Premium	Annualized Premium
PAN-AMERICAN CENTENNIAL 30 DEATH BENEFIT	\$5,000,000	88	\$75,675.00	\$75,675.00
Terminal Illness Accelerated Benefit Rider		70		

Premium Class Male Non-Tobacco	End of Year	Age	Guaranteed	
			Annualized Premiums Paid	Death Benefit
	1	59	75,675	5,000,000
	2	60	75,675	5,000,000
	3	61	75,675	5,000,000
	4	62	75,675	5,000,000
	5	63	75,675	5,000,000
	6	64	75,675	5,000,000
	7	65	75,675	5,000,000
	8	66	75,675	5,000,000
	9	67	75,675	5,000,000
	10	68	75,675	5,000,000
			756,750	
	11	69	75,675	5,000,000
	12	70	75,675	5,000,000
	13	71	75,675	5,000,000
	14	72	75,675	5,000,000
	15	73	75,675	5,000,000
	16	74	75,675	5,000,000
	17	75	75,675	5,000,000
	18	76	75,675	5,000,000
	19	77	75,675	5,000,000
	20	78	75,675	5,000,000
			1,513,500	
	21	79	75,675	5,000,000
	22	80	75,675	5,000,000
	23	81	75,675	5,000,000
	24	82	75,675	5,000,000
	25	83	75,675	5,000,000
	26	84	75,675	5,000,000
	27	85	75,675	5,000,000
	28	86	75,675	5,000,000
	29	87	75,675	5,000,000
	30	88	75,675	5,000,000
			2,270,250	

This illustration is for an individual term life insurance policy.

Form #37PP

Presented by: Naíma Velásquez

Acuerdo de Compra-Venta Accionista B Término : Pagina 83



Manual de Conceptos de Ventas

Equiparación entre Herederos

EQUIPARACIÓN ENTRE HEREDEROS

CASO DE ESTUDIO

El Problema

¿Tiene el cliente una empresa en la cual trabajan algunos miembros de la familia y otros no? ¿Ha pensado él en lo que pasaría en caso de que ocurriera su muerte prematura?

El Ejemplo

El cliente es un profesional ecuatoriano de 55 años de edad que corre una compañía valorada en aproximadamente US\$12 millones. Tiene dos hijos, uno que trabaja con él desde su niñez y otro que nunca ha estado involucrado en la empresa y no está interesado. Al ocurrir su muerte prematura, al cliente le gustaría que su empresa pasara al hijo que siempre ha trabajado con él.

Sin embargo, sin planificación apropiada, su muerte resultaría en una reclamación potencial contra la empresa por parte del otro hijo que nunca contribuyó a su crecimiento y prosperidad. Esto causaría que el hijo activo en la empresa liquidara los activos de la compañía o se endeudara para satisfacer las reclamaciones de su hermano.

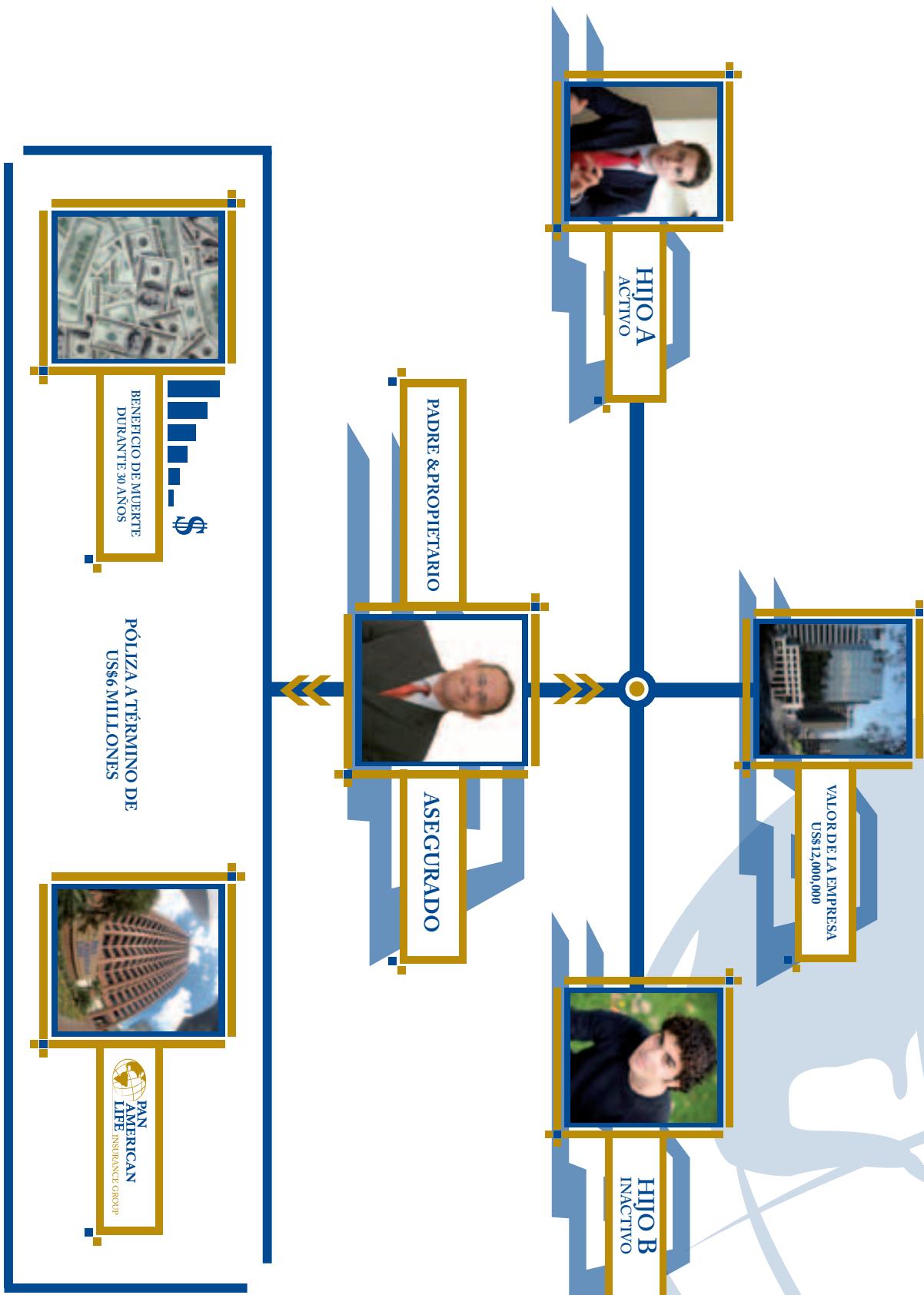
La Solución

Un “Acuerdo de Equiparación entre Herederos”, apoyado por una poliza de US\$6 millones sobre la vida del padre, le permitiría al hijo que administra la empresa mantener el control total de la firma y del otro hijo recibir las ganancias del beneficio de vida al ocurrir la muerte inesperada de su padre.

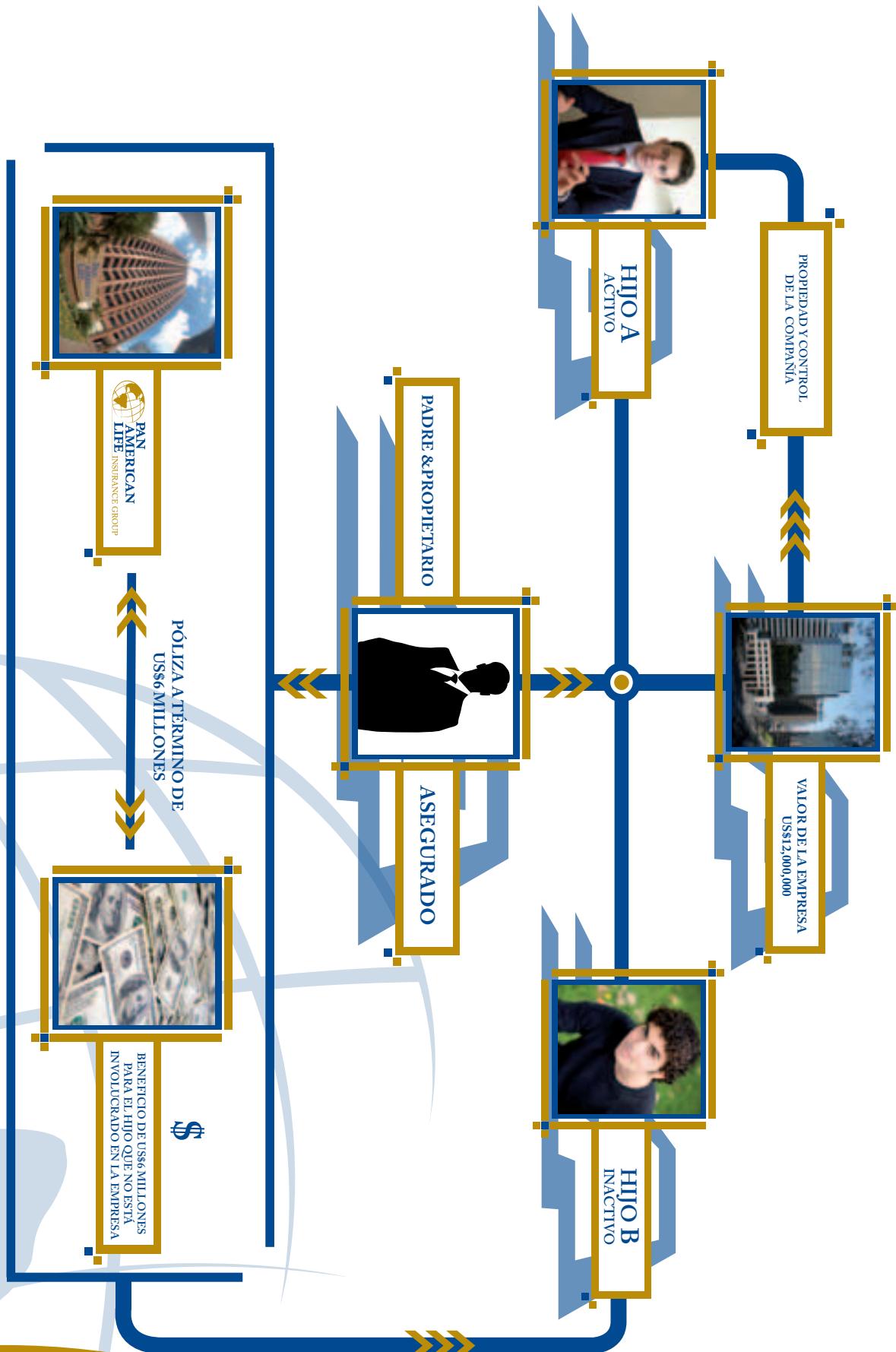
Una póliza Centennial de Pan-American por la cantidad de US\$6 millones sobre la vida del padre proveería la solución financiera a la compañía y a los hijos. El hijo que participa en la empresa mantendría el control de la Firma y el otro hijo recibiría las ganancias de la póliza de vida a cambio de los intereses de la compañía.



EQUIPARACIÓN ENTRE HEREDEROS (DURANTE LA VIDA)



EQUIPARACIÓN ENTRE HEREDEROS (DURANTE LA MUERTE)



Designed for
Hearing Equalization

Male Age 55

Pan-American Centennial - Term Life Insurance
Form #777P-2

Initial Coverage Summary:
PAN-AMERICAN CENTENNIAL DEATH BENEFIT
 Terminal Illness Accelerated Benefit Rider

Premium Classes
Male
Non-Tobacco

Premium Class	Age	Annualized Premium		To Premium	Annual Premium	Annualized Premium
		Year	End of Year			
	4	\$1,125	\$1,125	\$1,125	\$1,125	\$1,125
	5	56	92,955	8,000.000	\$92,955.00	\$92,955.00
	6	57	92,955	8,000.000	\$92,955.00	\$92,955.00
	7	58	92,955	8,000.000	\$92,955.00	\$92,955.00
	8	59	92,955	8,000.000	\$92,955.00	\$92,955.00
	9	60	92,955	8,000.000	\$92,955.00	\$92,955.00
	10	61	92,955	8,000.000	\$92,955.00	\$92,955.00
	11	62	92,955	8,000.000	\$92,955.00	\$92,955.00
	12	63	92,955	8,000.000	\$92,955.00	\$92,955.00
	13	64	92,955	8,000.000	\$92,955.00	\$92,955.00
	14	65	92,955	8,000.000	\$92,955.00	\$92,955.00
	15	66	92,955	8,000.000	\$92,955.00	\$92,955.00
	16	67	92,955	8,000.000	\$92,955.00	\$92,955.00
	17	68	92,955	8,000.000	\$92,955.00	\$92,955.00
	18	69	92,955	8,000.000	\$92,955.00	\$92,955.00
	19	70	92,955	8,000.000	\$92,955.00	\$92,955.00
	20	71	92,955	8,000.000	\$92,955.00	\$92,955.00
	<u>1,885,700</u>					
	21	78	92,955	6,000.000	\$6,000.000	\$6,000.000
	22	77	92,955	6,000.000	\$6,000.000	\$6,000.000
	23	78	92,955	6,000.000	\$6,000.000	\$6,000.000
	24	79	92,955	6,000.000	\$6,000.000	\$6,000.000
	25	80	92,955	6,000.000	\$6,000.000	\$6,000.000
	26	81	92,955	6,000.000	\$6,000.000	\$6,000.000
	27	82	92,955	6,000.000	\$6,000.000	\$6,000.000
	28	83	92,955	6,000.000	\$6,000.000	\$6,000.000
	29	84	92,955	6,000.000	\$6,000.000	\$6,000.000
	30	85	92,955	6,000.000	\$6,000.000	\$6,000.000
	<u>36,988,800</u>					

Tabular Detail

Theology remains as age 100.
The premises and Data are given below.
The assumptions in the Data are given below.
Theology remains as age 100.
Theology remains as age 100.
Theology remains as age 100.

Manual de Conceptos de Ventas

Transferencia de Patrimonio

TRANSFERENCIA DE PATRIMONIO

CASO DE ESTUDIO

El Problema

El cliente desea transferir una cantidad sustancial de su patrimonio a una generación más joven de su familia. Sin embargo, le gustaría hacerlo con un impacto mínimo sobre su patrimonio neto actual.

El Ejemplo

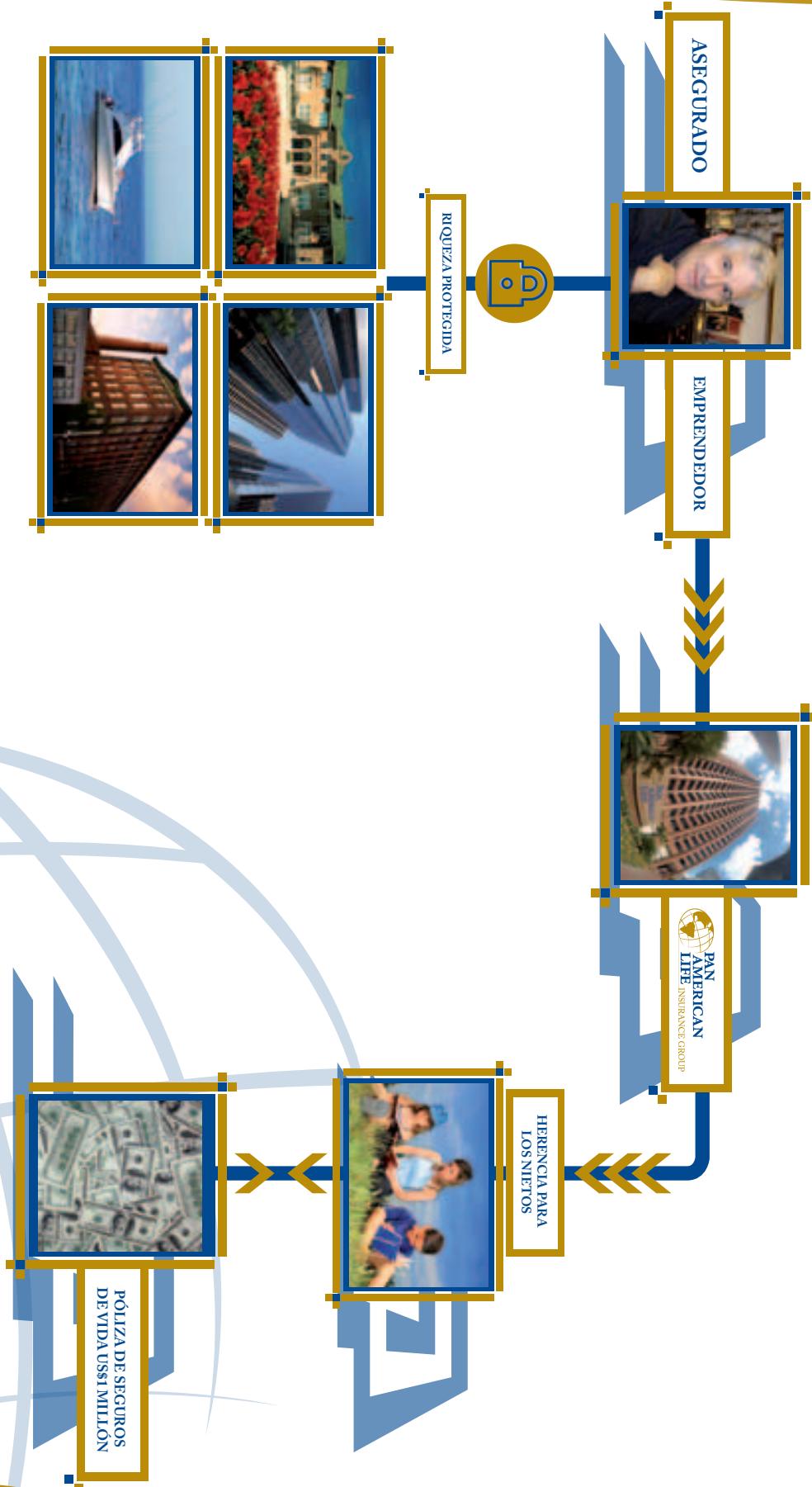
Un empresario venezolano de 70 años que desea establecer un patrimonio inmediato para sus nietos con el mínimo impacto posible sobre su patrimonio neto actual.

La Solución

El cliente paga una prima única de US\$500,000 en una póliza de vida universal NexGen con una suma asegurada de US\$1 millón. Para el 6º año de la vida de la póliza él ha recuperado su contribución inicial al plan, y además sus nietos recibirán la cantidad de US\$1 millón de suma asegurada en caso de fallecimiento del cliente.



