

Study Group Conference - 5/11/05 Variable Universal Life Insurance

Exhibit 1

Original Illustration with 8% Level Return Male, Issue Age 61, Smoker

<u>Policy Year</u>	<u>EOY Age</u>	<u>Premium</u>	<u>Gross Investment Return*</u>	<u>EOY Death Benefit</u>	<u>EOY Account Value</u>
1	62	150,208	8%	5,000,000	125,021
2	63	150,208	8%	5,000,000	242,017
3	64	150,208	8%	5,000,000	360,913
4	65	150,208	8%	5,000,000	480,045
5	66	150,208	8%	5,000,000	598,757
6	67	150,208	8%	5,000,000	715,816
7	68	150,208	8%	5,000,000	832,549
8	69	150,208	8%	5,000,000	951,369
9	70	150,208	8%	5,000,000	1,073,672
10	71	150,208	8%	5,000,000	1,197,825
11	72	150,208	8%	5,000,000	1,344,087
12	73	150,208	8%	5,000,000	1,494,043
13	74	150,208	8%	5,000,000	1,645,405
14	75	150,208	8%	5,000,000	1,797,460
15	76	150,208	8%	5,000,000	1,955,833
16	77	150,208	8%	5,000,000	2,086,093
17	78	150,208	8%	5,000,000	2,212,726
18	79	150,208	8%	5,000,000	2,332,408
19	80	150,208	8%	5,000,000	2,446,476
20	81	150,208	8%	5,000,000	2,549,425
21	82	150,208	8%	5,000,000	2,671,775
22	83	150,208	8%	5,000,000	2,788,785
23	84	150,208	8%	5,000,000	2,908,108
24	85	150,208	8%	5,000,000	3,031,691
25	86	150,208	8%	5,000,000	3,156,305
26	87	150,208	8%	5,000,000	3,270,251
27	88	150,208	8%	5,000,000	3,383,278
28	89	150,208	8%	5,000,000	3,498,877
29	90	150,208	8%	5,000,000	3,622,039
30	91	150,208	8%	5,000,000	3,758,815
31	92	150,208	8%	5,000,000	3,913,314
32	93	150,208	8%	5,000,000	4,094,632
33	94	150,208	8%	5,000,000	4,314,793
34	95	150,208	8%	5,000,000	4,601,093
35	96	150,208	8%	5,001,887	5,001,887

* Investment expenses are assumed to be 0.67%.

Study Group Conference - 5/11/05 Variable Universal Life Insurance

Exhibit 2

Volatile Scenario with No Management Male, Issue Age 61, Smoker

<u>Policy Year</u>	<u>EOY Age</u>	<u>Premium</u>	<u>Gross Investment Return*</u>	<u>EOY Death Benefit</u>	<u>EOY Account Value</u>
1	62	150,208	25%	5,000,000	144,318
2	63	150,208	-4%	5,000,000	233,664
3	64	150,208	30%	5,000,000	423,721
4	65	150,208	17%	5,000,000	592,852
5	66	150,208	-19%	5,000,000	541,959
6	67	150,208	-3%	5,000,000	589,122
7	68	150,208	11%	5,000,000	715,180
8	69	150,208	8%	5,000,000	825,000
9	70	150,208	28%	5,000,000	1,110,771
10	71	150,208	26%	5,000,000	1,444,367
11	72	150,208	-11%	5,000,000	1,329,614
12	73	150,208	-8%	5,000,000	1,259,360
13	74	150,208	-5%	5,000,000	1,211,851
14	75	150,208	1%	5,000,000	1,229,188
15	76	150,208	20%	5,000,000	1,469,767
16	77	150,208	-40%	5,000,000	853,071
17	78	150,208	-3%	5,000,000	720,859
18	79	150,208	34%	5,000,000	763,009
19	80	150,208	16%	5,000,000	672,644
20	81	150,208	4%	5,000,000	453,506
21	82	150,208	-11%	3,529,937	178,517
22	83	150,208	13%	0	0
23	84		-10%		
24	85		30%		
25	86		-32%		
26	87		24%		
27	88		31%		
28	89		12%		
29	90		27%		
30	91		10%		
31	92		34%		
32	93		0%		
33	94		25%		
34	95		-5%		
35	96		4%		
Average			8.0%		
Standard Deviation			18.6%		

* Investment expenses are assumed to be 0.67%.

