

Income Advantage<sup>SM</sup> IUL

# A Low-Cost Policy Offering High Value to Your Clients

Since no two products are the same, it's not always easy to compare IUL offerings. Some carriers have complex interest mechanics within their indices, designed solely to illustrate better, regardless of costs that could be felt by the consumer.

One way to determine which IUL could deliver the best value is to examine the costs and features of the policy along with the benefits it offers clients'.

**Hypothetical Scenario: Male, Age 50, Preferred NT, \$500K Increasing Death Benefit Years 1-15 (Level Thereafter), Annual premium of \$20,000 for 15 years.**

		United of Omaha Income Advantage <sup>SM</sup>	Nationwide Indexed UL Accumulator II 2020	John Hancock Accumulation IUL 23	Symetra Accumulator Ascent IUL 2.0	Lincoln Financial Wealth Accumulate <sup>®</sup> 2 IUL (2020)	Securian Eclipse Accumulator IUL
	Premium Over 15 Years	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000
	Illustrative Rate	6.28%	6.03%	5.57%	6.24%	6.09%	5.22%
After 20 Years	Cumulative Charges	\$55,256	\$68,220	\$178,162	\$64,907	\$74,201	\$58,010
	% of Premium Toward Charges	<b>18%</b>	23%	59%	22%	25%	19%
After 30 Years	Cumulative Charges	\$81,204	\$90,143	\$334,874	\$85,690	\$93,144	\$104,061
	% of Premium Toward Charges	<b>27%</b>	30%	112%	29%	31%	35%
After 40 Years	Cumulative Charges	\$121,244	\$118,033	\$592,625	\$111,333	\$120,539	\$142,538
	% of Premium Toward Charges	<b>40%</b>	39%	198%	37%	40%	48%

Our lower cost structure allows more of your client's premium to go toward the accumulation value.

## Another Way to Compare the Impact of Policy Charges

Another method of comparing products is to determine how well products would have to perform to achieve the same accumulation value, assuming the same premium. The table below, using the same criteria from the previous page, shows the illustrative rate necessary for a client to have their accumulation value grow to \$500,000 at the end of year 20.

	United of Omaha Income Advantage <sup>SM</sup>	Nationwide Indexed UL Accumulator II 2020	John Hancock Accumulation IUL 23	Symetra Accumulator Ascent IUL 2.0	Lincoln Financial Wealth Accumulate <sup>®</sup> 2 IUL (2020)	Securian Eclipse Accumulator IUL
Cumulative Premiums Over 15 Years	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000
Year 20 Accumulated Value	\$500,228	\$500,590	N/A	\$500,649	\$500,390	\$500,366
Rate Required	5.26%	5.66%	> Max Rate Available*	5.76%	6.17%	5.50%

Income Advantage still performs well at a conservative rate.

\*>Max Rate on the highest account is 6.70%, making the calculation higher than allowed for this comparison.

## **Our Approach to IUL Product Design**

At United of Omaha, we focus on sustainability in our product designs. Over the last few rounds of IUL regulations that have been implemented, we have not had to make any changes to our products. This is due to our simple design and providing value to our policyholders.

While we have no idea what will happen in the industry down the road, we do know this: At United of Omaha, we have taken a stand to continue offering IUL products that are meant to perform as they were originally designed to do — provide upside potential with downside protection. And we are doing it using a straightforward product that clients can understand. Using a simple, sustainable and transparent product design offers clients peace of mind in their life insurance decision.

## **United of Omaha IULs - Stronger Than Ever**