TRANSFERENCIA DE PATRIMONIO



NexGen UL

Illustration For: Wealth Transfer

Provided By: Naima Velásquez

Age: 70 Male

Standard Non-Tobacco

Initial Death Benefit: \$1,000,000

Initial Option: 1 (Level)

Additional Lump Sum: \$0

Initial Premium: \$500,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider				Class/Rating			Amount/Duration		
Terminal Illness Rider									
Age	End At Year	Outlay	Mode	Guaranteed Values			Current Values		
Year	At Yr	Annual Outlay	Mode	Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
71	1	500,000	A	410,876	445,136	1,000,000	425,225	459,485	1,000,000
72	2	0	A	409,656	442,516	1,000,000	439,700	472,560	1,000,000
73	3	0	A	406,430	437,900	1,000,000	454,577	486,047	1,000,000
74	4	0	A	400,941	431,031	1,000,000	469,676	499,766	1,000,000
75	5	0	A	394,075	421,565	1,000,000	486,435	513,925	1,000,000
76	6	0	A	384,291	409,051	1,000,000	503,216	527,976	1,000,000
77	7	0	A	370,807	392,847	1,000,000	520,326	542,366	1,000,000
78	8	0	A	352,735	372,045	1,000,000	537,839	557,149	1,000,000
79	9	0	A	328,890	345,470	1,000,000	555,931	572,511	1,000,000
80	10	0	A	297,890	311,750	1,000,000	574,077	587,937	1,000,000
81	11	0	A	257,990	269,120	1,000,000	592,052	603,182	1,000,000
82	12	0	A	207,015	215,425	1,000,000	609,973	618,383	1,000,000
83	13	0	A	142,347	148,027	1,000,000	627,128	632,808	1,000,000
84	14	0	A	60,234	63,194	1,000,000	641,978	644,938	1,000,000
85	15	0	A	0	0	0	654,559	654,559	1,000,000
86	16	0	A				667,205	667,205	1,000,000
87	17	0	A				677,422	677,422	1,000,000
88	18	0	A				685,613	685,613	1,000,000
89	19	0	A				691,293	691,293	1,000,000
90	20	0	A				693,858	693,858	1,000,000
Total Premiums Paid \$500,000									
95	25	0	A				646,696	646,696	1,000,000
100	30	0	A				245,432	245,432	1,000,000
102	32	0	A				0	0	0

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Manual de Conceptos de Ventas



Seguro de Vida como Tipo de Activo

SEGURO DE VIDA COMO TIPO DE ACTIVO

CASO DE ESTUDIO

El Problema

El cliente cuenta con una cartera de inversiones bien diversificada y está buscando un refugio seguro para su cartera de inversiones para compensar pérdidas financieras pasadas. Un producto de acumulación de valores en efectivo a largo plazo representa una clase separada de activos y el vehículo ideal para esta situación.

El Ejemplo

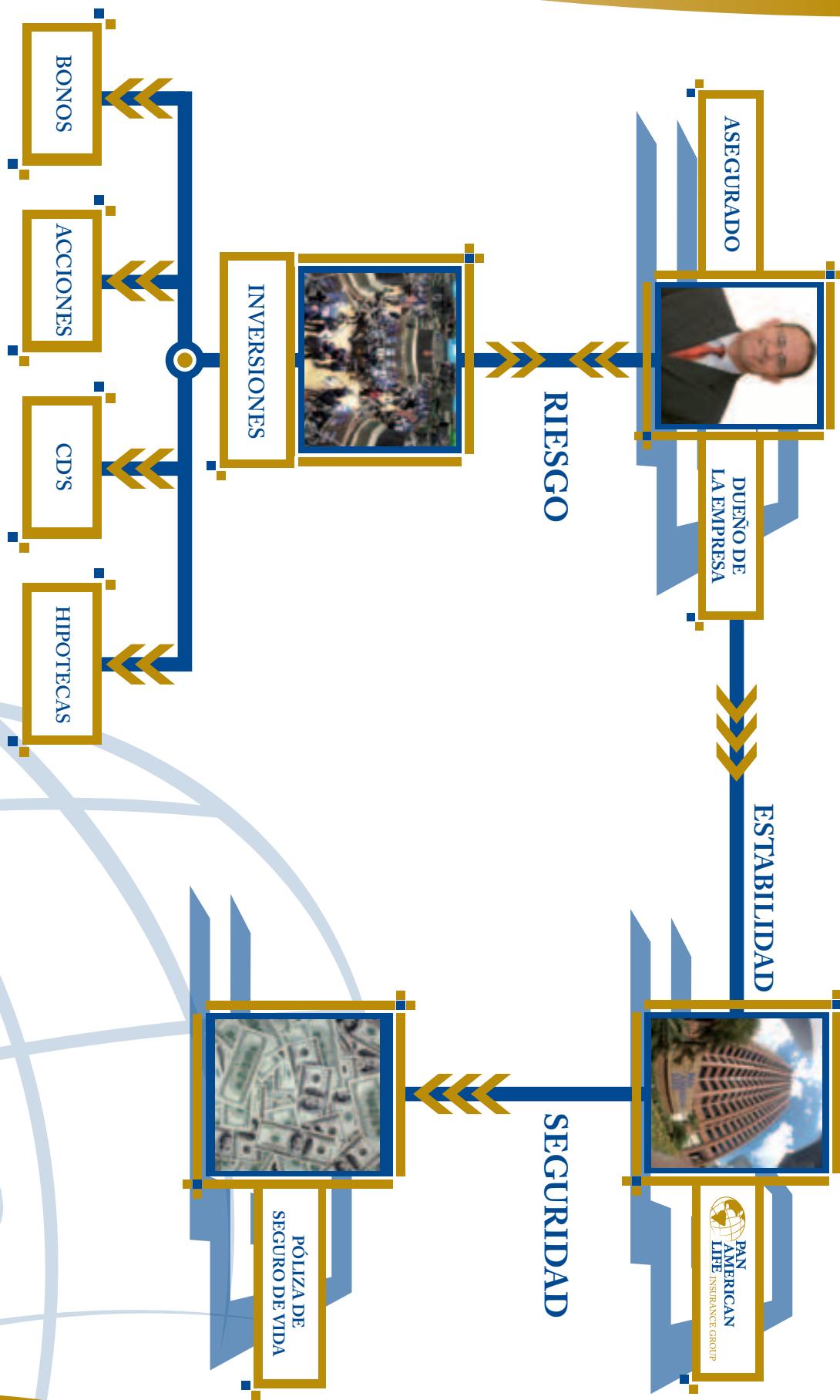
El cliente es un peruano de 50 años, buscando invertir US\$100,000 como parte de su estrategia de diversificación de inversión en contra de inversiones riesgosas.

La Solución

Una póliza de vida universal con una cobertura de US\$200,000 con una prima única de US\$100,000 le proporcionará al cliente un rendimiento sobre su inversión actual y un beneficio de muerte atractivo en los años futuros.



SEGURO DE VIDA COMO TIPO DE ACTIVO



NexGen U.L.

Illustration For: Life Insurance As An Asset Class

Provided By: Naima Wellsquare

Initial Death Benefit: \$200,000

Additional Lump Sum: \$0

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Rider:

Bridger		ClassBridger AmountQualified	
Terminal Illness Rider			
Age	End Of Year	Annual Outlay	Mode
52	1	\$10,013	A
52	2	8,119	A
53	3	6,568	A
54	4	5,264	A
55	5	4,115	A
56	6	3,124	A
57	7	2,285	A
58	8	1,512	A
59	9	1,019	A
60	10	699	A
61	11	486	A
62	12	352	A
63	13	256	A
64	14	181	A
65	15	127	A
66	16	89	A
67	17	62	A
68	18	43	A
69	19	31	A
70	20	22	A
71	21	16	A
72	22	11	A
73	23	8	A
74	24	6	A
75	25	4	A
76	26	3	A
77	27	2	A
78	28	1	A
79	29	0	A
80	30	0	A

Bridger

ClassBridger AmountQualified

Terminal Illness Rider

Age	End Of Year	Annual Outlay	Mode	Cash Surrender Value	Accrued Death Benefit	Death Value
52	1	\$10,013	A	98,707	94,115	200,000
52	2	8,119	A	93,119	96,435	200,000
53	3	6,568	A	83,768	98,742	200,000
54	4	5,264	A	78,054	101,014	200,000
55	5	4,115	A	73,885	101,511	200,000
56	6	3,124	A	69,268	105,951	200,000
57	7	2,285	A	64,652	109,359	200,000
58	8	1,512	A	59,938	112,692	200,000
59	9	1,019	A	55,195	115,939	200,000
60	10	699	A	50,437	118,989	200,000
61	11	486	A	45,668	121,939	200,000
62	12	352	A	40,890	124,889	200,000
63	13	256	A	36,102	127,839	200,000
64	14	181	A	31,314	130,789	200,000
65	15	127	A	26,526	133,739	200,000
66	16	89	A	21,738	136,689	200,000
67	17	62	A	16,950	139,639	200,000
68	18	43	A	12,162	142,589	200,000
69	19	31	A	7,374	144,539	200,000
70	20	22	A	2,586	146,489	200,000
71	21	16	A	-1,000	148,439	200,000
72	22	11	A	-5,886	150,389	200,000
73	23	8	A	-10,772	152,339	200,000
74	24	6	A	-15,658	154,289	200,000
75	25	4	A	-20,544	156,239	200,000
76	26	3	A	-25,430	158,189	200,000
77	27	2	A	-30,316	160,139	200,000
78	28	1	A	-35,202	162,089	200,000
79	29	0	A	-40,088	163,939	200,000
80	30	0	A	-44,974	165,889	200,000

Bridger

ClassBridger AmountQualified

Terminal Illness Rider

Illustration For: Life Insurance As An Asset Class

Provided By: Naima Wellsquare

Initial Death Benefit: \$200,000

Additional Lump Sum: \$0

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Rider:

Bridger		ClassBridger AmountQualified	
Terminal Illness Rider			
Age	End Of Year	Annual Outlay	Mode
52	1	\$10,013	A
52	2	8,119	A
53	3	6,568	A
54	4	5,264	A
55	5	4,115	A
56	6	3,124	A
57	7	2,285	A
58	8	1,512	A
59	9	1,019	A
60	10	699	A
61	11	486	A
62	12	352	A
63	13	256	A
64	14	181	A
65	15	127	A
66	16	89	A
67	17	62	A
68	18	43	A
69	19	31	A
70	20	22	A
71	21	16	A
72	22	11	A
73	23	8	A
74	24	6	A
75	25	4	A
76	26	3	A
77	27	2	A
78	28	1	A
79	29	0	A
80	30	0	A

Bridger

ClassBridger AmountQualified

Terminal Illness Rider

Bridger

ClassBridger AmountQualified

Terminal Illness Rider

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Seguro de Vida como Tipo de Activo : Pagina 87 - 88

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Manual de Conceptos de Ventas

Cómo Maximizar el NexGen UL



**Para Solucionar las Necesidades Financieras de los
Individuos y Dueños de Empresas con un Alto Patrimonio Neto**

Cómo Maximizar el NexGen UL

Contenido

1. Reduciendo el periodo del pago de primas

- 5 Pagos
- 10 Pagos
- Prima única

2. Comparación del Producto NexGen vs. Término

3. Ilustrando la opción de reembolso de primas

4. Fondo para la jubilación

5. Vendiendo a personas de edad avanzada



CASOS

Caso #1a – Reduciendo los Años de Pagos (5 Pagos)

Hombre de negocios de 45 años de edad, no fumador con la capacidad financiera de contribuir altas primas durante 5 años, opción 1.

- Suma Asegurada de US\$1,000,000
- Pago de US\$45,000 de primas hasta la edad de 50
- Total de primas pagadas a la edad de 50 es de US\$225,000
- Valor de rescate de US\$235,119 a los 53 años
- La póliza está vigente hasta la edad de 120 en valores corrientes



NexGen UL

Age: 45, Male
Provided By: Pan American
Initial Option: 1 (Level)
Initial Death Benefit: \$1,000,000
Initial Premium: \$45,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

Illustration For: 5 payments
Initial Death Benefit: \$1,000,000
Additional Lump Sum: \$0
Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Risks:

Basic

Terminal Illness Rider

Age End At Or Year	Annual Mode	Guaranteed Values			Current Values		
		Cash Surrender Value	Accrued Value	Death Benefit	Cash Surrender Value	Accrued Value	Death Benefit
45	A	\$5,490	\$4,945	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
46	I	\$5,500	\$5,213	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
47	I	\$5,500	\$4,873	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
48	I	\$5,500	\$4,533	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
49	I	\$5,500	\$4,193	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
50	I	\$5,500	\$3,853	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
Total	B	\$265,000	\$265,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
51	A	\$90,312	\$79,582	\$1,000,000	\$213,233	\$239,418	\$1,000,000
52	I	\$0	\$210,656	\$1,000,000	\$222,988	\$239,458	\$1,000,000
53	I	\$0	\$205,041	\$1,000,000	\$215,521	\$244,519	\$1,000,000
54	I	\$0	\$204,545	\$1,000,000	\$216,123	\$248,662	\$1,000,000
55	I	\$0	\$204,694	\$1,000,000	\$216,346	\$249,435	\$1,000,000
56	I	\$0	\$212,489	\$266,113	\$1,000,000	\$270,984	\$278,480
57	I	\$0	\$215,632	\$221,932	\$1,000,000	\$282,974	\$289,144
58	I	\$0	\$218,443	\$224,413	\$1,000,000	\$295,543	\$299,411
59	I	\$0	\$220,770	\$222,838	\$1,000,000	\$308,120	\$310,180
60	I	\$0	\$222,667	\$222,667	\$1,000,000	\$311,440	\$311,440
61	I	\$0	\$221,374	\$221,374	\$1,000,000	\$315,808	\$315,808
62	I	\$0	\$219,942	\$219,942	\$1,000,000	\$319,634	\$319,634
63	I	\$0	\$217,048	\$217,048	\$1,000,000	\$315,937	\$315,937
64	I	\$0	\$212,871	\$212,871	\$1,000,000	\$311,463	\$311,463
65	I	\$0	\$207,275	\$207,275	\$1,000,000	\$307,919	\$307,919
66	I	\$0	\$206,288	\$206,288	\$1,000,000	\$308,919	\$308,919
67	I	\$0	\$191,423	\$191,423	\$1,000,000	\$313,693	\$313,693
68	I	\$0	\$181,197	\$181,197	\$1,000,000	\$317,738	\$317,738
69	I	\$0	\$180,795	\$180,795	\$1,000,000	\$317,738	\$317,738
70	I	\$0	\$154,072	\$154,072	\$1,000,000	\$483,480	\$483,480
71	I	\$0	\$136,822	\$136,822	\$1,000,000	\$502,074	\$502,074
72	I	\$0	\$129,713	\$129,713	\$1,000,000	\$521,126	\$521,126
73	I	\$0	\$96,624	\$96,624	\$1,000,000	\$540,710	\$540,710
74	I	\$0	\$67,754	\$67,754	\$1,000,000	\$560,883	\$560,883
75	I	\$0	\$27,337	\$27,337	\$1,000,000	\$581,612	\$581,612

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NexGen UL

Age: 45, Male
Provided By: Pan American
Initial Option: 1 (Level)
Initial Death Benefit: \$1,000,000
Initial Premium: \$45,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Illustration For: 5 payments
Initial Death Benefit: \$1,000,000
Additional Lump Sum: \$0
Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Risks:

Basic

Terminal Illness Rider

Age End At Or Year	Annual Mode	Guaranteed Values			Current Values		
		Cash Surrender Value	Accrued Value	Death Benefit	Cash Surrender Value	Accrued Value	Death Benefit
76	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
77	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
78	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
79	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
80	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
81	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
82	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
83	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
84	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
85	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
86	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
87	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
88	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
89	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
90	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
91	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
92	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
93	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
94	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
95	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
96	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
97	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
98	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
99	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
100	I	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
		Total Premium Paid \$225,000					

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Caso #1b – Reduciendo los Años de Pagos (10 Pagos)

Hombre de negocios de 45 años de edad, no fumador con la capacidad financiera de contribuir altas primas durante 10 años, opción 1.

- Suma Asegurada de US\$1,000,000
- Paga US\$25,000 de primas hasta la edad de 55
- Total de primas pagadas a la edad de 55 años es de US\$250,000
- Valor de rescate de US\$253,475 a los 55 años de edad
- La póliza está vigente hasta la edad de 120 en valores corrientes





NexGen UL

Illustration For: 10 payments
Provided By: Pan American
Initial Death Benefit: \$1,000,000
Additional Lump Sum: \$0
Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:
None