Study Group Conference - 5/11/05

Variable Universal Life Insurance

Exhibit 3

Volatile Scenario - Manage Every 3 Years** Male, Issue Age 61, Smoker

<u>Policy Year</u>	<u>EOY Age</u>	<u>Premium</u>	<u>Gross Investment Return*</u>	<u>EOY Death Benefit</u>	<u>EOY Account Value</u>
1	62	150,208	25%	5,000,000	144,318
2	63	150,208	-4%	5,000,000	233,664
3	64	150,208	30%	5,000,000	423,721
4	65	143,722	17%	5,000,000	585,220
5	66	143,722	-19%	5,000,000	530,393
6	67	143,722	-3%	5,000,000	571,324
7	68	166,266	11%	5,000,000	713,213
8	69	166,266	8%	5,000,000	840,536
9	70	166,266	28%	5,000,000	1,152,124
10	71	140,759	26%	5,000,000	1,485,432
11	72	140,759	-11%	5,000,000	1,358,272
12	73	140,759	-8%	5,000,000	1,277,439
13	74	179,131	-5%	5,000,000	1,257,448
14	75	179,131	1%	5,000,000	1,306,797
15	76	179,131	20%	5,000,000	1,602,226
16	77	203,842	-40%	5,000,000	970,293
17	78	203,842	-3%	5,000,000	895,304
18	79	203,842	34%	5,000,000	1,088,089
19	80	362,550	16%	5,000,000	1,342,405
20	81	362,550	4%	5,000,000	1,450,752
21	82	362,550	-11%	5,000,000	1,346,614
22	83	405,240	13%	5,000,000	1,588,348
23	84	405,240	-10%	5,000,000	1,482,548
24	85	405,240	30%	5,000,000	1,954,905
25	86	390,231	-32%	5,000,000	1,351,728
26	87	390,231	24%	5,000,000	1,531,946
27	88	390,231	31%	5,000,000	1,828,602
28	89	561,870	12%	5,000,000	2,124,315
29	90	561,870	27%	5,000,000	2,804,556
30	91	561,870	10%	5,000,000	3,285,993
31	92	308,867	34%	5,000,000	4,341,955
32	93	308,867	0%	5,000,000	4,550,278
33	94	308,867	25%	6,037,253	5,977,479
34	95	0	-5%	5,619,781	5,619,781
35	96	0	4%	5,806,920	5,806,920

Average 8%
Standard Deviation 18.6%

* Investment expenses are assumed to be 0.67%.

** After every 3 years, determine future required premiums, assuming 8% gross going forward.

Study Group Conference - 5/11/05

Variable Universal Life Insurance

Exhibit 4

Reduced Death Benefit with 5% Level Return Male, Issue Age 61, Smoker

<u>Policy Year</u>	<u>EOY Age</u>	<u>Premium</u>	<u>Gross Investment Return*</u>	<u>EOY Death Benefit</u>	<u>EOY Account Value</u>
1	62	150,208	5%	4,140,000	127,766
2	63	150,208	5%	4,140,000	247,592
3	64	150,208	5%	4,140,000	367,609
4	65	150,208	5%	4,140,000	486,476
5	66	150,208	5%	4,140,000	603,706
6	67	150,208	5%	4,140,000	718,385
7	68	150,208	5%	4,140,000	831,623
8	69	150,208	5%	4,140,000	945,310
9	70	150,208	5%	4,140,000	1,060,475
10	71	150,208	5%	4,140,000	1,175,811
11	72	150,208	5%	4,140,000	1,306,470
12	73	150,208	5%	4,140,000	1,438,071
13	74	150,208	5%	4,140,000	1,568,820
14	75	150,208	5%	4,140,000	1,698,157
15	76	150,208	5%	4,140,000	1,830,169
16	77	150,208	5%	4,140,000	1,939,676
17	78	150,208	5%	4,140,000	2,045,180
18	79	150,208	5%	4,140,000	2,144,414
19	80	150,208	5%	4,140,000	2,238,558
20	81	150,208	5%	4,140,000	2,323,908
21	82	150,208	5%	4,140,000	2,422,337
22	83	150,208	5%	4,140,000	2,516,009
23	84	150,208	5%	4,140,000	2,610,454
24	85	150,208	5%	4,140,000	2,707,015
25	86	150,208	5%	4,140,000	2,803,427
26	87	150,208	5%	4,140,000	2,891,791
27	88	150,208	5%	4,140,000	2,979,180
28	89	150,208	5%	4,140,000	3,068,209
29	90	150,208	5%	4,140,000	3,162,469
30	91	150,208	5%	4,140,000	3,266,202
31	92	150,208	5%	4,140,000	3,382,377
32	93	150,208	5%	4,140,000	3,517,366
33	94	150,208	5%	4,140,000	3,679,707
34	95	150,208	5%	4,140,000	3,888,033
35	96	150,208	5%	4,174,245	4,174,245

* Investment expenses are assumed to be 0.67%.

