

Income AdvantageSM 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.

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 SM	Nationwide Indexed UL Accumulator II 2020	John Hancock Accumulation IUL 23	Symetra Accumulator Ascent IUL 2.0	Lincoln Financial Wealth Accumulate [®] 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	6.30%	6.30%	6.04%	7.00%	6.55%	6.56%
	Years Guaranteed	30	22	25	23	26	27
After 20 Years	Cumulative Charges	\$55,243	\$68,611	\$87,428	\$64,738	\$73,868	\$76,459
	% of Premium Toward Charges	18%	23%	29%	22%	25%	25%
After 30 Years	Cumulative Charges	\$80,798	\$89,957	\$113,345	\$82,242	\$91,799	\$101,486
	% of Premium Toward Charges	27%	30%	38%	27%	31%	34%
After 40 Years	Cumulative Charges	\$121,261	\$118,021	\$155,260	\$123,056	\$129,436	\$142,863
	% of Premium Toward Charges	40%	39%	52%	41%	43%	48%

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 as the above chart, 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 SM	Nationwide Indexed UL Accumulator II 2020	John Hancock Accumulation IUL 23	Symetra Accumulator Ascent IUL 2.0	Lincoln Financial Wealth Accumulate [®] 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	\$500,724	\$500,693	\$500,649	\$500,544	\$500,366
Rate Required	5.27%	5.66%	5.63%	5.76%	6.01%	5.50%