Basic

Terminal illness Rider

Age	End	At	Or	Annual	Mode	Guaranteed Values		Current Values	
						Cash Surre	Accum Value	Death Benefit	Cash Surre
45	1	25	0	A	3	13,473	1,004,600	0	14,722
46	2	25	0	A	13,215	30,035	1,005,500	19,267	36,981
47	3	25	0	A	13,055	0	1,005,500	39,428	40,428
48	4	25	0	A	12,913	70,375	1,005,000	44,817	62,817
49	5	25	0	A	12,784	1,005,000	92,795	111,995	1,000,000
50	6	25	0	A	12,664	1,005,000	111,995	111,995	1,000,000
51	7	25	0	A	12,553	1,005,000	122,097	129,177	1,000,000
52	8	25	0	A	12,443	1,005,000	130,507	146,117	1,000,000
53	9	25	0	A	12,333	1,005,000	138,697	186,489	1,000,000
54	10	25	0	A	12,223	1,005,000	146,489	229,988	1,000,000
55	11	25	0	A	12,113	1,005,000	153,473	267,443	1,000,000
56	12	25	0	A	12,003	1,005,000	160,458	292,948	1,000,000
57	13	25	0	A	11,893	1,005,000	167,443	317,443	1,000,000
58	14	25	0	A	11,783	1,005,000	174,428	341,928	1,000,000
59	15	25	0	A	11,673	1,005,000	181,413	365,413	1,000,000
60	16	25	0	A	11,563	1,005,000	188,398	388,898	1,000,000
61	17	25	0	A	11,453	1,005,000	195,383	412,383	1,000,000
62	18	25	0	A	11,343	1,005,000	202,368	435,868	1,000,000
63	19	25	0	A	11,233	1,005,000	209,353	459,353	1,000,000
64	20	25	0	A	11,123	1,005,000	216,338	482,838	1,000,000
65	21	25	0	A	11,013	1,005,000	223,323	506,323	1,000,000
66	22	25	0	A	10,903	1,005,000	230,308	529,808	1,000,000
67	23	25	0	A	10,793	1,005,000	237,293	553,293	1,000,000
68	24	25	0	A	10,683	1,005,000	244,278	576,778	1,000,000
69	25	25	0	A	10,573	1,005,000	251,263	600,263	1,000,000
70	26	25	0	A	10,463	1,005,000	258,248	623,748	1,000,000
71	27	25	0	A	10,353	1,005,000	265,233	647,233	1,000,000
72	28	25	0	A	10,243	1,005,000	272,218	670,718	1,000,000
73	29	25	0	A	10,133	1,005,000	279,203	694,203	1,000,000
74	30	25	0	A	10,023	1,005,000	286,188	717,688	1,000,000
75	31	25	0	A	9,913	1,005,000	293,173	741,173	1,000,000
76	32	25	0	A	9,803	1,005,000	300,158	764,658	1,000,000
77	33	25	0	A	9,693	1,005,000	307,143	788,143	1,000,000
78	34	25	0	A	9,583	1,005,000	314,128	811,628	1,000,000
79	35	25	0	A	9,473	1,005,000	321,113	835,113	1,000,000
80	36	25	0	A	9,363	1,005,000	328,098	858,598	1,000,000
81	37	25	0	A	9,253	1,005,000	335,083	882,083	1,000,000
82	38	25	0	A	9,143	1,005,000	342,068	905,568	1,000,000
83	39	25	0	A	9,033	1,005,000	349,053	929,053	1,000,000
84	40	25	0	A	8,923	1,005,000	356,038	952,538	1,000,000
85	41	25	0	A	8,813	1,005,000	363,023	976,023	1,000,000
86	42	25	0	A	8,703	1,005,000	370,008	999,508	1,000,000
87	43	25	0	A	8,593	1,005,000	377,003	1,000,000	1,000,000
88	44	25	0	A	8,483	1,005,000	384,008	1,000,000	1,000,000
89	45	25	0	A	8,373	1,005,000	391,003	1,000,000	1,000,000
90	46	25	0	A	8,263	1,005,000	398,008	1,000,000	1,000,000
91	47	25	0	A	8,153	1,005,000	405,003	1,000,000	1,000,000
92	48	25	0	A	8,043	1,005,000	412,008	1,000,000	1,000,000
93	49	25	0	A	7,933	1,005,000	419,003	1,000,000	1,000,000
94	50	25	0	A	7,823	1,005,000	426,008	1,000,000	1,000,000
95	51	25	0	A	7,713	1,005,000	433,003	1,000,000	1,000,000
96	52	25	0	A	7,603	1,005,000	440,008	1,000,000	1,000,000
97	53	25	0	A	7,493	1,005,000	447,003	1,000,000	1,000,000
98	54	25	0	A	7,383	1,005,000	454,008	1,000,000	1,000,000
99	55	25	0	A	7,273	1,005,000	461,003	1,000,000	1,000,000
100	56	25	0	A	7,163	1,005,000	468,008	1,000,000	1,000,000
101	57	25	0	A	7,053	1,005,000	475,003	1,000,000	1,000,000
102	58	25	0	A	6,943	1,005,000	482,008	1,000,000	1,000,000
103	59	25	0	A	6,833	1,005,000	489,003	1,000,000	1,000,000
104	60	25	0	A	6,723	1,005,000	496,008	1,000,000	1,000,000
105	61	25	0	A	6,613	1,005,000	503,003	1,000,000	1,000,000
106	62	25	0	A	6,503	1,005,000	510,008	1,000,000	1,000,000
107	63	25	0	A	6,393	1,005,000	517,003	1,000,000	1,000,000
108	64	25	0	A	6,283	1,005,000	524,008	1,000,000	1,000,000
109	65	25	0	A	6,173	1,005,000	531,003	1,000,000	1,000,000
110	66	25	0	A	6,063	1,005,000	538,008	1,000,000	1,000,000
111	67	25	0	A	5,953	1,005,000	545,003	1,000,000	1,000,000
112	68	25	0	A	5,843	1,005,000	552,008	1,000,000	1,000,000
113	69	25	0	A	5,733	1,005,000	559,003	1,000,000	1,000,000
114	70	25	0	A	5,623	1,005,000	566,008	1,000,000	1,000,000
115	71	25	0	A	5,513	1,005,000	573,003	1,000,000	1,000,000
116	72	25	0	A	5,403	1,005,000	580,008	1,000,000	1,000,000
117	73	25	0	A	5,293	1,005,000	587,003	1,000,000	1,000,000
118	74	25	0	A	5,183	1,005,000	594,008	1,000,000	1,000,000
119	75	25	0	A	5,073	1,005,000	601,003	1,000,000	1,000,000
120	76	25	0	A	4,963	1,005,000	608,008	1,000,000	1,000,000
121	77	25	0	A	4,853	1,005,000	615,003	1,000,000	1,000,000
122	78	25	0	A	4,743	1,005,000	622,008	1,000,000	1,000,000
123	79	25	0	A	4,633	1,005,000	629,003	1,000,000	1,000,000
124	80	25	0	A	4,523	1,005,000	636,008	1,000,000	1,000,000
125	81	25	0	A	4,413	1,005,000	643,003	1,000,000	1,000,000
126	82	25	0	A	4,303	1,005,000	650,008	1,000,000	1,000,000
127	83	25	0	A	4,193	1,005,000	657,003	1,000,000	1,000,000
128	84	25	0	A	4,083	1,005,000	664,008	1,000,000	1,000,000
129	85	25	0	A	3,973	1,005,000	671,003	1,000,000	1,000,000
130	86	25	0	A	3,863	1,005,000	678,008	1,000,000	1,000,000
131	87	25	0	A	3,753	1,005,000	685,003	1,000,000	1,000,000
132	88	25	0	A	3,643	1,005,000	692,008	1,000,000	1,000,000
133	89	25	0	A	3,533	1,005,000	699,003	1,000,000	1,000,000
134	90	25	0	A	3,423	1,005,000	706,008	1,000,000	1,000,000
135	91	25	0	A	3,313	1,005,000	713,003	1,000,000	1,000,000
136	92	25	0	A	3,203	1,005,000	720,008	1,000,000	1,000,000
137	93	25	0	A	3,093	1,005,000	727,003	1,000,000	1,000,000
138	94	25	0	A	2,983	1,005,000	734,008	1,000,000	1,000,000
139	95	25	0	A	2,873	1,005,000	741,003	1,000,000	1,000,000
140	96	25	0	A	2,763	1,005,000	748,008	1,000,000	1,000,000
141	97	25	0	A	2,653	1,005,000	755,003	1,000,000	1,000,000
142	98	25	0	A	2,543	1,005,000	762,008	1,000,000	1,000,000
143	99	25	0	A	2,433	1,005,000	769,003	1,000,000	1,000,000
144	100	25	0	A	2,323	1,005,000	776,008	1,000,000	1,000,000
145	101	25	0	A	2,213	1,005,000	783,003	1,000,000	1,000,000
146	102	25	0	A	2,103	1,005,000	790,008	1,000,000</td	

Caso #1c – Reduciendo los Años de Pagos (Prima Única)

Hombre de negocios de 45 años de edad, no fumador con la capacidad financiera de contribuir solamente un pago, opción 1.

- Suma Asegurada de US\$1,000,000
- Una sola prima de US\$200,000 (20% del valor del beneficio)*
- Valor de rescate de US\$208,612 a los 51 años de edad
- La póliza está vigente hasta la edad de 120 del asegurado

* Si el asegurado tiene 30 años de edad, se disminuirá la prima por un 15% y para un individuo de 60 años aumenta un 40%.



NexGen UL

Illustration For: Single Premium, Case #1c

Provided By: Pan-American

Initial Death Benefit: \$1,000,000

Additional Lump Sum: \$0

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

- Biorider
- Terminal Illness Rider
- Classification Adjustment

Age	End At Or Year	Annual Outlays Mode	Cash Surrender Value	Accrued Value	Death Benefit	Cash Surrender Value	Accrued Value	Death Benefit
44	2	\$109,663	A	161,036	86,136	4,966,680	165,441	87,241
47	2	A	164,926	164,926	1,000,000	172,738	184,473	1,050,500
48	2	A	180,641	180,641	1,000,000	181,562	201,902	1,000,000
49	4	A	171,528	192,498	1,000,000	181,651	207,611	1,000,000
50	5	A	176,136	195,518	1,000,000	191,438	217,818	1,050,500
51	6	A	181,183	198,443	1,000,000	208,632	225,892	1,050,500
52	7	A	185,828	201,208	1,000,000	211,122	234,502	1,050,500
53	8	A	190,269	203,749	1,000,000	221,992	242,472	1,050,500
54	8	A	194,433	206,813	1,000,000	231,840	252,848	1,050,500
55	10	A	199,223	207,499	1,000,000	251,790	262,460	1,050,500
56	11	A	204,587	209,127	1,000,000	268,246	272,448	1,050,500
57	12	A	204,458	210,210	1,000,000	277,641	282,511	1,050,500
58	13	A	205,748	211,732	1,000,000	286,859	292,819	924
59	14	A	208,662	210,722	1,000,000	301,272	303,313	1,000,500
60	15	A	210,049	211,629	1,000,000	312,982	313,962	1,000,500
61	16	A	208,894	209,000	1,000,000	327,848	327,848	1,000,500
62	17	A	208,249	208,248	1,000,000	342,113	342,113	1,000,500
63	18	A	202,857	202,857	1,000,000	356,744	356,744	1,000,500
64	19	A	198,083	198,083	1,000,000	371,670	372,818	924
65	20	A	191,843	191,847	1,000,000	386,888	386,888	1,000,500
66	21	A	184,076	184,076	1,000,000	402,592	402,592	1,000,500
67	22	A	174,633	174,633	1,000,000	418,440	418,440	1,000,500
68	23	A	167,334	167,334	1,000,000	434,898	434,898	1,000,500
69	24	A	150,028	150,028	1,000,000	451,477	451,477	1,000,500
70	25	A	124,193	1,000,000	466,460	466,460	1,000,500	
71	26	A	115,722	115,722	1,000,000	485,810	485,810	1,000,500
72	27	A	93,577	93,577	1,000,000	507,517	507,517	1,000,500
73	28	A	61,038	61,038	1,000,000	521,593	521,593	1,000,500
74	29	A	35,672	35,672	1,000,000	540,662	540,662	1,000,500
75	30	A	0	0	556,938	556,938	556,938	1,000,500

Illustration For: Single Premium Case #1c

Provided By: Pan-American

Initial Death Benefit: \$1,000,000

Initial Option: 1 (Level)

Initial Premium: \$200,000.00 (A)

NexGen UL

Age: 45 Male

Standard Non-Tobacco

Initial Option: 1 (Level)

Initial Premium: \$200,000.00 (A)

Illustration For: Single Premium Case #1c

Provided By: Pan-American

Initial Death Benefit: \$1,000,000

Initial Option: 1 (Level)

Initial Premium: \$200,000.00 (A)

Age: 45 Male

Standard Non-Tobacco

Initial Option: 1 (Level)

Initial Premium: \$200,000.00 (A)

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Page 1 of 5

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Page 2 of 5

Caso #1c - Reduciendo los Años de Pagos: Pagina 93- 94



Caso #2a – Comparando NexGen con un Producto de Seguro a Término

Cliente no fumador de 45 años de edad, interesado en cobertura de vida por 30 años, opción 1.

- Suma Asegurada de US\$1,000,000
- Prima de US\$4,945 (misma prima de AF)
- La póliza está vigente hasta la edad de 72
- Valor de rescate

* Al ilustrar NexGen como plan a término durante 30 años y comparándolo con el seguro a término de AF, usted puede demostrar las opciones del producto NexGen.



NexGen UL

Illustration For: Term 30 Same Premium
Provided By: Pan American

Age: 45 Male
Standard Non-Tobacco

Initial Death Benefit: \$200,000
Additional Lump Sum: \$0

Initial Option: 1 (Level)
Initial Premium: \$4,945.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		
Primary Insured Rider		\$800,000 To Age 120

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
46	1	4,945	A	0	0	1,000,000	0	626	1,000,000
47	2	4,945	A	0	1,184	1,000,000	0	4,030	1,000,000
48	3	4,945	A	0	2,889	1,000,000	3,197	7,465	1,000,000
49	4	4,945	A	307	4,499	1,000,000	6,800	10,992	1,000,000
50	5	4,945	A	2,132	5,970	1,000,000	10,776	14,614	1,000,000
51	6	4,945	A	3,782	7,238	1,000,000	14,602	18,058	1,000,000
52	7	4,945	A	5,150	8,226	1,000,000	18,505	21,581	1,000,000
53	8	4,945	A	6,159	8,855	1,000,000	22,493	25,189	1,000,000
54	9	4,945	A	6,736	9,052	1,000,000	26,584	28,900	1,000,000
55	10	4,945	A	6,747	8,681	1,000,000	30,487	32,421	1,000,000
56	11	4,945	A	6,252	7,806	1,000,000	34,470	36,024	1,000,000
57	12	4,945	A	5,058	6,232	1,000,000	38,378	39,552	1,000,000
58	13	4,945	A	3,158	3,952	1,000,000	42,060	42,854	1,000,000
59	14	4,945	A	526	938	1,000,000	45,514	45,926	1,000,000
60	15	4,945	A	0	0	0	48,691	48,691	1,000,000
61	16	4,945	A				50,968	50,968	1,000,000
62	17	4,945	A				52,662	52,662	1,000,000
63	18	4,945	A				53,677	53,677	1,000,000
64	19	4,945	A				53,064	53,064	1,000,000
65	20	4,945	A				50,869	50,869	1,000,000
66	21	4,945	A				48,990	48,990	1,000,000
67	22	4,945	A				45,923	45,923	1,000,000
68	23	4,945	A				41,457	41,457	1,000,000
69	24	4,945	A				35,348	35,348	1,000,000
70	25	4,945	A				27,321	27,321	1,000,000
71	26	4,945	A				17,063	17,063	1,000,000
72	27	4,945	A				4,232	4,232	1,000,000
73	28	0	A				0	0	0

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2.90.0.30

Page 1 of 4

Caso #2a - Comparando NexGen con un Producto de Seguro a Término: Pagina 95



Case #2b – Comparando NexGen con un Producto de Seguro a Término

Cliente no fumador de 45 años de edad, interesado en cobertura de vida por 30 años, opción 1.

- Suma Asegurada de US\$1,000,000 (base de US\$200,000 + CSA)*
- Prima planeada- US\$7,500
- Total de primas pagadas - US\$112,500 (versus US\$148,350 del término)
- La póliza está vigente hasta la edad de 74 años

* Al ilustrar NexGen como plan a término durante 30 años y comparándolo con el seguro a término de AF, usted puede demostrar las opciones del producto NexGen.



NexGen UL

Illustration For: Term 30 Same Premium
Provided By: Pan American

Age: 45 Male
Standard Non-Tobacco

Initial Death Benefit: \$200,000
Additional Lump Sum: \$0

Initial Option: 1 (Level)
Initial Premium: \$7,500.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		
Primary Insured Rider		\$800,000 To Age 120

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
46	1	7,500	A	0	1,816	1,000,000	0	3,153	1,000,000
47	2	7,500	A	1,818	6,162	1,000,000	4,874	9,218	1,000,000
48	3	7,500	A	6,192	10,460	1,000,000	11,188	15,456	1,000,000
49	4	7,500	A	10,557	14,749	1,000,000	17,744	21,936	1,000,000
50	5	7,500	A	15,152	18,990	1,000,000	24,831	28,669	1,000,000
51	6	7,500	A	19,669	23,125	1,000,000	31,936	35,392	1,000,000
52	7	7,500	A	24,005	27,081	1,000,000	39,297	42,373	1,000,000
53	8	7,500	A	28,092	30,788	1,000,000	46,930	49,626	1,000,000
54	9	7,500	A	31,863	34,179	1,000,000	54,866	57,182	1,000,000
55	10	7,500	A	35,197	37,131	1,000,000	62,829	64,763	1,000,000
56	11	7,500	A	38,240	39,794	1,000,000	71,186	72,740	1,000,000
57	12	7,500	A	40,737	41,911	1,000,000	79,721	80,895	1,000,000
58	13	7,500	A	42,688	43,482	1,000,000	88,307	89,101	1,000,000
59	14	7,500	A	44,079	44,491	1,000,000	96,966	97,378	1,000,000
60	15	7,500	A	44,808	44,808	1,000,000	105,675	105,675	1,000,000
TOTAL		112,500							
61	16	0	A	36,846	36,846	1,000,000	106,675	106,675	1,000,000
62	17	0	A	27,468	27,468	1,000,000	107,045	107,045	1,000,000
63	18	0	A	16,418	16,418	1,000,000	106,699	106,699	1,000,000
64	19	0	A	3,472	3,472	1,000,000	104,684	104,684	1,000,000
65	20	0	A	0	0	0	101,048	101,048	1,000,000
66	21	0	A				97,678	97,678	1,000,000
67	22	0	A				93,071	93,071	1,000,000
68	23	0	A				87,014	87,014	1,000,000
69	24	0	A				79,262	79,262	1,000,000
70	25	0	A				69,536	69,536	1,000,000
71	26	0	A				57,518	57,518	1,000,000
72	27	0	A				42,863	42,863	1,000,000
73	28	0	A				25,149	25,149	1,000,000
74	29	0	A				3,861	3,861	1,000,000
75	30	0	A				0	0	0

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2.90.0.30

Page 1 of 4

Caso #2b - Comparando NexGen con un Producto de Seguro a Término: Pagina 96



Caso #3 – Utilizando la Opción 3 (Reembolso)

Ejecutivo clave no fumador de 45 años de edad

- Suma Asegurada de US\$2,500,000 (\$1.5million para la empresa y \$1 millón para la familia del ejecutivo)
- Prima pagada - US\$200,000 hasta la edad de 50
- Retiro de primas pagadas - US\$1,000,000 en el año 20
- La póliza está vigente hasta la edad de 104 en valores corrientes

* La empresa compra la póliza, paga las primas y aparece como dueño y beneficiario del seguro.