Study Group Conference - 5/11/05 Variable Universal Life Insurance

Exhibit 5

Reduced Death Benefit with Volatile Scenario Male, Issue Age 61, Smoker

<u>Policy Year</u>	<u>EOY Age</u>	<u>Premium</u>	<u>Gross Investment Return*</u>	<u>EOY Death Benefit</u>	<u>EOY Account Value</u>
1	62	150,208	25%	4,140,000	151,727
2	63	150,208	-4%	4,140,000	249,440
3	64	150,208	30%	4,140,000	457,862
4	65	150,208	17%	4,140,000	647,224
5	66	150,208	-19%	4,140,000	597,979
6	67	150,208	-3%	4,140,000	660,410
7	68	150,208	11%	4,140,000	816,595
8	69	150,208	8%	4,140,000	959,027
9	70	150,208	28%	4,140,000	1,314,682
10	71	150,208	26%	4,140,000	1,737,575
11	72	150,208	-11%	4,140,000	1,615,305
12	73	150,208	-8%	4,140,000	1,551,192
13	74	150,208	-5%	4,140,000	1,521,728
14	75	150,208	1%	4,140,000	1,584,478
15	76	150,208	20%	4,140,000	1,953,727
16	77	150,208	-40%	4,140,000	1,186,710
17	78	150,208	-3%	4,140,000	1,113,709
18	79	150,208	34%	4,140,000	1,405,244
19	80	150,208	16%	4,140,000	1,553,085
20	81	150,208	4%	4,140,000	1,530,875
21	82	150,208	-11%	4,140,000	1,288,503
22	83	150,208	13%	4,140,000	1,300,550
23	84	150,208	-10%	4,140,000	1,028,967
24	85	150,208	30%	4,140,000	1,063,012
25	86	150,208	-32%	4,140,000	559,557
26	87	150,208	24%	2,596,868	226,775
27	88	150,208	31%	0	0
28	89		12%		
29	90		27%		
30	91		10%		
31	92		34%		
32	93		0%		
33	94		25%		
34	95		-5%		
35	96		4%		
Average			8.0%		
Standard Deviation			18.6%		

* Investment expenses are assumed to be 0.67%.

Study Group Conference - 5/11/05

Variable Universal Life Insurance

Exhibit 6

Manage Premium Annually Male, Issue Age 61, Smoker

<u>Policy Year</u>	<u>EOY Age</u>	<u>Premium</u>	<u>Gross Investment Return*</u>	<u>EOY Death Benefit</u>	<u>EOY Account Value</u>
1	62	150,208	25%	4,140,000	151,727
2	63	150,208	-4%	4,140,000	249,440
3	64	150,208	30%	4,140,000	457,862
4	65	150,208	17%	4,140,000	647,224
5	66	150,208	-19%	4,140,000	597,979
6	67	155,934	-3%	4,140,000	666,056
7	68	202,536	11%	4,140,000	882,157
8	69	150,208	8%	4,140,000	1,031,312
9	70	150,208	28%	4,140,000	1,409,294
10	71	150,208	26%	4,140,000	1,859,356
11	72	150,208	-11%	4,140,000	1,725,693
12	73	150,208	-8%	4,140,000	1,655,087
13	74	150,208	-5%	4,140,000	1,622,518
14	75	150,208	1%	4,140,000	1,689,447
15	76	158,918	20%	4,140,000	2,095,073
16	77	150,208	-40%	4,140,000	1,275,745
17	78	814,139	-3%	4,140,000	1,882,496
18	79	312,892	34%	4,140,000	2,732,867
19	80	150,208	16%	4,140,000	3,207,635
20	81	150,208	4%	4,140,000	3,401,395
21	82	150,208	-11%	4,140,000	3,094,864
22	83	150,208	13%	4,140,000	3,531,198
23	84	150,208	-10%	4,140,000	3,244,557
24	85	150,208	30%	4,483,182	4,269,697
25	86	150,208	-32%	4,140,000	2,992,055
26	87	150,208	24%	4,140,000	3,685,627
27	88	150,208	31%	5,191,678	4,944,456
28	89	150,208	12%	5,948,139	5,664,895
29	90	150,208	27%	7,690,984	7,324,747
30	91	150,208	10%	8,441,217	8,116,555
31	92	150,208	34%	11,296,297	10,967,279
32	93	150,208	0%	11,271,924	11,050,905
33	94	150,208	25%	14,011,530	13,872,802
34	95	150,208	-5%	13,175,028	13,175,028
35	96	150,208	4%	13,867,921	13,867,921
Average			8.0%		
Standard Deviation			18.6%		

* Investment expenses are assumed to be 0.67%.

