

Income Solve Option

Illustration Tips



Life Insurance Retirement Planning (LIRP) using Max Accumulator+

Max Accumulator+ is a cash value accumulation focused index universal life insurance policy. This product is designed to provide competitive potential cash value accumulation that can be used for a variety of purposes including supplemental retirement income and LIRP sales concepts. The income LIRP solve option makes illustrating these concepts quick and easy.

When selecting this solve option, WinFlex will automatically set all the parameters to the correct settings to maximize distributions.

The solve option will default to the following setting: "Solve For" Tab

Face Amount will default to "Min Face (No MEC or Guideline Violation)"

You will need to input a premium amount and select the duration of payments:

Start	End	Premium
1	20	25,000
21	Max	0

"Index Strategy" Tab

With this type of case design, it is most effective to use Max Illustrative Rate as the Index Strategy Option. Doing so will ensure the highest return on the illustration.

Note: You may also choose Specify Illustrative Rate or Enter Custom Allocation/Illustrative Rate if you wish to illustrate a rate other than the maximum.

	Allocation	Maximum Illustrative Rate	Current Persistency Bonus	Current Cap Rate	Current Participation Rate	Guaranteed Minimum
Blend Participation Rate Account - MLSB	100	7.38%	0.65%	NA	100%	0.00%
Participation Rate Account - S&P 500	0	6.80%	0.45%	NA	60%	0.00%
High Cap Rate Account - S&P 500	0	7.28%	0.25%	13.00%	NA	0.00%
Core Cap Rate Account - S&P 500	0	6.11%	0.75%	10.00%	NA	0.25%
Declared Interest - Fixed Account	0	2.65%	0.25%			2.00%
Total Allocation % MUST EQUAL 100%	100%					

Account Type	Illustrative Rate
Blend Participation Rate Account - MLSB (Rate)	7.38
Participation Rate Account - S&P 500 (Rate)	6.80
High Cap Rate Account - S&P 500 (Rate)	7.28
Core Cap Rate Account - S&P 500 (Rate)	6.11

“Disbursements” Tab:

Disbursements will be defaulted to “on”. It will also default to...

- Disbursement Option: “Loans”
- Loan Type: “Participating”
- Pay Loan Interest: “Borrow from Policy”
- Disbursement Mode: “Monthly”

You have the option to change these defaults if you would like. Leaving at the defaults will provide the highest illustrated values and distributions.

You will need to input what age you would like the disbursements to start and for what duration (years) you want them to last for.

The screenshot shows the 'Disbursements' tab in the Max Accumulator+ IUL interface. The settings are as follows:

- Disbursements:
- Disbursements: 0
- Disbursement Option: Loans
- Loan Type: Participating Loan
- Pay Loan Interest: Borrow from policy
- Disb. Target Surr Value: 0
- Disb. Target Year/Age: Age 121
- Increasing Payout Adjustment:
- Increasing Payout Adjustment Percentage: 10
- Disbursement Mode: Monthly
- Start Age: 65
- Years: 20
- Illustrate Income for Life Rider:
- Age to Start Benefits: 65
- Increasing Payout Adjustment:
- Increasing Payout Adjustment Percentage: 1

“Policy Options” Tab

There are two defaults on this tab. The “Death Benefit Option” will default to “Increasing” initially. This option will automatically change to “Level” once the premium payments stop. And finally the “Face Amount Reduction” will be checked “Always Happen”.

The screenshot shows the 'Policy Options' tab in the Max Accumulator+ IUL interface. The settings are as follows:

- Solve Illustrative Basis: Current
- Death Benefit Option: Increasing
- Face Amount Reduction:
- Premium Payment Mode: Annually
- Death Benefit Compliance Test: Guideline

A blue arrow points to the 'Death Benefit Option' dropdown menu.

After reviewing these inputs, you will simply need to click on “Calculate” to run the Max Accumulator+ illustration which will now produce the highest illustrated values when using the new Income (LIRP) solve option.

For information, training and sales ideas on Max Accumulator+, visit [RetireStronger.com/MaxIUL](https://www.aig.com/RetireStronger.com/MaxIUL).



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