NexGen UL

Illustration For: Key Man	Age: 45 Male
Provided By: Pan American	Standard Non-Tobacco
Initial Death Benefit:	\$2,500,000
Additional Lump Sum:	\$0
Current Interest Rate:	5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate:	3.00%

This Proposal Includes The Following Risers:

Basis: Terminal Illness Rider

Age End At Or Year Yr	Annual Outlay Mode	Guaranteed Values			Current Values		
		Cash Surrender Value	Accum Value	Death Benefit	Cash Surrender Value	Accum Value	Death Benefit
46	1	250,000	111,559	1,671,108	2,780,000	115,735	1,710,043
47	2	280,000	106,787	2,004,671	2,980,000	110,488	2,086,303
48	3	300,000	101,459	1,847,209	3,140,000	105,918	1,974,488
49	4	320,000	962,784	2,310,000	3,265,000	1,007,799	2,386,949
50	5	350,000	910,428	2,880,000	3,480,000	979,828	3,027,931
TOTAL		\$1,000,000	A	914,324	2,810,000	1,017,318	3,031,110
51	6	0	847,223	997,273	3,040,000	1,077,984	3,110,834
52	7	0	912,480	1,026,185	3,240,000	1,140,194	3,283,000
53	8	0	975,448	1,124,258	3,420,000	1,211,543	3,493,000
54	9	0	1,038,543	1,162,218	3,580,000	1,285,984	3,587,000
55	10	0	1,101,448	1,189,485	3,740,000	1,369,206	3,780,000
56	11	0	1,164,448	1,216,653	3,890,000	1,451,726	3,881,726
57	12	0	1,228,788	1,255,473	4,050,000	1,534,887	4,051,887
58	13	0	1,292,448	1,295,673	4,210,000	1,622,170	4,212,170
59	14	0	1,355,448	1,336,448	4,370,000	1,714,859	4,371,859
60	15	0	1,418,448	1,375,448	4,530,000	1,812,539	4,532,539
61	16	0	1,481,448	1,415,448	4,690,000	1,911,219	4,691,219
62	17	0	1,544,448	1,455,448	4,850,000	2,010,899	4,851,899
63	18	0	1,607,448	1,505,448	5,010,000	2,110,579	5,011,579
64	19	0	1,670,448	1,555,448	5,170,000	2,210,259	5,171,259
65	20	0	1,733,448	1,605,448	5,330,000	2,309,939	5,331,939
66	21	0	1,796,448	1,655,448	5,490,000	2,409,619	5,491,619
67	22	0	1,859,448	1,705,448	5,650,000	2,509,299	5,651,299
68	23	0	1,922,448	1,755,448	5,810,000	2,608,979	5,811,979
69	24	0	1,985,448	1,805,448	5,970,000	2,708,659	5,971,659
70	25	0	2,048,448	1,855,448	6,130,000	2,808,339	6,131,339
71	26	0	2,111,448	1,905,448	6,290,000	2,908,019	6,291,019
72	27	0	2,174,448	1,955,448	6,450,000	3,007,699	6,451,699
73	28	0	2,237,448	2,005,448	6,610,000	3,107,379	6,611,379
74	29	0	2,299,448	2,055,448	6,770,000	3,207,059	6,771,059
75	30	0	2,362,448	2,105,448	6,930,000	3,306,739	6,931,739
76	31	0	2,425,448	2,155,448	7,090,000	3,406,419	7,091,419
77	32	0	2,488,448	2,205,448	7,250,000	3,506,099	7,251,099
78	33	0	2,551,448	2,255,448	7,410,000	3,605,779	7,411,779
79	34	0	2,614,448	2,305,448	7,570,000	3,705,459	7,571,459
80	35	0	2,677,448	2,355,448	7,730,000	3,805,139	7,731,139

NexGen UL

Illustration For: Key Man	Age: 45 Male
Provided By: Pan American	Standard Non-Tobacco
Initial Death Benefit:	\$2,500,000
Additional Lump Sum:	\$0
Current Interest Rate:	5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate:	3.00%

This Proposal Includes The Following Risers:

Basis: Cash Billing Accumulation

Age End At Or Year Yr	Annual Outlay Mode	Guaranteed Values			Current Values		
		Cash Surrender Value	Accum Value	Death Benefit	Cash Surrender Value	Accum Value	Death Benefit
76	21	0	A	1,725,000	1,725,000	1,725,000	1,725,000
77	22	0	A	1,786,500	1,786,500	1,786,500	1,786,500
78	23	0	A	1,848,000	1,848,000	1,848,000	1,848,000
79	24	0	A	1,909,500	1,909,500	1,909,500	1,909,500
80	25	0	A	1,971,000	1,971,000	1,971,000	1,971,000
Initial Option: 3 (Return of Premium)		Initial Premium: \$200,000.00 (A)					
Current Interest Rate: 5.00% (6.00% Beginning of Year 16)							
Guaranteed Interest Rate: 3.00%							

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Page 2 of 5

Caso #3 - Utilizando la Opción 3 (Reembolso): Pagina 97 - 98



Caso #4 – Retirando Cantidades en Efectivo para la Jubilación

Cliente de 35 años de edad pagando mensualmente primas de US\$1,000 y retirando 3 veces la prima pagada después de los 65 años.

- Suma Asegurada de US\$1,000,000
- Prima deseada- US\$8,960
- Prima planeada - US\$12,000
- Valores garantizados - US\$385,472 a la edad de 65
- Valor de rescate- US\$717,578 a los 65 años
- La póliza está vigente hasta la edad de 109

* Plan de Retiro Ilustrado con seguro de vida universal NexGen para no fumadores, opción 1.



NexGen UL

Illustration For: Retirement Plan

Provided By: Pan American

Age: 35 Male

Standard Non-Tobacco

Initial Death Benefit: \$1,000,000

Initial Option: 1 (Level)

Additional Lump Sum: \$0

Initial Premium: \$12,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
36	1	12,000	A	0	4,834	1,000,000	0	5,012	1,000,000
37	2	12,000	A	748	15,058	1,000,000	1,597	15,907	1,000,000
38	3	12,000	A	11,391	25,531	1,000,000	13,170	27,310	1,000,000
39	4	12,000	A	22,284	36,244	1,000,000	25,250	39,210	1,000,000
40	5	12,000	A	34,425	47,215	1,000,000	38,855	51,645	1,000,000
41	6	12,000	A	46,906	58,426	1,000,000	53,113	64,633	1,000,000
42	7	12,000	A	59,619	69,869	1,000,000	67,930	78,180	1,000,000
43	8	12,000	A	72,544	81,524	1,000,000	83,308	92,288	1,000,000
44	9	12,000	A	85,655	93,375	1,000,000	99,254	106,974	1,000,000
45	10	12,000	A	98,965	105,415	1,000,000	115,795	122,245	1,000,000
46	11	12,000	A	112,828	118,008	1,000,000	133,311	138,491	1,000,000
47	12	12,000	A	126,898	130,808	1,000,000	151,491	155,401	1,000,000
48	13	12,000	A	141,211	143,861	1,000,000	170,350	173,000	1,000,000
49	14	12,000	A	155,835	157,215	1,000,000	190,034	191,414	1,000,000
50	15	12,000	A	170,851	170,851	1,000,000	210,678	210,678	1,000,000
51	16	12,000	A	184,733	184,733	1,000,000	233,065	233,065	1,000,000
52	17	12,000	A	198,819	198,819	1,000,000	256,771	256,771	1,000,000
53	18	12,000	A	213,069	213,069	1,000,000	281,767	281,767	1,000,000
54	19	12,000	A	227,453	227,453	1,000,000	308,090	308,090	1,000,000
55	20	12,000	A	241,896	241,896	1,000,000	335,875	335,875	1,000,000
56	21	12,000	A	256,363	256,363	1,000,000	365,216	365,216	1,000,000
57	22	12,000	A	270,859	270,859	1,000,000	396,170	396,170	1,000,000
58	23	12,000	A	285,419	285,419	1,000,000	428,847	428,847	1,000,000
59	24	12,000	A	300,065	300,065	1,000,000	463,361	463,361	1,000,000
60	25	12,000	A	314,741	314,741	1,000,000	499,838	499,838	1,000,000
61	26	12,000	A	329,362	329,362	1,000,000	538,421	538,421	1,000,000
62	27	12,000	A	343,817	343,817	1,000,000	579,277	579,277	1,000,000
63	28	12,000	A	358,015	358,015	1,000,000	622,601	622,601	1,000,000
64	29	12,000	A	371,904	371,904	1,000,000	668,618	668,618	1,000,000
65	30	12,000	A	385,472	385,472	1,000,000	717,578	717,578	1,000,000
TOTAL		360,000							

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2.90.0.30

Page 1 of 6

Caso #4 – Retirando Cantidad en Efectivo para la Jubilación: Pagina 99





NexGen UL

Illustration For: Retirement Plan
Provided By: Pan American
Initial Death Benefit: \$1,000,000
Additional Lump Sum: \$0

Illustration For: Retirement
Provided By: Pan American
Initial Death Benefit: \$1,000,000
Additional Lump Sum: \$0

Age: 35 Male
Standard Non-Tobacco
Initial Option: 1 (Level)
Initial Premium: \$12,000.00 (A)

Age: 35 Male
Standard Non-Tobacco
Initial Option: 1 (Level)
Initial Premium: \$12,000.00 (A)

Current:
Guaranteed Interest Rate: 3.00%

Current:
Guaranteed Interest Rate: 3.00%

		Guaranteed Values				Current Values			
Age	End	Annual	Cash Surre	Death	Cash Surre	Annual	Death		
Year	At	Or	Outlay	Value	Benefit	Value	Benefit		
0	21	-216,030	W	310,481	349,461	943,975	718,011	387,975	
1	22	-216,030	W	311,773	321,173	927,550	722,843	372,843	
2	23	-216,030	W	271,718	271,718	891,942	722,942	372,942	
3	24	-216,030	W	279,250	279,250	879,940	922,942	922,942	
4	25	-216,030	W	186,910	186,910	819,975	99	63	
5	26	-216,030	W	139,904	139,904	745,855	921,923	921,923	
6	27	-216,030	W	84,078	84,078	717,825	925,923	925,923	
7	28	-216,030	W	28,007	28,007	711,406	728,424	822,772	
8	29	-216,030	W	0	0	743,789	743,789	812,770	
9	30	-216,030	W	0	0	748,451	748,451	802,052	
10	31	-216,030	L	255,203	255,203	753,203	782,747	810,747	
11	32	-216,030	L	754,823	756,813	788,634	802,442	802,442	
12	33	-216,030	L	759,519	759,519	789,442	802,442	802,442	
13	34	-216,030	L	766,981	766,981	802,288	802,288	802,288	
14	35	-216,030	L	761,094	761,094	802,988	802,988	802,988	
15	36	-216,030	L	759,635	759,635	811,618	811,618	811,618	
16	37	-216,030	L	754,432	756,432	814,346	814,346	814,346	
17	38	-216,030	L	751,210	751,210	802,442	802,442	802,442	
18	39	-216,030	L	743,738	743,738	802,545	802,545	802,545	
19	40	-216,030	L	733,707	733,707	788,203	788,203	788,203	
20	41	-216,030	L	720,748	720,748	780,972	780,972	780,972	
21	42	-216,030	L	704,678	771,510	774,613	774,613	774,613	
22	43	-216,030	L	684,997	684,997	684,997	684,997	684,997	
23	44	-216,030	L	665,341	665,341	733,147	733,147	733,147	
24	45	-216,030	L	633,240	633,240	705,483	705,483	705,483	
25	46	-216,030	L	0	0	0	0	0	
26	47	-216,030	L	0	0	0	0	0	
27	48	-216,030	L	0	0	0	0	0	
28	49	-216,030	L	0	0	0	0	0	
29	50	-216,030	L	0	0	0	0	0	
	TOTAL			\$160,000					

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Page 2 of 6

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Page 3 of 6

Caso #4 – Retirando Cantidades en Efectivo para la Jubilación: Pagina 100 - 101

Caso #5a – Vendiendo a Clientes de Edad Avanzada

Propietario de empresa, no fumador de 75 años de edad, opción 1.

- Suma Asegurada - US\$1,000,000
- Prima mínima - US\$62,050
- La póliza está vigente hasta la edad de 98

* Plan ilustrado para cliente de edad avanzada interesado en transferir su patrimonio o crear uno inmediato.



NexGen UL

Illustration For: Senior Client, Case #5a
 Provided By: Pan American

Age: 75 Male
 Standard Non-Tobacco

Initial Death Benefit: \$1,000,000
 Additional Lump Sum: \$0

Initial Option: 1 (Level)
 Initial Premium: \$62,049.96 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
 Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
76	1	62,050	A	0	0	1,000,000	0	3,227	1,000,000
77	2	62,050	A	0	374	1,000,000	11,524	36,564	1,000,000
78	3	62,050	A	0	8,263	1,000,000	47,414	71,204	1,000,000
79	4	62,050	A	0	10,807	1,000,000	84,171	106,751	1,000,000
80	5	62,050	A	0	6,818	1,000,000	123,203	143,813	1,000,000
81	6	62,050	A	0	0	0	162,535	181,105	1,000,000
82	7	62,050	A				203,201	219,721	1,000,000
83	8	62,050	A				245,470	259,950	1,000,000
84	9	62,050	A				289,548	301,978	1,000,000
85	10	62,050	A				335,043	345,433	1,000,000
86	11	62,050	A				384,028	392,378	1,000,000
87	12	62,050	A				435,245	441,545	1,000,000
88	13	62,050	A				487,974	492,234	1,000,000
89	14	62,050	A				541,396	543,606	1,000,000
90	15	62,050	A				596,896	596,896	1,000,000
TOTAL	16	930,750	A				587,417	587,417	1,000,000
92	17	0	A				568,603	568,603	1,000,000
93	18	0	A				538,605	538,605	1,000,000
94	19	0	A				493,023	493,023	1,000,000
95	20	0	A				427,031	427,031	1,000,000
96	21	0	A				334,549	334,549	1,000,000
97	22	0	A				204,409	204,409	1,000,000
98	23	0	A				20,372	20,372	1,000,000
99	24	0	A				0	0	0

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2.90.0.38

Page 1 of 4

Caso #5a – Vendiendo a Clientes de Edad Avanzada: Pagina 102



Caso #5b – Vendiendo a Clientes de Edad Avanzada

Propietario de empresa, no fumador de 75 años de edad, opción 1.

- Suma Asegurada - US\$1,000,000
- Prima única - US\$600,000
- La póliza está vigente hasta la edad de 120

* Plan ilustrado para cliente de edad avanzada interesado en transferir su patrimonio o crear uno inmediato.



NexGen UL

Illustration For: Senior Client, Case # 58
 Provided By: Pan American

Age: 75 Male
 Standard Non-Tobacco

Initial Death Benefit: \$1,000,000
 Additional Lump Sum: \$0

Initial Option: 1 (Level)
 Initial Premium: \$600,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
 Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

<u>Rider</u>	<u>Class/Rating</u>	<u>Amount/Duration</u>
Terminal Illness Rider		

Age Year	End At Of Yr	Guaranteed Values				Current Values			
		Annual Outlay	Mode	Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
76 1		600,000	A	500,992	527,292	1,000,000	519,772	546,072	1,000,000
77 2		0	A	495,399	520,439	1,000,000	535,073	560,113	1,000,000
78 3		0	A	486,649	510,439	1,000,000	550,840	574,630	1,000,000
79 4		0	A	473,904	496,484	1,000,000	566,838	589,418	1,000,000
80 5		0	A	457,036	477,646	1,000,000	584,134	604,744	1,000,000
81 6		0	A	434,169	452,739	1,000,000	601,394	619,964	1,000,000
82 7		0	A	403,804	420,324	1,000,000	619,048	635,568	1,000,000
83 8		0	A	364,179	378,659	1,000,000	637,175	651,655	1,000,000
84 9		0	A	312,826	325,256	1,000,000	655,838	668,268	1,000,000
85 10		0	A	246,232	256,622	1,000,000	674,764	685,154	1,000,000
86 11		0	A	159,578	167,928	1,000,000	693,873	702,223	1,000,000
87 12		0	A	46,226	52,526	1,000,000	713,336	719,636	1,000,000
88 13		0	A	0	0	0	732,558	736,818	1,000,000
89 14		0	A				750,762	752,972	1,000,000
90 15		0	A				768,278	768,278	1,000,000
91 16		0	A				789,621	789,621	1,000,000
92 17		0	A				811,154	811,154	1,000,000
93 18		0	A				833,988	833,988	1,000,000
94 19		0	A				858,870	858,870	1,000,000
95 20		0	A				887,385	887,385	1,000,000
96 21		0	A				921,750	921,750	1,000,000
97 22		0	A				964,564	964,564	1,000,000
98 23		0	A				1,019,242	1,019,242	1,019,242
99 24		0	A				1,080,334	1,080,334	1,080,334
100 25		0	A				1,145,092	1,145,092	1,145,092
Total Premiums Paid \$600,000									
105 30		0	A				1,532,043	1,532,043	1,532,043
110 35		0	A				2,049,870	2,049,870	2,049,870
115 40		0	A				2,742,839	2,742,839	2,742,839
120 45		0	A				3,670,188	3,670,188	3,670,188

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Page 1 of 4

Case #5b – Vendiendo a Clientes de Edad Avanzada: Pagina 103



Una Nota Final...

- La muerte prematura de una persona que no tenga la cobertura de seguro apropiada representa una carga para los miembros de la familia sobrevivientes. Toma varios años recuperarse financieramente de la muerte de un cónyuge.



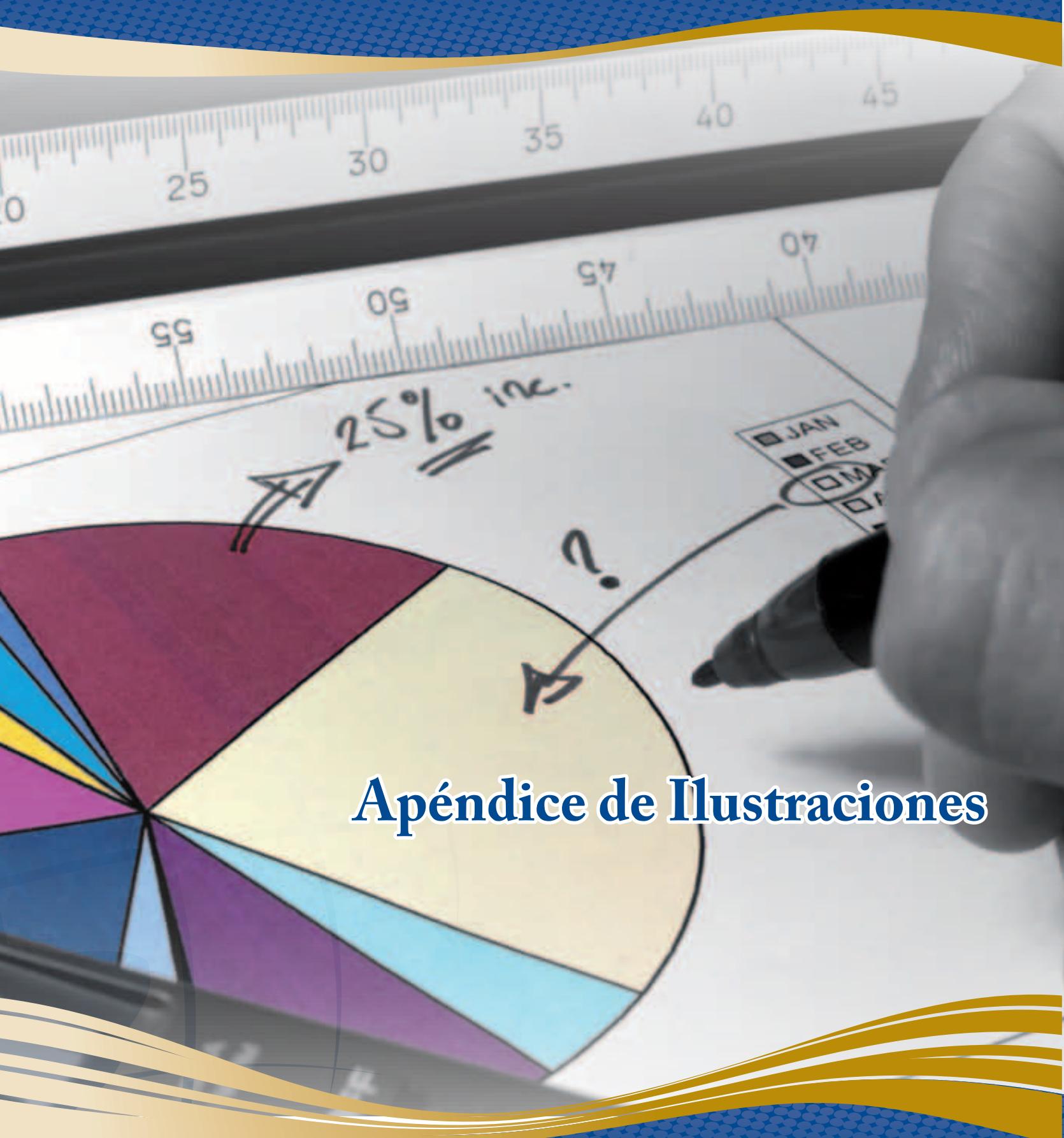
- La fundación de una empresa no depende de sus activos fijos o de su estructura; depende de los ejecutivos claves que corren la empresa.
- Muchas veces, cuando un dueño de empresa fallece, la empresa también “fallece”.