Study Group Conference - 5/11/05 Variable Universal Life Insurance

Exhibit 7

Manage Premium Annually with 5-Yr Amortization Male, Issue Age 61, Smoker

<u>Policy Year</u>	<u>EOY Age</u>	<u>Premium</u>	<u>Gross Investment Return*</u>	<u>EOY Death Benefit</u>	<u>EOY Account Value</u>
1	62	150,208	25%	4,140,000	151,727
2	63	150,208	-4%	4,140,000	249,440
3	64	150,208	30%	4,140,000	457,862
4	65	150,208	17%	4,140,000	647,224
5	66	150,208	-19%	4,140,000	597,979
6	67	151,353	-3%	4,140,000	661,539
7	68	161,577	11%	4,140,000	830,729
8	69	150,387	8%	4,140,000	974,807
9	70	150,208	28%	4,140,000	1,335,337
10	71	150,208	26%	4,140,000	1,764,161
11	72	150,208	-11%	4,140,000	1,639,404
12	73	150,208	-8%	4,140,000	1,573,873
13	74	150,208	-5%	4,140,000	1,543,731
14	75	155,226	1%	4,140,000	1,612,619
15	76	167,316	20%	4,140,000	2,009,988
16	77	150,208	-40%	4,140,000	1,222,149
17	78	293,713	-3%	4,140,000	1,296,414
18	79	299,961	34%	4,140,000	1,879,096
19	80	203,272	16%	4,140,000	2,209,753
20	81	155,969	4%	4,140,000	2,279,772
21	82	159,035	-11%	4,140,000	2,020,237
22	83	230,628	13%	4,140,000	2,303,467
23	84	192,716	-10%	4,140,000	2,067,335
24	85	258,832	30%	4,140,000	2,723,085
25	86	150,208	-32%	4,140,000	1,834,823
26	87	343,929	24%	4,140,000	2,315,577
27	88	265,451	31%	4,140,000	3,026,481
28	89	150,208	12%	4,140,000	3,344,318
29	90	150,208	27%	4,469,177	4,256,360
30	91	150,208	10%	4,992,379	4,800,364
31	92	150,208	34%	6,785,562	6,587,925
32	93	150,208	0%	6,848,203	6,713,924
33	94	150,208	25%	8,608,502	8,523,270
34	95	150,208	-5%	8,167,086	8,167,086
35	96	150,208	4%	8,677,436	8,677,436
Average			8.0%		
Standard Deviation			18.6%		

* Investment expenses are assumed to be 0.67%.

Study Group Conference - 5/11/05 Variable Universal Life Insurance

Exhibit 8

Manage Death Benefit Annually Male, Issue Age 61, Smoker

<u>Policy Year</u>	<u>EOY Age</u>	<u>Premium</u>	<u>Gross Investment Return*</u>	<u>EOY Death Benefit</u>	<u>EOY Account Value</u>
1	62	150,208	25%	4,140,000	151,727
2	63	150,208	-4%	4,163,961	249,440
3	64	150,208	30%	4,141,848	457,486
4	65	150,208	17%	4,229,876	646,750
5	66	150,208	-19%	4,300,274	596,392
6	67	150,208	-3%	4,132,686	655,853
7	68	150,208	11%	4,077,469	811,618
8	69	150,208	8%	4,119,995	955,155
9	70	150,208	28%	4,149,845	1,310,277
10	71	150,208	26%	4,389,802	1,731,553
11	72	150,208	-11%	4,695,742	1,604,063
12	73	150,208	-8%	4,437,593	1,525,782
13	74	150,208	-5%	4,227,711	1,487,816
14	75	150,208	1%	4,058,996	1,545,839
15	76	150,208	20%	3,987,682	1,909,658
16	77	150,208	-40%	4,219,489	1,164,049
17	78	150,208	-3%	3,364,373	1,085,747
18	79	150,208	34%	3,180,568	1,439,621
19	80	150,208	16%	3,435,207	1,685,242
20	81	150,208	4%	3,586,684	1,747,484
21	82	150,208	-11%	3,563,576	1,542,445
22	83	150,208	13%	3,260,108	1,680,427
23	84	150,208	-10%	3,304,418	1,493,843
24	85	150,208	30%	3,023,389	1,865,747
25	86	150,208	-32%	3,298,732	1,276,668
26	87	150,208	24%	2,613,241	1,405,460
27	88	150,208	31%	2,653,669	1,797,989
28	89	150,208	12%	2,958,809	2,027,126
29	90	150,208	27%	3,098,917	2,554,508
30	91	150,208	10%	3,532,039	2,860,883
31	92	150,208	34%	3,963,146	3,847,715
32	93	150,208	0%	4,605,338	4,000,228
33	94	150,208	25%	5,031,932	4,982,111
34	95	150,208	-5%	5,442,404	4,852,045
35	96	150,208	4%	5,104,012	5,017,642
Average			8.0%		
Standard Deviation			18.6%		