La información contenida en este manual es exclusivamente informativa y no constituye asesoría fiscal o legal alguna. Más bien, ha sido diseñado para ilustrar la efectividad de utilizar el seguro de vida para enfrentar necesidades financieras futuras. Para asesoría específica sobre asuntos fiscales o legales, se debe consultar a un asesor fiscal o legal profesional calificado.



Manual de Conceptos de Ventas



Apéndice de Ilustraciones

NexGen UL

Illustration For: Retirement Plan

Provided By: Naima Velásquez

Age: 35 Male

Standard Non-Tobacco

Initial Death Benefit: \$2,000,000

Initial Option: 1 (Level)

Additional Lump Sum: \$0

Initial Premium: \$24,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age Year	End At Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
36	1	24,000	A	0	9,853	2,000,000	0	10,148	2,000,000
37	2	24,000	A	1,808	30,428	2,000,000	3,385	32,005	2,000,000
38	3	24,000	A	23,227	51,507	2,000,000	26,602	54,882	2,000,000
39	4	24,000	A	45,149	73,069	2,000,000	50,838	78,758	2,000,000
40	5	24,000	A	69,572	95,152	2,000,000	78,126	103,706	2,000,000
41	6	24,000	A	94,678	117,718	2,000,000	106,727	129,767	2,000,000
42	7	24,000	A	120,252	140,752	2,000,000	136,447	156,947	2,000,000
43	8	24,000	A	146,257	164,217	2,000,000	167,295	185,255	2,000,000
44	9	24,000	A	172,639	188,079	2,000,000	199,284	214,724	2,000,000
45	10	24,000	A	199,423	212,323	2,000,000	232,468	245,368	2,000,000
46	11	24,000	A	227,321	237,681	2,000,000	267,609	277,969	2,000,000
47	12	24,000	A	255,637	263,457	2,000,000	304,082	311,902	2,000,000
48	13	24,000	A	284,446	289,746	2,000,000	341,919	347,219	2,000,000
49	14	24,000	A	313,883	316,643	2,000,000	381,415	384,175	2,000,000
50	15	24,000	A	344,110	344,110	2,000,000	422,835	422,835	2,000,000
51	16	24,000	A	372,077	372,077	2,000,000	467,765	467,765	2,000,000
52	17	24,000	A	400,460	400,460	2,000,000	515,343	515,343	2,000,000
53	18	24,000	A	429,180	429,180	2,000,000	565,512	565,512	2,000,000
54	19	24,000	A	458,176	458,176	2,000,000	618,347	618,347	2,000,000
55	20	24,000	A	487,299	487,299	2,000,000	674,119	674,119	2,000,000
56	21	24,000	A	516,482	516,482	2,000,000	733,016	733,016	2,000,000
57	22	24,000	A	545,734	545,734	2,000,000	795,157	795,157	2,000,000
58	23	24,000	A	575,126	575,126	2,000,000	860,759	860,759	2,000,000
59	24	24,000	A	604,703	604,703	2,000,000	930,053	930,053	2,000,000
60	25	24,000	A	634,356	634,356	2,000,000	1,003,293	1,003,293	2,000,000
61	26	24,000	A	663,914	663,914	2,000,000	1,080,767	1,080,767	2,000,000
62	27	24,000	A	693,160	693,160	2,000,000	1,162,809	1,162,809	2,000,000
63	28	24,000	A	721,911	721,911	2,000,000	1,249,817	1,249,817	2,000,000
64	29	24,000	A	750,068	750,068	2,000,000	1,342,239	1,342,239	2,000,000
65	30	24,000	A	777,611	777,611	2,000,000	1,440,579	1,440,579	2,000,000
Total:				720,000					

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NexGen UL

Illustration For: Retirement Plan
Provided By: Naima Velásquez

Age: 35 Male

Standard Non-Tobacco

Initial Death Benefit: \$2,000,000
Additional Lump Sum: \$0

Initial Option: 1 (Level)
Initial Premium: \$24,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

Age Year	End At Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
66	31	-72,000	W	706,451	706,451	1,927,975	1,444,069	1,444,069	1,927,975
67	32	-72,000	W	631,208	631,208	1,855,950	1,448,124	1,448,124	1,855,950
68	33	-72,000	W	551,585	551,585	1,783,925	1,452,933	1,452,933	1,783,925
69	34	-72,000	W	467,223	467,223	1,711,900	1,458,732	1,458,732	1,711,900
70	35	-72,000	W	377,561	377,561	1,639,875	1,465,501	1,465,501	1,699,982
71	36	-72,000	W	281,821	281,821	1,567,850	1,472,641	1,472,641	1,693,537
72	37	-72,000	W	178,907	178,907	1,495,825	1,480,390	1,480,390	1,672,841
73	38	-72,000	W	67,583	67,583	1,423,800	1,488,877	1,488,877	1,652,654
74	39	-72,000	W	0	0	0	1,498,250	1,498,250	1,633,092
75	40	-72,000	W				1,508,681	1,508,681	1,614,289
76	41	-72,000	W				1,520,375	1,520,375	1,596,394
77	42	-72,000	W				1,532,481	1,532,481	1,609,105
78	43	-72,000	W				1,544,988	1,544,988	1,622,237
79	44	-72,000	W				1,557,882	1,557,882	1,635,776
80	45	-72,000	W				1,571,146	1,571,146	1,649,704
81	46	-72,000	W				1,584,762	1,584,762	1,664,001
82	47	-72,000	W				1,598,710	1,598,710	1,678,645
83	48	-72,000	W				1,612,966	1,612,966	1,693,614
84	49	-72,000	W				1,627,494	1,627,494	1,708,869
85	50	-72,000	W				1,642,242	1,642,242	1,724,354
86	51	-72,000	W				1,657,150	1,657,150	1,740,008
87	52	-72,000	W				1,672,221	1,672,221	1,755,832
88	53	-72,000	W				1,687,400	1,687,400	1,771,770
89	54	-72,000	W				1,702,629	1,702,629	1,787,761
90	55	-72,000	W				1,717,862	1,717,862	1,803,755
Total Withdrawn \$1,800,000									
91	56	0	A				1,808,899	1,808,899	1,899,344
95	60	0	A				2,248,771	2,248,771	2,271,259
100	65	0	A				3,009,014	3,009,014	3,009,014
105	70	0	A				4,026,391	4,026,391	4,026,391
110	75	0	A				5,387,870	5,387,870	5,387,870
115	80	0	A				7,209,836	7,209,836	7,209,836
120	85	0	A				9,648,038	9,648,038	9,648,038

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Planificación para la Jubilación, Caso de Estudio



NexGen UL

Illustration For: College Funding
Provided By: Naima Velásquez

Initial Death Benefit: \$400,000
Additional Lump Sum: \$0

Age: 35 Male
Standard Non-Tobacco

Initial Option: 1 (Level)
Initial Premium: \$7,959.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
36	1	7,959	A	0	4,878	400,000	0	5,043	400,000
37	2	7,959	A	6,259	11,983	400,000	6,908	12,632	400,000
38	3	7,959	A	13,627	19,283	400,000	14,934	20,590	400,000
39	4	7,959	A	21,192	26,776	400,000	23,337	28,921	400,000
40	5	7,959	A	29,360	34,476	400,000	32,534	37,650	400,000
41	6	7,959	A	37,769	42,377	400,000	42,187	46,795	400,000
42	7	7,959	A	46,382	50,482	400,000	52,270	56,370	400,000
43	8	7,959	A	55,195	58,787	400,000	62,795	66,387	400,000
44	9	7,959	A	64,205	67,293	400,000	73,778	76,866	400,000
45	10	7,959	A	73,423	76,003	400,000	85,246	87,826	400,000
46	11	7,959	A	83,094	85,166	400,000	97,466	99,538	400,000
47	12	7,959	A	92,991	94,555	400,000	110,234	111,798	400,000
48	13	7,959	A	103,135	104,195	400,000	123,575	124,635	400,000
49	14	7,959	A	113,556	114,108	400,000	137,562	138,114	400,000
50	15	7,959	A	124,296	124,296	400,000	152,267	152,267	400,000
51	16	7,959	A	134,755	134,755	400,000	168,736	168,736	400,000
52	17	7,959	A	145,481	145,481	400,000	186,220	186,220	400,000
53	18	-50,000	W	97,125	97,125	349,975	143,509	143,509	349,975
54	19	-50,000	W	47,206	47,206	299,950	98,180	98,180	299,950
55	20	-50,000	W	0	0	0	50,075	50,075	249,925
56	21	-50,000	W				0	0	0

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Fondos para la Educación, Caso de Estudio



NexGen UL

Illustration For: Key Person Case 1

Provided By: Naima Velásquez

Age: 40 Male

Standard Non-Tobacco

Initial Death Benefit: \$2,000,000
Additional Lump Sum: \$0

Initial Option: 3 (Return of Premium)
Initial Premium: \$22,700.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider Class/Rating Amount/Duration

Terminal Illness Rider

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
41	1	22,700	A	0	5,631	2,022,700	0	5,703	2,022,700
42	2	22,700	A	0	23,802	2,045,400	0	24,919	2,045,400
43	3	22,700	A	6,720	42,180	2,068,100	9,336	44,796	2,068,100
44	4	22,700	A	25,770	60,710	2,090,800	30,493	65,433	2,090,800
45	5	22,700	A	47,374	79,354	2,113,500	54,902	86,882	2,113,500
46	6	22,700	A	69,252	98,072	2,136,200	80,305	109,125	2,136,200
47	7	22,700	A	91,224	116,864	2,158,900	106,567	132,207	2,158,900
48	8	22,700	A	113,355	135,815	2,181,600	133,671	156,131	2,181,600
49	9	22,700	A	135,711	155,011	2,204,300	161,631	180,931	2,204,300
50	10	22,700	A	158,256	174,376	2,227,000	190,331	206,451	2,227,000
51	11	22,700	A	181,533	194,493	2,249,700	220,437	233,397	2,249,700
52	12	22,700	A	204,755	214,535	2,272,400	251,356	261,136	2,272,400
53	13	22,700	A	227,751	234,351	2,295,100	282,933	289,533	2,295,100
54	14	22,700	A	250,364	253,804	2,317,800	315,343	318,783	2,317,800
55	15	22,700	A	272,627	272,627	2,340,500	348,847	348,847	2,340,500
56	16	22,700	A	290,644	290,644	2,363,200	383,395	383,395	2,363,200
57	17	22,700	A	307,778	307,778	2,385,900	419,373	419,373	2,385,900
58	18	22,700	A	324,031	324,031	2,408,600	456,503	456,503	2,408,600
59	19	22,700	A	339,363	339,363	2,431,300	494,687	494,687	2,431,300
60	20	22,700	A	353,492	353,492	2,454,000	534,009	534,009	2,454,000
61	21	22,700	A	366,014	366,014	2,476,700	574,542	574,542	2,476,700
62	22	22,700	A	376,413	376,413	2,499,400	616,135	616,135	2,499,400
63	23	22,700	A	384,182	384,182	2,522,100	658,776	658,776	2,522,100
64	24	22,700	A	388,906	388,906	2,544,800	702,445	702,445	2,544,800
65	25	22,700	A	390,266	390,266	2,567,500	747,098	747,098	2,567,500

Total Premiums Paid \$567,500

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Cobertura para la Persona Clave #1, Caso de Estudio



NexGen UL

Illustration For: Key Person Case 1

Provided By: Naima Velásquez

Age: 40 Male

Standard Non-Tobacco

Initial Death Benefit: \$2,000,000

Initial Option: 3 (Return of Premium)

Additional Lump Sum: \$0

Initial Premium: \$22,700.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
66	26	0	A	365,712	365,712	2,567,500	769,347	769,347	2,567,500
70	30	0	A	215,147	215,147	2,567,500	848,482	848,482	2,567,500
75	35	0	A				900,667	900,667	2,567,500
80	40	0	A				819,713	819,713	2,567,500
85	45	0	A				368,267	368,267	2,567,500
87	47	0	A				0	0	0

EJEMPLO

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Cobertura para la Persona Clave # 1, Caso de Estudio



NexGen UL

Illustration For: Key Person Case 2

Provided By: Naima Velásquez

Age: 47 Male

Standard Non-Tobacco

Initial Death Benefit: \$5,000,000

Initial Option: 1 (Level)

Additional Lump Sum: \$0

Initial Premium: \$79,150.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age Year	End At Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
48	1	79,150	A	0	19,377	5,000,000	0	20,558	5,000,000
49	2	79,150	A	0	79,807	5,000,000	0	85,304	5,000,000
50	3	79,150	A	26,099	141,299	5,000,000	37,125	152,325	5,000,000
51	4	79,150	A	90,669	203,619	5,000,000	109,253	222,203	5,000,000
52	5	79,150	A	163,139	266,489	5,000,000	191,770	295,120	5,000,000
53	6	79,150	A	236,537	329,637	5,000,000	277,845	370,945	5,000,000
54	7	79,150	A	309,991	392,841	5,000,000	367,272	450,122	5,000,000
55	8	79,150	A	383,005	455,605	5,000,000	460,185	532,785	5,000,000
56	9	79,150	A	455,317	517,667	5,000,000	556,909	619,259	5,000,000
57	10	79,150	A	526,892	578,992	5,000,000	656,728	708,828	5,000,000
58	11	79,150	A	600,337	642,187	5,000,000	762,111	803,961	5,000,000
59	12	79,150	A	673,342	704,942	5,000,000	870,860	902,460	5,000,000
60	13	79,150	A	745,498	766,848	5,000,000	982,443	1,003,793	5,000,000
61	14	79,150	A	816,183	827,283	5,000,000	1,097,116	1,108,216	5,000,000
62	15	79,150	A	885,462	885,462	5,000,000	1,215,596	1,215,596	5,000,000
63	16	79,150	A	940,678	940,678	5,000,000	1,338,615	1,338,615	5,000,000
64	17	79,150	A	992,461	992,461	5,000,000	1,466,787	1,466,787	5,000,000
65	18	79,150	A	1,040,565	1,040,565	5,000,000	1,599,802	1,599,802	5,000,000
66	19	0	A	1,006,013	1,006,013	5,000,000	1,655,443	1,655,443	5,000,000
67	20	0	A	963,454	963,454	5,000,000	1,710,214	1,710,214	5,000,000
Total Premiums Paid				\$1,424,700					
70	23	0	A	778,222	778,222	5,000,000	1,868,804	1,868,804	5,000,000
75	28	0	A	140,045	140,045	5,000,000	2,090,240	2,090,240	5,000,000
80	33	0	A				2,159,869	2,159,869	5,000,000
85	38	0	A				1,790,863	1,790,863	5,000,000
90	43	0	A				128,298	128,298	5,000,000
91	44	0	A				0	0	0

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Cobertura para la Persona Clave # 2, Caso de Estudio



NexGen UL

Illustration For: Buy-Sell Agreement Partner A
 Provided By: Naima Velásquez

Age: 45 Male

Standard Non-Tobacco

Initial Death Benefit: \$5,000,000

Initial Option: 1 (Level)

Additional Lump Sum: \$0

Initial Premium: \$71,950.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
 Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age Year	End At Yr	Guaranteed Values				Current Values			
		Annual Outlay	Mode	Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
46	1	71,950	A	0	17,735	5,000,000	0	18,864	5,000,000
47	2	71,950	A	0	72,971	5,000,000	0	78,477	5,000,000
48	3	71,950	A	22,374	129,074	5,000,000	33,380	140,080	5,000,000
49	4	71,950	A	81,492	186,292	5,000,000	99,500	204,300	5,000,000
50	5	71,950	A	148,536	244,486	5,000,000	175,322	271,272	5,000,000
51	6	71,950	A	217,022	303,422	5,000,000	254,462	340,862	5,000,000
52	7	71,950	A	285,927	362,827	5,000,000	336,653	413,553	5,000,000
53	8	71,950	A	355,027	422,427	5,000,000	422,137	489,537	5,000,000
54	9	71,950	A	424,102	482,002	5,000,000	511,209	569,109	5,000,000
55	10	71,950	A	492,710	541,060	5,000,000	603,165	651,515	5,000,000
56	11	71,950	A	562,723	601,573	5,000,000	700,336	739,186	5,000,000
57	12	71,950	A	631,998	661,348	5,000,000	800,807	830,157	5,000,000
58	13	71,950	A	700,675	720,525	5,000,000	903,982	923,832	5,000,000
59	14	71,950	A	768,859	779,159	5,000,000	1,010,239	1,020,539	5,000,000
60	15	71,950	A	836,838	836,838	5,000,000	1,120,208	1,120,208	5,000,000
61	16	71,950	A	892,944	892,944	5,000,000	1,234,514	1,234,514	5,000,000
62	17	71,950	A	946,689	946,689	5,000,000	1,353,723	1,353,723	5,000,000
63	18	71,950	A	997,364	997,364	5,000,000	1,477,587	1,477,587	5,000,000
64	19	71,950	A	1,044,486	1,044,486	5,000,000	1,606,327	1,606,327	5,000,000
65	20	71,950	A	1,087,795	1,087,795	5,000,000	1,740,163	1,740,163	5,000,000
Total:		1,439,000							
66	21	0	A	1,055,456	1,055,456	5,000,000	1,805,153	1,805,153	5,000,000
67	22	0	A	1,015,295	1,015,295	5,000,000	1,870,800	1,870,800	5,000,000
68	23	0	A	966,516	966,516	5,000,000	1,936,885	1,936,885	5,000,000
69	24	0	A	908,147	908,147	5,000,000	2,003,180	2,003,180	5,000,000
70	25	0	A	838,590	838,590	5,000,000	2,069,446	2,069,446	5,000,000
71	26	0	A	755,576	755,576	5,000,000	2,135,455	2,135,455	5,000,000
72	27	0	A	655,833	655,833	5,000,000	2,201,037	2,201,037	5,000,000
73	28	0	A	535,710	535,710	5,000,000	2,265,962	2,265,962	5,000,000
74	29	0	A	392,335	392,335	5,000,000	2,329,905	2,329,905	5,000,000
75	30	0	A	221,947	221,947	5,000,000	2,392,424	2,392,424	5,000,000

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2.90.0.45

Page 1 of 2

Acuerdo de Compra-Venta Accionista A NexGen



NexGen UL

Illustration For: Buy-Sell Agreement Partner A
 Provided By: Naíma Velásquez

Age: 45 Male

Standard Non-Tobacco

Initial Death Benefit: \$5,000,000
 Additional Lump Sum: \$0

Initial Option: 1 (Level)
 Initial Premium: \$71,950.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
 Guaranteed Interest Rate: 3.00%

Age End At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
76	31	0	A	19,748	19,748	5,000,000	2,452,974	2,452,974	5,000,000
77	32	0	A	0	0	0	2,510,068	2,510,068	5,000,000
78	33	0	A				2,562,775	2,562,775	5,000,000
79	34	0	A				2,610,058	2,610,058	5,000,000
80	35	0	A				2,650,750	2,650,750	5,000,000
81	36	0	A				2,683,472	2,683,472	5,000,000
82	37	0	A				2,706,660	2,706,660	5,000,000
83	38	0	A				2,718,423	2,718,423	5,000,000
84	39	0	A				2,716,109	2,716,109	5,000,000
85	40	0	A				2,696,075	2,696,075	5,000,000
86	41	0	A				2,653,684	2,653,684	5,000,000
87	42	0	A				2,584,960	2,584,960	5,000,000
88	43	0	A				2,482,852	2,482,852	5,000,000
89	44	0	A				2,338,211	2,338,211	5,000,000
90	45	0	A				2,139,240	2,139,240	5,000,000
91	46	0	A				1,870,269	1,870,269	5,000,000
92	47	0	A				1,510,007	1,510,007	5,000,000
93	48	0	A				1,029,291	1,029,291	5,000,000
94	49	0	A				387,810	387,810	5,000,000
95	50	0	A				0	0	0

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2.90.0.45

Page 2 of 2

Acuerdo de Compra-Venta Accionista A NexGen



NexGen UL

Illustration For: Buy-Sell Agreement Partner B

Provided By: Naima Velásquez

Age: 58 Male

Standard Non-Tobacco

Initial Death Benefit: \$5,000,000

Initial Option: 1 (Level)

Additional Lump Sum: \$0

Initial Premium: \$127,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age Year	End At Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
59	1	127,000	A	0	19,577	5,000,000	0	24,816	5,000,000
60	2	127,000	A	0	98,150	5,000,000	0	116,859	5,000,000
61	3	127,000	A	7,356	175,306	5,000,000	45,289	213,239	5,000,000
62	4	127,000	A	87,115	250,165	5,000,000	150,939	313,989	5,000,000
63	5	127,000	A	172,795	321,945	5,000,000	270,474	419,624	5,000,000
64	6	127,000	A	255,793	390,143	5,000,000	395,664	530,014	5,000,000
65	7	127,000	A	334,967	454,517	5,000,000	525,623	645,173	5,000,000
66	8	127,000	A	410,065	514,815	5,000,000	659,956	764,706	5,000,000
67	9	127,000	A	480,944	570,944	5,000,000	799,212	889,212	5,000,000
68	10	127,000	A	547,366	622,566	5,000,000	943,343	1,018,543	5,000,000
69	11	127,000	A	612,837	673,237	5,000,000	1,094,663	1,155,063	5,000,000
70	12	127,000	A	672,557	718,157	5,000,000	1,249,245	1,294,845	5,000,000
71	13	127,000	A	724,956	755,806	5,000,000	1,406,583	1,437,433	5,000,000
72	14	127,000	A	767,827	783,877	5,000,000	1,564,728	1,580,778	5,000,000
73	15	127,000	A	799,986	799,986	5,000,000	1,724,364	1,724,364	5,000,000
74	16	127,000	A	802,754	802,754	5,000,000	1,885,764	1,885,764	5,000,000
75	17	127,000	A	790,237	790,237	5,000,000	2,051,462	2,051,462	5,000,000
76	18	127,000	A	759,878	759,878	5,000,000	2,220,917	2,220,917	5,000,000
77	19	127,000	A	707,901	707,901	5,000,000	2,393,875	2,393,875	5,000,000
78	20	127,000	A	628,891	628,891	5,000,000	2,572,309	2,572,309	5,000,000
Total:		2,540,000							
79	21	0	A	384,235	384,235	5,000,000	2,620,604	2,620,604	5,000,000
80	22	0	A	83,770	83,770	5,000,000	2,662,470	2,662,470	5,000,000
81	23	0	A	0	0	0	2,696,562	2,696,562	5,000,000
82	24	0	A				2,721,360	2,721,360	5,000,000
83	25	0	A				2,735,027	2,735,027	5,000,000
84	26	0	A				2,734,986	2,734,986	5,000,000
85	27	0	A				2,717,687	2,717,687	5,000,000
86	28	0	A				2,678,621	2,678,621	5,000,000
87	29	0	A				2,613,956	2,613,956	5,000,000
88	30	0	A				2,516,849	2,516,849	5,000,000

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2.90.0.45

Page 1 of 2

Acuerdo de Compra-Venta Accionista B NexGen



NexGen UL

Illustration For: Buy-Sell Agreement Partner B
 Provided By: Naima Velásquez

Age: 58 Male
 Standard Non-Tobacco

Initial Death Benefit: \$5,000,000
 Additional Lump Sum: \$0

Initial Option: 1 (Level)
 Initial Premium: \$127,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
 Guaranteed Interest Rate: 3.00%

Age Year	End At Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
89	31	0	A				2,378,425	2,378,425	5,000,000
90	32	0	A				2,187,252	2,187,252	5,000,000
91	33	0	A				1,928,141	1,928,141	5,000,000
92	34	0	A				1,580,459	1,580,459	5,000,000
93	35	0	A				1,115,938	1,115,938	5,000,000
94	36	0	A				495,510	495,510	5,000,000
95	37	0	A				0	0	0

EJEMPLO

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2.90.0.45

Page 2 of 2

Acuerdo de Compra-Venta Accionista B NexGen



Designed for
Buy-Sell Agreement Partner A

Tabular Detail

Male Age 45

Pan-American Centennial 30 - Term Life Insurance
Form #37PP

Initial Coverage Summary:

PAN-AMERICAN CENTENNIAL 30 DEATH BENEFIT	\$5,000,000	To Age 75	Annual Premium \$25,525.00	Annualized Premium \$25,525.00
Terminal Illness Accelerated Benefit Rider		70		

Premium Class Male Non-Tobacco	End of Year	Age	Guaranteed	
			Annualized Premiums Paid	Death Benefit
	1	46	25,525	5,000,000
	2	47	25,525	5,000,000
	3	48	25,525	5,000,000
	4	49	25,525	5,000,000
	5	50	25,525	5,000,000
	6	51	25,525	5,000,000
	7	52	25,525	5,000,000
	8	53	25,525	5,000,000
	9	54	25,525	5,000,000
	10	55	25,525	5,000,000
			255,250	
	11	56	25,525	5,000,000
	12	57	25,525	5,000,000
	13	58	25,525	5,000,000
	14	59	25,525	5,000,000
	15	60	25,525	5,000,000
			510,500	
	16	61	25,525	5,000,000
	17	62	25,525	5,000,000
	18	63	25,525	5,000,000
	19	64	25,525	5,000,000
	20	65	25,525	5,000,000
			765,750	

This illustration is for an individual term life insurance policy.

Form #37PP

Presented by: Naima Velásquez

Acuerdo de Compra-Venta Accionista A Término



Designed for
Buy-Sell Agreement - Partner B

Tabular Detail

Male Age 58

Pan-American Centennial 30 - Term Life Insurance
Form #37PP

Initial Coverage Summary:	Amount	To Age	Annual Premium	Annualized Premium
PAN-AMERICAN CENTENNIAL 30 DEATH BENEFIT	\$5,000,000	88	\$75,675.00	\$75,675.00
Terminal Illness Accelerated Benefit Rider		70		

Premium Class Male Non-Tobacco	End of Year	Age	Guaranteed	
			Annualized Premiums Paid	Death Benefit
	1	59	75,675	5,000,000
	2	60	75,675	5,000,000
	3	61	75,675	5,000,000
	4	62	75,675	5,000,000
	5	63	75,675	5,000,000
	6	64	75,675	5,000,000
	7	65	75,675	5,000,000
	8	66	75,675	5,000,000
	9	67	75,675	5,000,000
	10	68	75,675	5,000,000
			756,750	
	11	69	75,675	5,000,000
	12	70	75,675	5,000,000
	13	71	75,675	5,000,000
	14	72	75,675	5,000,000
	15	73	75,675	5,000,000
	16	74	75,675	5,000,000
	17	75	75,675	5,000,000
	18	76	75,675	5,000,000
	19	77	75,675	5,000,000
	20	78	75,675	5,000,000
			1,513,500	
	21	79	75,675	5,000,000
	22	80	75,675	5,000,000
	23	81	75,675	5,000,000
	24	82	75,675	5,000,000
	25	83	75,675	5,000,000
	26	84	75,675	5,000,000
	27	85	75,675	5,000,000
	28	86	75,675	5,000,000
	29	87	75,675	5,000,000
	30	88	75,675	5,000,000
			2,270,250	

This illustration is for an individual term life insurance policy.

Form #37PP

Presented by: Naima Velásquez

Acuerdo de Compra-Venta Accionista B Término



Designed for
Heirship Equalization

Tabular Detail

Male Age 55

Pan-American Centennial - Term Life Insurance

Form #37PP

Initial Coverage Summary:	Amount	To Age	Annual Premium	Annualized Premium
PAN-AMERICAN CENTENNIAL DEATH BENEFIT	\$6,000,000	100	\$92,955.00	\$92,955.00
Terminal Illness Accelerated Benefit Rider		70		

Premium Class Male Non-Tobacco	End of Year	Age	Guaranteed	
			Annualized Premiums Paid	Death Benefit
	1	56	92,955	6,000,000
	2	57	92,955	6,000,000
	3	58	92,955	6,000,000
	4	59	92,955	6,000,000
	5	60	92,955	6,000,000
	6	61	92,955	6,000,000
	7	62	92,955	6,000,000
	8	63	92,955	6,000,000
	9	64	92,955	6,000,000
	10	65	92,955	6,000,000
			929,550	
	11	66	92,955	6,000,000
	12	67	92,955	6,000,000
	13	68	92,955	6,000,000
	14	69	92,955	6,000,000
	15	70	92,955	6,000,000
			1,859,100	
	16	71	92,955	6,000,000
	17	72	92,955	6,000,000
	18	73	92,955	6,000,000
	19	74	92,955	6,000,000
	20	75	92,955	6,000,000
			2,788,650	
	21	76	92,955	6,000,000
	22	77	92,955	6,000,000
	23	78	92,955	6,000,000
	24	79	92,955	6,000,000
	25	80	92,955	6,000,000
	26	81	92,955	6,000,000
	27	82	92,955	6,000,000
	28	83	92,955	6,000,000
	29	84	92,955	6,000,000
	30	85	92,955	6,000,000

Form #37PP

Presented by: Naima Velásquez

Equiparación entre Herederos, Caso de Estudio



Designed for
Heirship Equalization

Tabular Detail

Male Age 55

Pan-American Centennial - Term Life Insurance
Form #37PP

Initial Coverage Summary:	Amount	To Age	Annual Premium	Annualized Premium
PAN-AMERICAN CENTENNIAL DEATH BENEFIT	\$6,000,000	100	\$92,955.00	\$92,955.00
Terminal Illness Accelerated Benefit Rider		70		

Premium Class
Male
Non-Tobacco

End of Year	Age	Guaranteed	
		Annualized Premiums Paid	Death Benefit
31	86	92,955	6,000,000
32	87	92,955	6,000,000
33	88	92,955	6,000,000
34	89	92,955	6,000,000
35	90	92,955	6,000,000
36	91	92,955	6,000,000
37	92	92,955	6,000,000
38	93	92,955	6,000,000
39	94	92,955	6,000,000
40	95	92,955	6,000,000
41	96	92,955	6,000,000
42	97	92,955	6,000,000
43	98	92,955	6,000,000
44	99	92,955	6,000,000
45	100	92,955	6,000,000
		3,718,200	
			4,182,975

This illustration is for an individual term life insurance policy.
The premiums and Death Benefit are guaranteed.
This policy is convertible on or before the policy anniversary at the insured's age 75.
The policy terminates at age 100.

Form #37PP

Presented by: Naíma Velásquez

Equiparación entre Herederos, Caso de Estudio



NexGen UL

Illustration For: **Wealth Transfer**
 Provided By: Naima Velásquez

Age: 70 Male

Standard Non-Tobacco

Initial Death Benefit: **\$1,000,000**
 Additional Lump Sum: **\$0**

Initial Option: 1 (Level)

Initial Premium: **\$500,000.00 (A)**

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
 Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
71	1	500,000	A	410,876	445,136	1,000,000	425,225	459,485	1,000,000
72	2	0	A	409,656	442,516	1,000,000	439,700	472,560	1,000,000
73	3	0	A	406,430	437,900	1,000,000	454,577	486,047	1,000,000
74	4	0	A	400,941	431,031	1,000,000	469,676	499,766	1,000,000
75	5	0	A	394,075	421,565	1,000,000	486,435	513,925	1,000,000
76	6	0	A	384,291	409,051	1,000,000	503,216	527,976	1,000,000
77	7	0	A	370,807	392,847	1,000,000	520,326	542,366	1,000,000
78	8	0	A	352,735	372,045	1,000,000	537,839	557,149	1,000,000
79	9	0	A	328,890	345,470	1,000,000	555,931	572,511	1,000,000
80	10	0	A	297,890	311,750	1,000,000	574,077	587,937	1,000,000
81	11	0	A	257,990	269,120	1,000,000	592,052	603,182	1,000,000
82	12	0	A	207,015	215,425	1,000,000	609,973	618,383	1,000,000
83	13	0	A	142,347	148,027	1,000,000	627,128	632,808	1,000,000
84	14	0	A	60,234	63,194	1,000,000	641,978	644,938	1,000,000
85	15	0	A	0	0	0	654,559	654,559	1,000,000
86	16	0	A				667,205	667,205	1,000,000
87	17	0	A				677,422	677,422	1,000,000
88	18	0	A				685,613	685,613	1,000,000
89	19	0	A				691,293	691,293	1,000,000
90	20	0	A				693,858	693,858	1,000,000
Total Premiums Paid \$500,000									
95	25	0	A				646,696	646,696	1,000,000
100	30	0	A				245,432	245,432	1,000,000
102	32	0	A				0	0	0

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Transferencia de Patrimonio



NexGen UL

Illustration For: Life Insurance As An Asset Class

Provided By: Naima Velásquez

Age: 50 Male

Standard Non-Tobacco

Initial Death Benefit: \$200,000

Initial Option: 1 (Level)

Additional Lump Sum: \$0

Initial Premium: \$100,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

<u>Rider</u>	<u>Class/Rating</u>				<u>Amount/Duration</u>			
Terminal Illness Rider								
Age At Year	End Of Yr	Annual Outlay	Mode	Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value
51	1	100,000	A	88,707	94,125	200,000	90,799	96,217
52	2	0	A	91,119	96,425	200,000	95,269	100,575
53	3	0	A	93,568	98,762	200,000	99,949	105,143
54	4	0	A	96,054	101,134	200,000	104,863	109,943
55	5	0	A	98,885	103,531	200,000	110,342	114,988
56	6	0	A	101,765	105,951	200,000	116,103	120,289
57	7	0	A	104,671	108,395	200,000	122,139	125,863
58	8	0	A	107,606	110,870	200,000	128,460	131,724
59	9	0	A	110,575	113,379	200,000	135,089	137,893
60	10	0	A	113,577	115,919	200,000	142,036	144,378
61	11	0	A	116,598	118,480	200,000	149,310	151,192
62	12	0	A	119,632	121,052	200,000	156,939	158,359
63	13	0	A	122,667	123,627	200,000	164,915	165,875
64	14	0	A	125,703	126,201	200,000	173,241	173,739
65	15	0	A	128,779	128,779	200,000	181,966	181,966
66	16	0	A	131,364	131,364	200,000	192,391	192,391
67	17	0	A	133,962	133,962	200,000	203,390	203,390
68	18	0	A	136,578	136,578	200,000	214,986	214,986
69	19	0	A	139,217	139,217	200,000	227,204	227,204
70	20	0	A	141,874	141,874	200,000	240,081	240,081
71	21	0	A	144,544	144,544	200,000	253,653	253,653
72	22	0	A	147,211	147,211	200,000	268,034	268,034
73	23	0	A	149,867	149,867	200,000	283,292	283,292
74	24	0	A	152,520	152,520	200,000	299,503	299,503
75	25	0	A	155,175	155,175	200,000	316,757	316,757
76	26	0	A	157,838	157,838	200,000	335,156	335,156
77	27	0	A	160,510	160,510	200,000	354,564	354,564
78	28	0	A	163,187	163,187	200,000	375,024	375,024
79	29	0	A	165,867	165,867	200,000	396,581	396,581
80	30	0	A	168,559	168,559	200,000	419,280	419,280

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Seguro de Vida como Tipo de Activo



NexGen UL

Illustration For: Life Insurance As An Asset Class

Provided By: Naima Velásquez

Age: 50 Male

Standard Non-Tobacco

Initial Death Benefit: \$200,000

Initial Option: 1 (Level)

Additional Lump Sum: \$0

Initial Premium: \$100,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

Age Year	End At Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
81	31	0	A	171,278	171,278	200,000	443,163	443,163	465,321
82	32	0	A	174,050	174,050	200,000	468,277	468,277	491,691
83	33	0	A	176,917	176,917	200,000	494,666	494,666	519,400
84	34	0	A	179,923	179,923	200,000	522,371	522,371	548,490
85	35	0	A	183,129	183,129	200,000	551,426	551,426	578,998
86	36	0	A	186,616	186,616	200,000	581,864	581,864	610,957
87	37	0	A	190,504	190,504	200,029	613,736	613,736	644,423
88	38	0	A	194,648	194,648	204,381	647,076	647,076	679,430
89	39	0	A	198,736	198,736	208,673	681,912	681,912	716,008
90	40	0	A	202,752	202,752	212,889	718,278	718,278	754,192
91	41	0	A	206,687	206,687	217,022	756,205	756,205	794,015
92	42	0	A	210,981	210,981	219,421	796,878	796,878	828,753
93	43	0	A	215,715	215,715	222,187	840,688	840,688	865,909
94	44	0	A	220,982	220,982	225,402	888,097	888,097	905,859
95	45	0	A	226,893	226,893	229,162	939,642	939,642	949,038
96	46	0	A	233,578	233,578	233,578	995,958	995,958	995,958
97	47	0	A	240,464	240,464	240,464	1,055,654	1,055,654	1,055,654
98	48	0	A	247,556	247,556	247,556	1,118,931	1,118,931	1,118,931
99	49	0	A	254,860	254,860	254,860	1,186,005	1,186,005	1,186,005
100	50	0	A	262,384	262,384	262,384	1,257,104	1,257,104	1,257,104
Total Premiums Paid \$100,000									
105	55	0	A	303,528	303,528	303,528	1,681,939	1,681,939	1,681,939
110	60	0	A	351,225	351,225	351,225	2,250,465	2,250,465	2,250,465
115	65	0	A	406,518	406,518	406,518	3,011,280	3,011,280	3,011,280
120	70	0	A	470,619	470,619	470,619	4,029,423	4,029,423	4,029,423

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Seguro de Vida como Tipo de Activo