* Investment expenses are assumed to be 0.67%.

Study Group Conference - 5/11/05 Variable Universal Life Insurance

Exhibit 9

Manage Death Benefit Annually, Higher Returns Male, Issue Age 61, Smoker

<u>Policy Year</u>	<u>EOY Age</u>	<u>Premium</u>	<u>Gross Investment Return*</u>	<u>EOY Death Benefit</u>	<u>EOY Account Value</u>
1	62	150,208	27%	4,140,000	154,177
2	63	150,208	-2%	4,166,410	257,081
3	64	150,208	32%	4,149,489	474,676
4	65	150,208	19%	4,247,067	678,348
5	66	150,208	-17%	4,331,872	637,485
6	67	150,208	-1%	4,173,780	710,167
7	68	150,208	13%	4,131,782	887,806
8	69	150,208	10%	4,196,183	1,057,029
9	70	150,208	30%	4,251,719	1,463,684
10	71	150,208	28%	4,543,209	1,956,143
11	72	150,208	-9%	4,920,332	1,844,938
12	73	150,208	-6%	4,678,468	1,784,692
13	74	150,208	-3%	4,486,621	1,768,373
14	75	150,208	3%	4,339,553	1,864,656
15	76	150,208	22%	4,306,499	2,330,690
16	77	150,208	-38%	4,640,521	1,466,158
17	78	150,208	-1%	3,666,482	1,397,151
18	79	150,208	36%	3,491,972	1,882,448
19	80	150,208	18%	3,878,034	2,246,423
20	81	150,208	6%	4,147,865	2,384,897
21	82	150,208	-9%	4,200,989	2,160,349
22	83	150,208	15%	3,878,011	2,412,494
23	84	150,208	-8%	4,036,485	2,207,802
24	85	150,208	32%	3,737,348	2,828,386
25	86	150,208	-30%	4,261,371	2,009,497
26	87	150,208	26%	3,346,070	2,302,305
27	88	150,208	33%	3,550,515	3,052,227
28	89	150,208	14%	4,213,047	3,563,863
29	90	150,208	29%	4,876,308	4,644,102
30	91	150,208	12%	5,621,634	5,314,947
31	92	150,208	36%	7,566,162	7,345,789
32	93	150,208	2%	8,103,411	7,614,003
33	94	150,208	27%	9,758,890	9,662,268
34	95	150,208	-3%	10,122,561	9,429,961
35	96	150,208	6%	9,911,278	9,911,278
Average			10.0%		
Standard Deviation			18.6%		

* Investment expenses are assumed to be 0.67%.

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Variable Universal Life Insurance

Exhibit 10

Mortality Probabilities for Tom and Margaret Ages 74 and 72

<u>Years from 2004</u>	<u>Ages</u>	<u>Probability of at Least 1 Alive</u>
5	78/76	99.9%
10	83/81	98.7%
15	88/86	93.5%
20	93/96	73.9%
25	98/96	41.3%
30	103/101	13.7%

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Exhibit 11

Percentage of Stochastic Scenarios In Each Category

Arithmetic Mean of Equity Return Distribution = 7%		Years From Now					
		<u>5</u>	<u>10</u>	<u>15</u>	<u>20</u>	<u>25</u>	<u>30</u>
Sec. Eq. D.B. >= NM D.B.		100%	100%	99%	81%	29%	29%
\$3.5 M <= Sec. Eq. D.B. < NM D.B.		0%	0%	0%	0%	26%	13%
Sec. Eq. D.B. = 0		0%	0%	1%	19%	45%	58%

Arithmetic Mean of Equity Return Distribution = 8%		Years From Now					
		<u>5</u>	<u>10</u>	<u>15</u>	<u>20</u>	<u>25</u>	<u>30</u>
Sec. Eq. D.B. >= NM D.B.		100%	100%	99%	85%	38%	38%
\$3.5 M <= Sec. Eq. D.B. < NM D.B.		0%	0%	0%	0%	25%	15%
Sec. Eq. D.B. = 0		0%	0%	1%	15%	37%	48%