NexGen UL

Illustration For: 5 payments
Provided By: Pan American

Age: 45 Male
Standard Non-Tobacco

Initial Death Benefit: \$1,000,000
Additional Lump Sum: \$0

Initial Option: 1 (Level)
Initial Premium: \$45,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Bider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age Year	End At Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values			
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit	
46	1	45,000	A	10,940	33,040	1,000,000	11,807	33,907	1,000,000	
47	2	45,000	A	52,320	74,040	1,000,000	55,882	77,602	1,000,000	
48	3	45,000	A	94,870	116,210	1,000,000	102,045	123,385	1,000,000	
49	4	45,000	A	138,682	159,642	1,000,000	150,514	171,474	1,000,000	
50	5	45,000	A	185,168	204,358	1,000,000	202,813	222,003	1,000,000	
TOTAL		225,000		A	190,302	207,582	1,000,000	213,230	230,510	1,000,000
51	6	0	A	195,276	210,656	1,000,000	223,988	239,368	1,000,000	
52	7	0	A	200,041	213,521	1,000,000	235,119	248,599	1,000,000	
53	8	0	A	204,545	216,125	1,000,000	246,662	258,242	1,000,000	
54	9	0	A	208,694	218,364	1,000,000	258,485	268,155	1,000,000	
55	10	0	A	212,403	220,173	1,000,000	270,580	278,350	1,000,000	
56	11	0	A	215,652	221,522	1,000,000	282,974	288,844	1,000,000	
57	12	0	A	218,443	222,413	1,000,000	295,543	299,513	1,000,000	
58	13	0	A	220,770	222,830	1,000,000	308,330	310,390	1,000,000	
59	14	0	A	222,667	222,667	1,000,000	321,440	321,440	1,000,000	
60	15	0	A	221,774	221,774	1,000,000	335,808	335,808	1,000,000	
61	16	0	A	219,962	219,962	1,000,000	350,636	350,636	1,000,000	
62	17	0	A	217,045	217,045	1,000,000	365,837	365,837	1,000,000	
63	18	0	A	212,871	212,871	1,000,000	381,403	381,403	1,000,000	
64	19	0	A	207,325	207,325	1,000,000	397,319	397,319	1,000,000	
65	20	0	A	200,280	200,280	1,000,000	413,692	413,692	1,000,000	
66	21	0	A	191,625	191,625	1,000,000	430,500	430,500	1,000,000	
67	22	0	A	181,197	181,197	1,000,000	447,738	447,738	1,000,000	
68	23	0	A	168,795	168,795	1,000,000	465,408	465,408	1,000,000	
69	24	0	A	154,092	154,092	1,000,000	483,514	483,514	1,000,000	
70	25	0	A	136,622	136,622	1,000,000	502,074	502,074	1,000,000	
71	26	0	A	115,715	115,715	1,000,000	521,126	521,126	1,000,000	
72	27	0	A	90,624	90,624	1,000,000	540,710	540,710	1,000,000	
73	28	0	A	60,756	60,756	1,000,000	560,865	560,865	1,000,000	
74	29	0	A	25,337	25,337	1,000,000	581,632	581,632	1,000,000	
75	30	0	A							

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2.90.0.30

Page 1 of 5

Caso #1a - Reduciendo los Años de Pagos (5 Pagos)



NexGen UL

Illustration For: 5 payments
Provided By: Pan American

Initial Death Benefit: \$1,000,000
Additional Lump Sum: \$0

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

Age: 45 Male
Standard Non-Tobacco

Initial Option: 1 (Level)
Initial Premium: \$45,000.00 (A)

Age Year	End At Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
76	31	0	A	0	0	0	603,056	603,056	1,000,000
77	32	0	A				625,068	625,068	1,000,000
78	33	0	A				647,737	647,737	1,000,000
79	34	0	A				671,170	671,170	1,000,000
80	35	0	A				695,522	695,522	1,000,000
81	36	0	A				721,007	721,007	1,000,000
82	37	0	A				747,922	747,922	1,000,000
83	38	0	A				776,657	776,657	1,000,000
84	39	0	A				807,694	807,694	1,000,000
85	40	0	A				841,653	841,653	1,000,000
86	41	0	A				879,381	879,381	1,000,000
87	42	0	A				922,120	922,120	1,000,000
88	43	0	A				971,093	971,093	1,019,648
89	44	0	A				1,023,522	1,023,522	1,074,698
90	45	0	A				1,078,271	1,078,271	1,132,184
91	46	0	A				1,135,390	1,135,390	1,192,159
92	47	0	A				1,196,627	1,196,627	1,244,492
93	48	0	A				1,262,565	1,262,565	1,300,442
94	49	0	A				1,333,884	1,333,884	1,360,561
95	50	0	A				1,411,384	1,411,384	1,425,498
96	51	0	A				1,496,005	1,496,005	1,496,005
97	52	0	A				1,585,703	1,585,703	1,585,703
98	53	0	A				1,680,783	1,680,783	1,680,783
99	54	0	A				1,781,569	1,781,569	1,781,569
100	55	0	A				1,888,401	1,888,401	1,888,401
Total Premiums Paid \$225,000									
105	60	0	A				2,526,757	2,526,757	2,526,757
110	65	0	A				3,381,022	3,381,022	3,381,022
115	70	0	A				4,524,221	4,524,221	4,524,221
120	75	0	A				6,054,079	6,054,079	6,054,079

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2.90.0.30

Page 2 of 5

Caso #1a - Reduciendo los Años de Pagos (5 Pagos)



NexGen UL

Illustration For: 10 payments

Provided By: Pan American

Initial Death Benefit: \$1,000,000

Additional Lump Sum: \$0

Age: 45 Male

Standard Non-Tobacco

Initial Option: 1 (Level)

Initial Premium: \$25,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
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Terminal Illness Rider

Age Year	End At Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
46	1	25,000	A	0	13,673	1,000,000	0	14,122	1,000,000
47	2	25,000	A	13,315	35,035	1,000,000	15,267	36,987	1,000,000
48	3	25,000	A	35,575	56,915	1,000,000	39,489	60,829	1,000,000
49	4	25,000	A	58,415	79,375	1,000,000	64,847	85,807	1,000,000
50	5	25,000	A	83,214	102,404	1,000,000	92,795	111,985	1,000,000
51	6	25,000	A	108,698	125,978	1,000,000	122,097	139,377	1,000,000
52	7	25,000	A	134,686	150,066	1,000,000	152,737	168,117	1,000,000
53	8	25,000	A	161,163	174,643	1,000,000	184,807	198,287	1,000,000
54	9	25,000	A	188,114	199,694	1,000,000	218,409	229,989	1,000,000
55	10	25,000	A	215,496	225,166	1,000,000	253,475	263,145	1,000,000
TOTAL		250,000		219,450	227,220	1,000,000	265,298	273,068	1,000,000
56	11	0	A	222,958	228,828	1,000,000	277,403	283,273	1,000,000
57	12	0	A	226,022	229,992	1,000,000	289,662	293,632	1,000,000
58	13	0	A	228,636	230,696	1,000,000	302,121	304,181	1,000,000
59	14	0	A	230,838	230,838	1,000,000	314,879	314,879	1,000,000
60	15	0	A	230,271	230,271	1,000,000	328,805	328,805	1,000,000
61	16	0	A	228,806	228,806	1,000,000	343,155	343,155	1,000,000
62	17	0	A	226,262	226,262	1,000,000	357,838	357,838	1,000,000
63	18	0	A	222,492	222,492	1,000,000	372,841	372,841	1,000,000
64	19	0	A	217,382	217,382	1,000,000	388,143	388,143	1,000,000
65	20	0	A	210,807	210,807	1,000,000	403,847	403,847	1,000,000
66	21	0	A	202,663	202,663	1,000,000	419,925	419,925	1,000,000
67	22	0	A	192,789	192,789	1,000,000	436,363	436,363	1,000,000
68	23	0	A	180,990	180,990	1,000,000	453,152	453,152	1,000,000
69	24	0	A	166,945	166,945	1,000,000	470,288	470,288	1,000,000
70	25	0	A	150,200	150,200	1,000,000	487,774	487,774	1,000,000
71	26	0	A	130,098	130,098	1,000,000	505,635	505,635	1,000,000
72	27	0	A	105,908	105,908	1,000,000	523,892	523,892	1,000,000
73	28	0	A	77,052	77,052	1,000,000	542,564	542,564	1,000,000
74	29	0	A	42,776	42,776	1,000,000	561,664	561,664	1,000,000

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2.90.0.30

Page 1 of 5

Caso #1b - Reduciendo los Años de Pagos (10 Pagos)



NexGen UL

Illustration For: 10 payments
Provided By: Pan American

Initial Death Benefit: \$1,000,000
Additional Lump Sum: \$0

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

Age: 45 Male
Standard Non-Tobacco

Initial Option: 1 (Level)
Initial Premium: \$25,000.00 (A)

Age Year	End At Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
76	31	0	A	2,117	2,117	1,000,000	581,207	581,207	1,000,000
77	32	0	A	0	0	0	601,077	601,077	1,000,000
78	33	0	A				621,291	621,291	1,000,000
79	34	0	A				641,891	641,891	1,000,000
80	35	0	A				662,954	662,954	1,000,000
81	36	0	A				684,593	684,593	1,000,000
82	37	0	A				706,980	706,980	1,000,000
83	38	0	A				730,348	730,348	1,000,000
84	39	0	A				754,972	754,972	1,000,000
85	40	0	A				781,195	781,195	1,000,000
86	41	0	A				809,499	809,499	1,000,000
87	42	0	A				840,707	840,707	1,000,000
88	43	0	A				875,735	875,735	1,000,000
89	44	0	A				915,834	915,834	1,000,000
90	45	0	A				962,625	962,625	1,010,756
91	46	0	A				1,013,611	1,013,611	1,064,292
92	47	0	A				1,068,274	1,068,274	1,111,005
93	48	0	A				1,127,132	1,127,132	1,160,946
94	49	0	A				1,190,794	1,190,794	1,214,610
95	50	0	A				1,259,974	1,259,974	1,272,574
96	51	0	A				1,335,511	1,335,511	1,335,511
97	52	0	A				1,415,579	1,415,579	1,415,579
98	53	0	A				1,500,452	1,500,452	1,500,452
99	54	0	A				1,590,417	1,590,417	1,590,417
100	55	0	A				1,685,781	1,685,781	1,685,781
Total Premiums Paid \$250,000									
105	60	0	A				2,255,605	2,255,605	2,255,605
110	65	0	A				3,018,160	3,018,160	3,018,160
115	70	0	A				4,038,630	4,038,630	4,038,630
120	75	0	A				5,404,248	5,404,248	5,404,248

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2.90.0.30

Page 2 of 5

Caso #1b - Reduciendo los Años de Pagos (10 Pagos)



NexGen UL

Illustration For: Single Premium, Case #1c
 Provided By: Pan-American

Age: 45 Male
 Standard Non-Tobacco

Initial Death Benefit: \$1,000,000
 Additional Lump Sum: \$0

Initial Option: 1 (Level)
 Initial Premium: \$200,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
 Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

<u>Rider</u>	<u>Class/Rating</u>	<u>Amount/Duration</u>
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Terminal Illness Rider

Age Year	End At Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
46 1		200,000	A	161,036	183,136	1,000,000	165,141	187,241	1,000,000
47 2		0	A	164,576	186,296	1,000,000	172,758	194,478	1,000,000
48 3		0	A	168,061	189,401	1,000,000	180,562	201,902	1,000,000
49 4		0	A	171,526	192,486	1,000,000	188,651	209,611	1,000,000
50 5		0	A	176,326	195,516	1,000,000	198,428	217,618	1,000,000
51 6		0	A	181,163	198,443	1,000,000	208,612	225,892	1,000,000
52 7		0	A	185,828	201,208	1,000,000	219,122	234,502	1,000,000
53 8		0	A	190,269	203,749	1,000,000	229,992	243,472	1,000,000
54 9		0	A	194,433	206,013	1,000,000	241,260	252,840	1,000,000
55 10		0	A	198,225	207,895	1,000,000	252,790	262,460	1,000,000
56 11		0	A	201,557	209,327	1,000,000	264,576	272,346	1,000,000
57 12		0	A	204,408	210,278	1,000,000	276,641	282,511	1,000,000
58 13		0	A	206,779	210,749	1,000,000	288,859	292,829	1,000,000
59 14		0	A	208,662	210,722	1,000,000	301,272	303,332	1,000,000
60 15		0	A	210,089	210,089	1,000,000	313,982	313,982	1,000,000
61 16		0	A	208,696	208,696	1,000,000	327,848	327,848	1,000,000
62 17		0	A	206,349	206,349	1,000,000	342,133	342,133	1,000,000
63 18		0	A	202,857	202,857	1,000,000	356,744	356,744	1,000,000
64 19		0	A	198,063	198,063	1,000,000	371,670	371,670	1,000,000
65 20		0	A	191,847	191,847	1,000,000	386,888	386,888	1,000,000
66 21		0	A	184,076	184,076	1,000,000	402,502	402,502	1,000,000
67 22		0	A	174,635	174,635	1,000,000	418,480	418,480	1,000,000
68 23		0	A	163,354	163,354	1,000,000	434,808	434,808	1,000,000
69 24		0	A	150,024	150,024	1,000,000	451,477	451,477	1,000,000
70 25		0	A	134,307	134,307	1,000,000	468,480	468,480	1,000,000
71 26		0	A	115,722	115,722	1,000,000	485,820	485,820	1,000,000
72 27		0	A	93,577	93,577	1,000,000	503,517	503,517	1,000,000
73 28		0	A	67,098	67,098	1,000,000	521,593	521,593	1,000,000
74 29		0	A	35,672	35,672	1,000,000	540,062	540,062	1,000,000
75 30		0	A	0	0	0	558,934	558,934	1,000,000

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2.90.0.38

Page 1 of 5

Caso #1c - Reduciendo los Años de Pagos (Prima Única)



NexGen UL

Illustration For: Single Premium Case #1c
 Provided By: Pan-American

Age: 45 Male
 Standard Non-Tobacco

Initial Death Benefit: \$1,000,000
 Additional Lump Sum: \$0

Initial Option: 1 (Level)
 Initial Premium: \$200,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
 Guaranteed Interest Rate: 3.00%

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
76	31	0	A				578,221	578,221	1,000,000
77	32	0	A				597,798	597,798	1,000,000
78	33	0	A				617,677	617,677	1,000,000
79	34	0	A				637,889	637,889	1,000,000
80	35	0	A				658,503	658,503	1,000,000
81	36	0	A				679,616	679,616	1,000,000
82	37	0	A				701,384	701,384	1,000,000
83	38	0	A				724,018	724,018	1,000,000
84	39	0	A				747,766	747,766	1,000,000
85	40	0	A				772,931	772,931	1,000,000
86	41	0	A				799,947	799,947	1,000,000
87	42	0	A				829,579	829,579	1,000,000
88	43	0	A				862,660	862,660	1,000,000
89	44	0	A				900,333	900,333	1,000,000
90	45	0	A				944,159	944,159	1,000,000
91	46	0	A				994,012	994,012	1,043,713
92	47	0	A				1,047,617	1,047,617	1,089,521
93	48	0	A				1,105,336	1,105,336	1,138,496
94	49	0	A				1,167,765	1,167,765	1,191,121
95	50	0	A				1,235,606	1,235,606	1,247,962
96	51	0	A				1,309,681	1,309,681	1,309,681
97	52	0	A				1,388,199	1,388,199	1,388,199
98	53	0	A				1,471,429	1,471,429	1,471,429
99	54	0	A				1,559,653	1,559,653	1,559,653
100	55	0	A				1,653,171	1,653,171	1,653,171
Total Premiums Paid \$200,000									
105	60	0	A				2,211,966	2,211,966	2,211,966
110	65	0	A				2,959,760	2,959,760	2,959,760
115	70	0	A				3,960,478	3,960,478	3,960,478
120	75	0	A				5,299,664	5,299,664	5,299,664

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2.90.0.38

Page 2 of 5

Caso #1c - Reduciendo los Años de Pagos (Prima Única)



NexGen UL

Illustration For: Term 30 Same Premium
Provided By: Pan American

Initial Death Benefit: \$200,000
Additional Lump Sum: \$0

Age: 45 Male
Standard Non-Tobacco

Initial Option: 1 (Level)
Initial Premium: \$4,945.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		
Primary Insured Rider		\$800,000 To Age 120

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
46	1	4,945	A	0	0	1,000,000	0	626	1,000,000
47	2	4,945	A	0	1,184	1,000,000	0	4,030	1,000,000
48	3	4,945	A	0	2,889	1,000,000	3,197	7,465	1,000,000
49	4	4,945	A	307	4,499	1,000,000	6,800	10,992	1,000,000
50	5	4,945	A	2,132	5,970	1,000,000	10,776	14,614	1,000,000
51	6	4,945	A	3,782	7,238	1,000,000	14,602	18,058	1,000,000
52	7	4,945	A	5,150	8,226	1,000,000	18,505	21,581	1,000,000
53	8	4,945	A	6,159	8,855	1,000,000	22,493	25,189	1,000,000
54	9	4,945	A	6,736	9,052	1,000,000	26,584	28,900	1,000,000
55	10	4,945	A	6,747	8,681	1,000,000	30,487	32,421	1,000,000
56	11	4,945	A	6,252	7,806	1,000,000	34,470	36,024	1,000,000
57	12	4,945	A	5,058	6,232	1,000,000	38,378	39,552	1,000,000
58	13	4,945	A	3,158	3,952	1,000,000	42,060	42,854	1,000,000
59	14	4,945	A	526	938	1,000,000	45,514	45,926	1,000,000
60	15	4,945	A	0	0	0	48,691	48,691	1,000,000
61	16	4,945	A				50,968	50,968	1,000,000
62	17	4,945	A				52,662	52,662	1,000,000
63	18	4,945	A				53,677	53,677	1,000,000
64	19	4,945	A				53,064	53,064	1,000,000
65	20	4,945	A				50,869	50,869	1,000,000
66	21	4,945	A				48,990	48,990	1,000,000
67	22	4,945	A				45,923	45,923	1,000,000
68	23	4,945	A				41,457	41,457	1,000,000
69	24	4,945	A				35,348	35,348	1,000,000
70	25	4,945	A				27,321	27,321	1,000,000
71	26	4,945	A				17,063	17,063	1,000,000
72	27	4,945	A				4,232	4,232	1,000,000
73	28	0	A				0	0	0

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2.90.0.30

Page 1 of 4

Caso #2a - Comparando NexGen con un Producto de Seguro a Término



NexGen UL

Illustration For: Term 30 Same Premium

Provided By: Pan American

Initial Death Benefit: \$200,000

Additional Lump Sum: \$0

Age: 45 Male

Standard Non-Tobacco

Initial Option: 1 (Level)

Initial Premium: \$7,500.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		
Primary Insured Rider		\$800,000 To Age 120

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
46	1	7,500	A	0	1,816	1,000,000	0	3,153	1,000,000
47	2	7,500	A	1,818	6,162	1,000,000	4,874	9,218	1,000,000
48	3	7,500	A	6,192	10,460	1,000,000	11,188	15,456	1,000,000
49	4	7,500	A	10,557	14,749	1,000,000	17,744	21,936	1,000,000
50	5	7,500	A	15,152	18,990	1,000,000	24,831	28,669	1,000,000
51	6	7,500	A	19,669	23,125	1,000,000	31,936	35,392	1,000,000
52	7	7,500	A	24,005	27,081	1,000,000	39,297	42,373	1,000,000
53	8	7,500	A	28,092	30,788	1,000,000	46,930	49,626	1,000,000
54	9	7,500	A	31,863	34,179	1,000,000	54,866	57,182	1,000,000
55	10	7,500	A	35,197	37,131	1,000,000	62,829	64,763	1,000,000
56	11	7,500	A	38,240	39,794	1,000,000	71,186	72,740	1,000,000
57	12	7,500	A	40,737	41,911	1,000,000	79,721	80,895	1,000,000
58	13	7,500	A	42,688	43,482	1,000,000	88,307	89,101	1,000,000
59	14	7,500	A	44,079	44,491	1,000,000	96,966	97,378	1,000,000
60	15	7,500	A	44,808	44,808	1,000,000	105,675	105,675	1,000,000
TOTAL		112,500		36,846	36,846	1,000,000	106,675	106,675	1,000,000
61	16	0	A	0	0	0	106,675	106,675	1,000,000
62	17	0	A	27,468	27,468	1,000,000	107,045	107,045	1,000,000
63	18	0	A	16,418	16,418	1,000,000	106,699	106,699	1,000,000
64	19	0	A	3,472	3,472	1,000,000	104,684	104,684	1,000,000
65	20	0	A	0	0	0	101,048	101,048	1,000,000
66	21	0	A				97,678	97,678	1,000,000
67	22	0	A				93,071	93,071	1,000,000
68	23	0	A				87,014	87,014	1,000,000
69	24	0	A				79,262	79,262	1,000,000
70	25	0	A				69,536	69,536	1,000,000
71	26	0	A				57,518	57,518	1,000,000
72	27	0	A				42,863	42,863	1,000,000
73	28	0	A				25,149	25,149	1,000,000
74	29	0	A				3,861	3,861	1,000,000
75	30	0	A				0	0	0

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2.90.0.30

Page 1 of 4

Caso #2b - Comparando NexGen con un Producto de Seguro a Término



NexGen UL

Illustration For: Key Man
Provided By: Pan American

Age: 45 Male
Standard Non-Tobacco

Initial Death Benefit: \$2,500,000
Additional Lump Sum: \$0

Initial Option: 3 (Return of Premium)
Initial Premium: \$200,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

<u>Rider</u>	<u>Class/Rating</u>	<u>Amount/Duration</u>
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Terminal Illness Rider

Age Year	End Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
46	1	200,000	A	111,858	167,108	2,700,000	115,795	171,045	2,700,000
47	2	200,000	A	300,307	354,607	2,900,000	316,169	370,469	2,900,000
48	3	200,000	A	493,859	547,209	3,100,000	525,916	579,266	3,100,000
49	4	200,000	A	692,784	745,184	3,300,000	745,799	798,199	3,300,000
50	5	200,000	A	900,629	948,604	3,500,000	979,826	1,027,801	3,500,000
TOTAL		1,000,000		924,824	968,024	3,500,000	1,027,910	1,071,110	3,500,000
51	6	0	A	948,823	987,273	3,500,000	1,077,954	1,116,404	3,500,000
52	7	0	A	972,480	1,006,180	3,500,000	1,130,106	1,163,806	3,500,000
53	8	0	A	995,646	1,024,596	3,500,000	1,184,543	1,213,493	3,500,000
54	9	0	A	1,018,043	1,042,218	3,500,000	1,240,914	1,265,089	3,500,000
55	10	0	A	1,039,440	1,058,865	3,500,000	1,299,280	1,318,705	3,500,000
56	11	0	A	1,059,798	1,074,473	3,500,000	1,359,792	1,374,467	3,500,000
57	12	0	A	1,079,148	1,089,073	3,500,000	1,422,170	1,432,095	3,500,000
58	13	0	A	1,097,499	1,102,649	3,500,000	1,486,645	1,491,795	3,500,000
59	14	0	A	1,114,908	1,114,908	3,500,000	1,553,570	1,553,570	3,500,000
60	15	0	A	1,125,430	1,125,430	3,500,000	1,632,917	1,632,917	3,500,000
61	16	0	A	1,133,680	1,133,680	3,500,000	1,716,197	1,716,197	3,500,000
62	17	0	A	1,139,148	1,139,148	3,500,000	1,803,425	1,803,425	3,500,000
63	18	0	A	1,141,440	1,141,440	3,500,000	1,894,879	1,894,879	3,500,000
64	19	0	A	110,049	110,049	2,499,975	930,534	930,534	2,499,975
65	20	-1,000,000	N						
66	21	0	A	73,486	73,486	2,499,975	966,989	966,989	2,499,975
67	22	0	A	31,318	31,318	2,499,975	1,004,114	1,004,114	2,499,975
68	23	0	A	0	0	0	1,041,844	1,041,844	2,499,975
69	24	0	A				1,080,115	1,080,115	2,499,975
70	25	0	A				1,118,870	1,118,870	2,499,975
71	26	0	A				1,158,065	1,158,065	2,499,975
72	27	0	A				1,197,696	1,197,696	2,499,975
73	28	0	A				1,237,746	1,237,746	2,499,975
74	29	0	A				1,278,170	1,278,170	2,499,975
75	30	0	A				1,318,891	1,318,891	2,499,975

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2.90.0.30

Page 1 of 5

Caso #3 - Utilizando la Opción 3 (Reembolso)



NexGen UL

Illustration For: Key Man

Provided By: Pan American

Age: 45 Male

Standard Non-Tobacco

Initial Death Benefit: \$2,500,000

Initial Option: 3 (Return of Premium)

Additional Lump Sum: \$0

Initial Premium: \$200,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)

Guaranteed Interest Rate: 3.00%

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
76	31	0	A				1,359,814	1,359,814	2,499,975
77	32	0	A				1,400,448	1,400,448	2,499,975
78	33	0	A				1,440,614	1,440,614	2,499,975
79	34	0	A				1,480,148	1,480,148	2,499,975
80	35	0	A				1,518,905	1,518,905	2,499,975
81	36	0	A				1,556,744	1,556,744	2,499,975
82	37	0	A				1,593,567	1,593,567	2,499,975
83	38	0	A				1,629,293	1,629,293	2,499,975
84	39	0	A				1,663,728	1,663,728	2,499,975
85	40	0	A				1,696,557	1,696,557	2,499,975
86	41	0	A				1,727,445	1,727,445	2,499,975
87	42	0	A				1,756,673	1,756,673	2,499,975
88	43	0	A				1,783,978	1,783,978	2,499,975
89	44	0	A				1,809,098	1,809,098	2,499,975
90	45	0	A				1,831,818	1,831,818	2,499,975
91	46	0	A				1,851,891	1,851,891	2,499,975
92	47	0	A				1,868,960	1,868,960	2,499,975
93	48	0	A				1,882,507	1,882,507	2,499,975
94	49	0	A				1,891,791	1,891,791	2,499,975
95	50	0	A				1,895,747	1,895,747	2,499,975
96	51	0	A				1,892,844	1,892,844	2,499,975
97	52	0	A				1,878,773	1,878,773	2,499,975
98	53	0	A				1,849,249	1,849,249	2,499,975
99	54	0	A				1,797,783	1,797,783	2,499,975
100	55	0	A				1,714,408	1,714,408	2,499,975
Total Premiums Paid \$0									
105	60	0	A				0	0	0

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2.90.0.30

Page 2 of 5

Caso #3 - Utilizando la Opción 3 (Reembolso)



NexGen UL

Illustration For: Retirement Plan
Provided By: Pan American

Age: 35 Male
Standard Non-Tobacco

Initial Death Benefit: \$1,000,000
Additional Lump Sum: \$0

Initial Option: 1 (Level)
Initial Premium: \$12,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

<u>Rider</u>	<u>Class/Rating</u>	<u>Amount/Duration</u>
Terminal Illness Rider		

<u>Age</u> <u>At</u> <u>Year</u>	<u>End</u> <u>Of</u> <u>Yr</u>	<u>Annual</u> <u>Outlay</u>	<u>Mode</u>	<u>Guaranteed Values</u>			<u>Current Values</u>		
				<u>Cash Surr</u> <u>Value</u>	<u>Accum</u> <u>Value</u>	<u>Death</u> <u>Benefit</u>	<u>Cash Surr</u> <u>Value</u>	<u>Accum</u> <u>Value</u>	<u>Death</u> <u>Benefit</u>
36	1	12,000	A	0	4,834	1,000,000	0	5,012	1,000,000
37	2	12,000	A	748	15,058	1,000,000	1,597	15,907	1,000,000
38	3	12,000	A	11,391	25,531	1,000,000	13,170	27,310	1,000,000
39	4	12,000	A	22,284	36,244	1,000,000	25,250	39,210	1,000,000
40	5	12,000	A	34,425	47,215	1,000,000	38,855	51,645	1,000,000
41	6	12,000	A	46,906	58,426	1,000,000	53,113	64,633	1,000,000
42	7	12,000	A	59,619	69,869	1,000,000	67,930	78,180	1,000,000
43	8	12,000	A	72,544	81,524	1,000,000	83,308	92,288	1,000,000
44	9	12,000	A	85,655	93,375	1,000,000	99,254	106,974	1,000,000
45	10	12,000	A	98,965	105,415	1,000,000	115,795	122,245	1,000,000
46	11	12,000	A	112,828	118,008	1,000,000	133,311	138,491	1,000,000
47	12	12,000	A	126,898	130,808	1,000,000	151,491	155,401	1,000,000
48	13	12,000	A	141,211	143,861	1,000,000	170,350	173,000	1,000,000
49	14	12,000	A	155,835	157,215	1,000,000	190,034	191,414	1,000,000
50	15	12,000	A	170,851	170,851	1,000,000	210,678	210,678	1,000,000
51	16	12,000	A	184,733	184,733	1,000,000	233,065	233,065	1,000,000
52	17	12,000	A	198,819	198,819	1,000,000	256,771	256,771	1,000,000
53	18	12,000	A	213,069	213,069	1,000,000	281,767	281,767	1,000,000
54	19	12,000	A	227,453	227,453	1,000,000	308,090	308,090	1,000,000
55	20	12,000	A	241,896	241,896	1,000,000	335,875	335,875	1,000,000
56	21	12,000	A	256,363	256,363	1,000,000	365,216	365,216	1,000,000
57	22	12,000	A	270,859	270,859	1,000,000	396,170	396,170	1,000,000
58	23	12,000	A	285,419	285,419	1,000,000	428,847	428,847	1,000,000
59	24	12,000	A	300,065	300,065	1,000,000	463,361	463,361	1,000,000
60	25	12,000	A	314,741	314,741	1,000,000	499,838	499,838	1,000,000
61	26	12,000	A	329,362	329,362	1,000,000	538,421	538,421	1,000,000
62	27	12,000	A	343,817	343,817	1,000,000	579,277	579,277	1,000,000
63	28	12,000	A	358,015	358,015	1,000,000	622,601	622,601	1,000,000
64	29	12,000	A	371,904	371,904	1,000,000	668,618	668,618	1,000,000
65	30	12,000	A	385,472	385,472	1,000,000	717,578	717,578	1,000,000
TOTAL		360,000							

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2.90.0.30

Page 1 of 6

Caso #4 – Retirando Cantidad en Efectivo para la Jubilación



NexGen UL

Illustration For: Retirement Plan
Provided By: Pan American

Initial Death Benefit: \$1,000,000
Additional Lump Sum: \$0

Age: 35 Male
Standard Non-Tobacco

Initial Option: 1 (Level)
Initial Premium: \$12,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
66	31	-36,000	W	349,661	349,661	963,975	719,081	719,081	963,975
67	32	-36,000	W	311,793	311,793	927,950	720,845	720,845	927,950
68	33	-36,000	W	271,716	271,716	891,925	722,962	722,962	891,925
69	34	-36,000	W	229,250	229,250	855,900	725,546	725,546	855,900
70	35	-36,000	W	184,110	184,110	819,875	728,632	728,632	845,213
71	36	-36,000	W	135,904	135,904	783,850	731,923	731,923	841,712
72	37	-36,000	W	84,078	84,078	747,825	735,503	735,503	831,119
73	38	-36,000	W	28,007	28,007	711,800	739,434	739,434	820,772
74	39	-36,000	W	0	0	0	743,789	743,789	810,730
75	40	-36,000	W				748,651	748,651	801,057
76	41	-36,000	L				753,203	753,203	792,767
77	42	-36,000	L				756,873	756,873	798,634
78	43	-36,000	L				759,519	759,519	803,541
79	44	-36,000	L				760,981	760,981	807,328
80	45	-36,000	L				761,084	761,084	809,818
81	46	-36,000	L				759,635	759,635	810,816
82	47	-36,000	L				756,422	756,422	810,106
83	48	-36,000	L				751,210	751,210	807,451
84	49	-36,000	L				743,738	743,738	802,585
85	50	-36,000	L				733,707	733,707	795,203
86	51	-36,000	L				720,788	720,788	784,972
87	52	-36,000	L				704,678	704,678	771,580
88	53	-36,000	L				684,997	684,997	754,643
89	54	-36,000	L				661,341	661,341	733,747
90	55	-36,000	L				633,280	633,280	708,453
91	56	-36,000	L				600,357	600,357	678,293
92	57	-36,000	L				564,394	564,394	629,035
93	58	-36,000	L				525,508	525,508	575,782
94	59	-36,000	L				483,874	483,874	518,644
95	60	-36,000	L				439,739	439,739	457,786
TOTAL		-1,080,000							

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2.90.0.30

Page 2 of 6

Caso #4 – Retirando Cantidades en Efectivo para la Jubilación



NexGen UL

Illustration For: sr retiro
Provided By: Pan American

Age: 35 Male
Standard Non-Tobacco

Initial Death Benefit: \$1,000,000
Additional Lump Sum: \$0

Initial Option: 1 (Level)
Initial Premium: \$12,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
Guaranteed Interest Rate: 3.00%

Age Year	End At Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
96	61	0	A		432,480		432,480	432,480	
97	62	0	A		422,850		422,850	422,850	
98	63	0	A		410,597		410,597	410,597	
99	64	0	A		395,445		395,445	395,445	
100	65	0	A		377,095		377,095	377,095	
Total Premiums Paid -\$720,000									
105	70	0	A		225,072		225,072	225,072	
110	75	0	A		0		0	0	

EJEMPLO

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2.90.0.30

Page 3 of 6

Caso #4 – Retirando Cantidad en Efectivo para la Jubilación



NexGen UL

Illustration For: Senior Client, Case #5a
 Provided By: Pan American

Initial Death Benefit: \$1,000,000
 Additional Lump Sum: \$0

Age: 75 Male
 Standard Non-Tobacco

Initial Option: 1 (Level)
 Initial Premium: \$62,049.96 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
 Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
76	1	62,050	A	0	0	1,000,000	0	3,227	1,000,000
77	2	62,050	A	0	374	1,000,000	11,524	36,564	1,000,000
78	3	62,050	A	0	8,263	1,000,000	47,414	71,204	1,000,000
79	4	62,050	A	0	10,807	1,000,000	84,171	106,751	1,000,000
80	5	62,050	A	0	6,818	1,000,000	123,203	143,813	1,000,000
81	6	62,050	A	0	0	0	162,535	181,105	1,000,000
82	7	62,050	A				203,201	219,721	1,000,000
83	8	62,050	A				245,470	259,950	1,000,000
84	9	62,050	A				289,548	301,978	1,000,000
85	10	62,050	A				335,043	345,433	1,000,000
86	11	62,050	A				384,028	392,378	1,000,000
87	12	62,050	A				435,245	441,545	1,000,000
88	13	62,050	A				487,974	492,234	1,000,000
89	14	62,050	A				541,396	543,606	1,000,000
90	15	62,050	A				596,896	596,896	1,000,000
TOTAL		930,750	A				587,417	587,417	1,000,000
92	17	0	A				568,603	568,603	1,000,000
93	18	0	A				538,605	538,605	1,000,000
94	19	0	A				493,023	493,023	1,000,000
95	20	0	A				427,031	427,031	1,000,000
96	21	0	A				334,549	334,549	1,000,000
97	22	0	A				204,409	204,409	1,000,000
98	23	0	A				20,372	20,372	1,000,000
99	24	0	A				0	0	0

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Page 1 of 4

Caso #5a – Vendiendo a Clientes de Edad Avanzada



NexGen UL

Illustration For: Senior Client, Case # 5B
 Provided By: Pan American

Age: 75 Male
 Standard Non-Tobacco

Initial Death Benefit: \$1,000,000
 Additional Lump Sum: \$0

Initial Option: 1 (Level)
 Initial Premium: \$600,000.00 (A)

Current Interest Rate: 5.00% (6.00% Beginning of Year 16)
 Guaranteed Interest Rate: 3.00%

This Proposal Includes The Following Riders:

Rider	Class/Rating	Amount/Duration
Terminal Illness Rider		

Age At Year	End Of Yr	Annual Outlay	Mode	Guaranteed Values			Current Values		
				Cash Surr Value	Accum Value	Death Benefit	Cash Surr Value	Accum Value	Death Benefit
76 1	1	600,000	A	500,992	527,292	1,000,000	519,772	546,072	1,000,000
77 2	2	0	A	495,399	520,439	1,000,000	535,073	560,113	1,000,000
78 3	3	0	A	486,649	510,439	1,000,000	550,840	574,630	1,000,000
79 4	4	0	A	473,904	496,484	1,000,000	566,838	589,418	1,000,000
80 5	5	0	A	457,036	477,646	1,000,000	584,134	604,744	1,000,000
81 6	6	0	A	434,169	452,739	1,000,000	601,394	619,964	1,000,000
82 7	7	0	A	403,804	420,324	1,000,000	619,048	635,568	1,000,000
83 8	8	0	A	364,179	378,659	1,000,000	637,175	651,655	1,000,000
84 9	9	0	A	312,826	325,256	1,000,000	655,838	668,268	1,000,000
85 10	10	0	A	246,232	256,622	1,000,000	674,764	685,154	1,000,000
86 11	11	0	A	159,578	167,928	1,000,000	693,873	702,223	1,000,000
87 12	12	0	A	46,226	52,526	1,000,000	713,336	719,636	1,000,000
88 13	13	0	A	0	0	0	732,558	736,818	1,000,000
89 14	14	0	A				750,762	752,972	1,000,000
90 15	15	0	A				768,278	768,278	1,000,000
91 16	0	A					789,621	789,621	1,000,000
92 17	0	A					811,154	811,154	1,000,000
93 18	0	A					833,988	833,988	1,000,000
94 19	0	A					858,870	858,870	1,000,000
95 20	0	A					887,385	887,385	1,000,000
96 21	0	A					921,750	921,750	1,000,000
97 22	0	A					964,564	964,564	1,000,000
98 23	0	A					1,019,242	1,019,242	1,019,242
99 24	0	A					1,080,334	1,080,334	1,080,334
100 25	0	A					1,145,092	1,145,092	1,145,092
Total Premiums Paid \$600,000									
105 30	0	A					1,532,043	1,532,043	1,532,043
110 35	0	A					2,049,870	2,049,870	2,049,870
115 40	0	A					2,742,839	2,742,839	2,742,839
120 45	0	A					3,670,188	3,670,188	3,670,188

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2.90.0.30

Page 1 of 4

Caso #5b – Vendiendo a Clientes de Edad Avanzada