Arithmetic Mean of Equity Return Distribution = 9%		Years From Now					
		<u>5</u>	<u>10</u>	<u>15</u>	<u>20</u>	<u>25</u>	<u>30</u>
Sec. Eq. D.B. >= NM D.B.		100%	100%	99%	90%	47%	48%
\$3.5 M <= Sec. Eq. D.B. < NM D.B.		0%	0%	0%	0%	24%	14%
Sec. Eq. D.B. = 0		0%	0%	1%	10%	28%	39%

Arithmetic Mean of Equity Return Distribution = 10%		Years From Now					
		<u>5</u>	<u>10</u>	<u>15</u>	<u>20</u>	<u>25</u>	<u>30</u>
Sec. Eq. D.B. >= NM D.B.		100%	100%	99%	94%	57%	58%
\$3.5 M <= Sec. Eq. D.B. < NM D.B.		0%	0%	0%	0%	22%	12%
Sec. Eq. D.B. = 0		0%	0%	1%	7%	21%	31%

Arithmetic Mean of Equity Return Distribution = 11%		Years From Now					
		<u>5</u>	<u>10</u>	<u>15</u>	<u>20</u>	<u>25</u>	<u>30</u>
Sec. Eq. D.B. >= NM D.B.		100%	100%	100%	96%	66%	68%
\$3.5 M <= Sec. Eq. D.B. < NM D.B.		0%	0%	0%	0%	19%	10%
Sec. Eq. D.B. = 0		0%	0%	0%	4%	15%	22%

Arithmetic Mean of Equity Return Distribution = 12%		Years From Now					
		<u>5</u>	<u>10</u>	<u>15</u>	<u>20</u>	<u>25</u>	<u>30</u>
Sec. Eq. D.B. >= NM D.B.		100%	100%	100%	97%	75%	76%
\$3.5 M <= Sec. Eq. D.B. < NM D.B.		0%	0%	0%	0%	15%	8%
Sec. Eq. D.B. = 0		0%	0%	0%	3%	10%	15%

Arithmetic Mean of Equity Return Distribution = 13%		Years From Now					
		<u>5</u>	<u>10</u>	<u>15</u>	<u>20</u>	<u>25</u>	<u>30</u>
Sec. Eq. D.B. >= NM D.B.		100%	100%	100%	98%	83%	83%
\$3.5 M <= Sec. Eq. D.B. < NM D.B.		0%	0%	0%	0%	11%	6%
Sec. Eq. D.B. = 0		0%	0%	0%	2%	6%	11%

Note: Percentages may not add to 100% due to rounding.

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Exhibit 12

Likelihood of Security Equity Policy Falling Apart (Or Requiring Additional Premium)

Premiums of \$80,000 For Next 9 Years

<u>Assumed Mean Equity Return</u>	<u>Years From Now</u>					
	<u>5</u>	<u>10</u>	<u>15</u>	<u>20</u>	<u>25</u>	<u>30</u>
7%	0%	0%	2%	21%	48%	61%
8%	0%	0%	1%	16%	38%	51%
9%	0%	0%	1%	11%	31%	42%
10%	0%	0%	1%	7%	23%	33%
11%	0%	0%	0%	5%	17%	25%
12%	0%	0%	0%	3%	12%	17%
13%	0%	0%	0%	2%	7%	12%

Same Premiums As Above, Except Additional \$200,000 Premium in First Year

<u>Assumed Mean Equity Return</u>	<u>Years From Now</u>					
	<u>5</u>	<u>10</u>	<u>15</u>	<u>20</u>	<u>25</u>	<u>30</u>
7%	0%	0%	1%	14%	36%	49%
8%	0%	0%	1%	10%	28%	40%
9%	0%	0%	1%	6%	21%	31%
10%	0%	0%	0%	4%	15%	23%
11%	0%	0%	0%	3%	11%	16%
12%	0%	0%	0%	2%	6%	11%
13%	0%	0%	0%	2%	5%	7%

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Exhibit 13 (page 1 of 2)

June 28, 2000

Mr. Fred [REDACTED]
34725 [REDACTED] Rd.
[REDACTED]

Dear Fred,

The following is a brief summary of our telephone conversation of yesterday with you, myself, and Rick [REDACTED].

Rick was questioning what the need for the \$4,000,000 policy was, why not stay at 1.4 million. The same general question occurred about moving from \$8,000,000 of coverage on Lois to \$17,000,000 survivorship on you and Lois and my responses were basically the same as the last conversation with Wil [REDACTED], yourself, and myself as well as the original proposal. You currently have an SPL with 1.2 million of cash and 1.4 million of death benefit. Without any additional costs, you can move that cash to a single premium variable universal life with 4 million of death benefit. The new policy has more flexibility than the old one in the following ways.

1. You can control the death benefit and lower it from 4 million to 3 and a half or 3 or 2 1/2 or whatever seems appropriate at the time {it cannot be increased unless you can prove good health again}. The reason for the 4 million is that we wanted to take advantage of your good health knowing that we could always lower the face amount later.

2. You can control your investment choices through a series of investments which include fixed guaranteed accounts, money market funds, growth mutual funds, aggressive growth funds, US Government bond funds, etc.

3. You can control withdrawals or loans from this policy just as you could the 1.4 million dollar policy.

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because actuarially she will outlive you. Your present situation shows a need of 1) income tax (qualified plan money) and 2) estate tax of approximately 9 to 10 million of coverage. The cash value of the insurance policies already owned outside your estate can support the 17 million that has been applied for and no increase in premium. So once again, there is no need but I can't imagine how this could possibly be a disadvantage to your heirs or a disadvantage to you just as I don't see the disadvantage to Lois of receiving 4 million instead of 1.4 million.

Rick brought up an excellent point when he suggested that a thorough review of your estate plan might be in order to see if on [REDACTED] Trust might be in order or perhaps even a family limited partnership. However, though I would strongly encourage you to pursue that I implore you to not delay the insurance because once before we did that and in one day lost our ability to provide you this benefit. If a day from now or a month from now or a year from now you decide that 17 million dollars to your heirs through insurance is not in accordance with your wishes, you can reduce the face amount, cancel the policy, withdraw money, etc. However, if we don't place the policy while we have the opportunity and while everyone is healthy and decide to wait a week or a month or a year, then there is no way of knowing whether or not we will have a chance to put the control back in your hands and to have the flexibility of the larger policy.

Rick said yesterday that we should not dwell on the past and there is not a need to review the history of the process and I merely point out that in this particular case the history is germane because you had lost your opportunity once before while waiting for advisors to make the recommendations and even on the current 8 million dollars of insurance on Lois there was disagreement among your advisors as to whether or not the policies made sense.

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Exhibit 14

Retirement Services • **LIFE INSURANCE APPLICATION**
[REDACTED] Insurance and Annuity Co.
151 [REDACTED] Avenue

General Information	ANSWER ALL QUESTIONS IF: <input checked="" type="checkbox"/> New Insurance <input type="checkbox"/> Increase Amount \$ _____ <input type="checkbox"/> Contract No. _____ ANSWER QUESTIONS 1, 8 (if applicable), 4, 20, 21 & Policyowner/Taxpayer Id. Number <input type="checkbox"/> Term Conversion/Guaranteed Option \$ _____ [Continue] \$ _____ as term <input type="checkbox"/> Other Contract Change _____ ANSWER APPLICABLE QUESTIONS <input type="checkbox"/> Contract Number to be changed/converted
ST OF DEL	<input checked="" type="checkbox"/> STATE OF DELIVERY: <u>MINNESOTA</u>
(Proposed)	1. Print Full Legal Name (First, Middle, Last):
Insured	<u>DOROTHY [REDACTED]</u>
Information	Residence Address (Number, Street) P.O. Box: <u>7037 [REDACTED] ROAD</u>
	City, State and Zip Code: <u>[REDACTED] [REDACTED]</u>
	Sex: <u>F</u> Date of Birth (mm/dd/yy): <u>2-5-22</u> Place of Birth: <u>MN</u> MVR License # and License State: <u>[REDACTED]</u>
	2a. Occupation (Title & Give Exact Duties): <u>HOMEMAKER</u>
	2b. Employer's Name and Address: <u>(RESIDENCE ADDRESS ABOVE)</u> 2c. Annual Income: <u>\$120,000</u>
	2d. Amount of life insurance presently in force: Aetna <u>\$1,563,000</u> ADB \$ _____ Other Companies: <u>\$2,900,000</u> ADB \$ _____ Are there current negotiations with other companies? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If Yes, advise Company and results: <u>N/A</u>
	3. Will life insurance or annuity in any Company be replaced or changed if insurance applied for is issued? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <u>SURVIVORSHIP POLICY ISSUED BY PRUDENTIAL ON 9/21/8 WITH A FACE AMT. OF \$2,000,000 #774376 SO TO BE REPLACED WITH \$2,500,000 [REDACTED] PLUS HUSBAND IS NOW DECEASED USING LOSTERMAN</u> Explain:
Plan Information	4. Basic Plan <u>[REDACTED] PLUS</u> Face Amount: <u>\$2,500,000</u> Death Benefit Option (if applicable): <u>1</u> Dividend Option <input type="checkbox"/> Pay in Cash <input type="checkbox"/> Reduce premium (not for salary deduction) <input type="checkbox"/> Other <input type="checkbox"/> Specify: _____ Direct Billing Frequency <input type="checkbox"/> Annual <input type="checkbox"/> Semi-Annual <u>ONE TIME LUMP SUM</u> <input type="checkbox"/> Quarterly <input type="checkbox"/> Monthly (ACP/List Bill) Plan <u>CV FROM PRUDENTIAL</u> List Supplemental Benefits/Riders & Amounts (e.g. WP, ADB, EPOR, ROPR): <u>None</u>

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Exhibit 15

Illustration For: Dorothy [REDACTED]
 Provided By: [REDACTED] October 14, 1998
 Registered Representative
 For Issue In: MN

Age: 76 Female
 Preferred Nonsmoker

Total Initial Death Benefit: \$2,350,000
 Lump Sum Deposit: \$0
 1035 Exchange: \$650,371.41

Initial Death Benefit Option:
 Annual Premium: \$0.00

Age	End of Yr	Annual Premium	Mode	Loans/Withdr	T80/100 Guar. Dth Ben	Assumed Interest 11.63% (Not 10.00%) Current Charges			Assumed Interest 11.63% (Not 9.600%) Guaranteed Charges			Assumed Interest 0.00% (Not -2.030%) Guaranteed Charges		
						Net Account Value	Surr Value	Death Benefit	Net Account Value	Surr Value	Death Benefit	Net Account Value	Surr Value	Death Benefit
77	1	650371	A	0	2350000	655662	602364	2350000	592694	539396	2350000	524866	471568	2350000
78	2	0	A	0	2350000	683986	630688	2350000	561884	508586	2350000	427068	373770	2350000
79	3	0	A	0	2350000	712352	659054	2350000	515916	462618	2350000	315772	262474	2350000
80	4	0	A	0	2350000	740682	687384	2350000	450875	397577	2350000	188228	134930	2350000
81	5	0	A	0		769932	716634	2350000	361239	307941	2350000	40535	0	2350000
82	6	0	A	0		798721	750309	2350000	239341	190929	2350000	0	0	0
83	7	0	A	0		826888	783805	2350000	74481	31398	2350000			
84	8	0	A	0		854269	816516	2350000	0	0	0			
85	9	0	A	0		880684	848261	2350000						
86	10	0	A	0		903665	876572	2350000						
87	11	0	A	0		922530	900767	2350000						
88	12	0	A	0		936570	920136	2350000						
89	13	0	A	0		944903	933799	2350000						
90	14	0	A	0		946435	940661	2350000						
91	15	0	A	0		939753	939309	2350000						
92	16	0	A	0		922950	922950	2350000						
93	17	0	A	0		897087	897087	2350000						
94	18	0	A	0		859822	859822	2350000						
95	19	0	A	0		808412	808412	2350000						
96	20	0	A	0		739309	739309	2350000						
97	21	0	A	0		650968	650968	2350000						
98	22	0	A	0		538669	538669	2350000						
99	23	0	A	0		396442	396442	2350000						
100	24	0	A	0		216700	216700	2350000						
101	25	0	A	0		227990	227990	2350000						
102	26	0	A	0		239873	239873	2350000						
103	27	0	A	0		252380	252380	2350000						
104	28	0	A	0		265544	265544	2350000						
105	29	0	A	0		279398	279398	2350000						
106	30	0	A	0		293981	293981	2350000						
107	31	0	A	0		309328	309328	2350000						
108	32	0	A	0		325482	325482	2350000						
109	33	0	A	0		342483	342483	2350000						
110	34	0	A	0		360377	360377	2350000						

Dec. 3 '99 \$109,000

[REDACTED] is a flexible premium variable life insurance policy. Net Account Value is not of a weighted average of fund fees and charges. This illustration does not project performance of any fund selected. Refer to Summary Page for definitions. This illustration is not complete without the Summary Pages.

THIS IS AN ILLUSTRATION, NOT AN OFFER OF INSURANCE.

This is page 2 of 5 pages and is not valid unless all pages are included.