

# Which Life Insurance is Right for You?

## Term Insurance

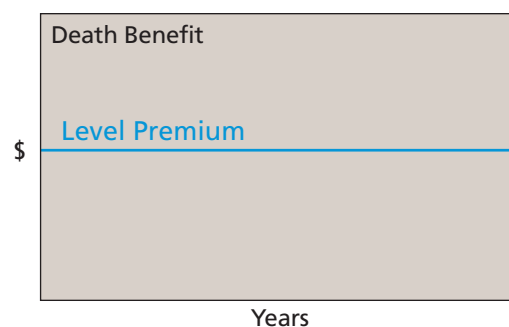
Term life insurance is a form of temporary insurance that provides a lump-sum payout upon death for a stated period of time. Since term insurance can be purchased in large amounts and for a relatively small out-of-pocket expense, it is most suitable for income replacement and short-range goals (i.e., to pay off a mortgage or loan, to fund a child's education, etc.).

**Death Benefit = Fixed**

**Premium = Choice of level or increasing**

**Cash Value = No**

**Goal: Pure Protection**



## Whole Life

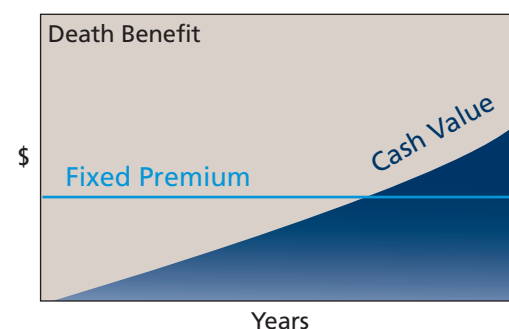
Whole Life is a form of permanent insurance that covers a client for as long as he or she lives and continues to make the required premium payment. Whole Life can be a good fit for achieving long-range goals, as the premiums remain the same for the life of the policy. In addition, cash values may provide money to help with temporary needs or emergencies that may arise.

**Death Benefit = Fixed or Increasing**

**Premium = Fixed**

**Cash Value = Yes**

**Goal: Protection and Cash Value**



## Universal Life

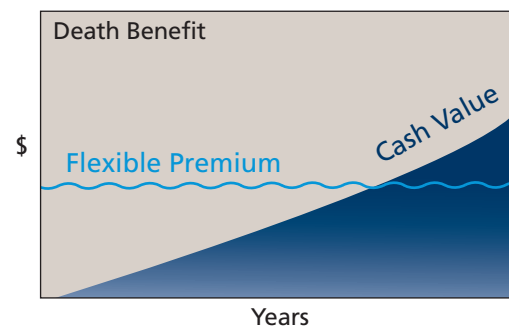
Universal Life is a permanent, flexible-premium, adjustable death benefit life insurance policy that builds cash value. The flexibility of this policy allows you to change the amount of insurance, as your needs for it change. Some of these changes may require an additional medical exam. Universal Life makes sense for those individuals who have a long-term need for life insurance and desire premium flexibility.

**Death Benefit = Fixed or Flexible**

**Premium = Flexible**

**Cash Value = Yes, based on declared interest rate**

**Goal: Protection and Cash Value**



## Variable Universal Life

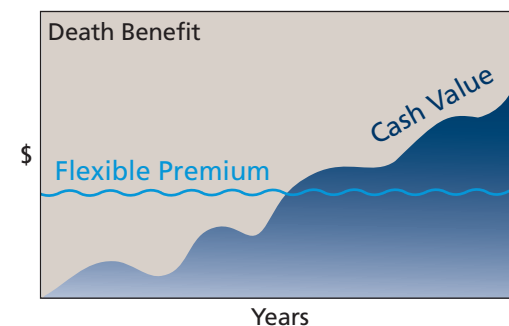
Variable Universal Life is a permanent, flexible-premium type of insurance that builds cash value. This cash value is allocated to various investment subaccounts at the discretion of the policy owner. Variable Universal Life can be a good fit for people who have a long-term need for insurance and desire the upside potential that the underlying variable investment options may provide.

**Death Benefit = Fixed or Flexible**

**Premium = Flexible**

**Cash Value = Grow or decline, based on performance of market-based investment options<sup>1</sup>**

**Goal: Protection and Cash Value**



## Life Insurance At-A-Glance

Type of Insurance	Description	Control Over Investments	Access To Cash Value	Premium	Death Benefit Flexibility	Goal
<b>Term</b>	<ul style="list-style-type: none"> <li>- Low cost</li> <li>- Income Replacement</li> <li>- Pure Protection</li> </ul>	No	N/A	Level or increasing for a specified period of time	No	Need for protection for a specified period of time
<b>Whole Life</b>	<ul style="list-style-type: none"> <li>- Fixed premium coverage for life</li> <li>- Guaranteed minimum cash value</li> <li>- Dividends provide potential for additional cash</li> </ul>	No	<ul style="list-style-type: none"> <li>- Access to guaranteed cash value via loan</li> <li>- Access dividend values by withdrawal or loan<sup>2</sup></li> </ul>	Accumulated cash value can be used to pay part or all of required annual premium <sup>3</sup>	Dividends can be used to purchase additional death benefit protection <sup>3</sup>	Permanent need for life insurance coverage and desire for a minimum guaranteed cash value accumulation
<b>Universal Life</b>	<ul style="list-style-type: none"> <li>- Interest credited at current rate</li> <li>- Cash value may provide a no-lapse guarantee</li> <li>- Flexibility</li> </ul>	No	- Access to cash value via loan, withdrawal or partial surrender	<ul style="list-style-type: none"> <li>- Flexible</li> <li>- Minimum must cover insurance costs, maximum not to exceed IRS guidelines</li> </ul>	Option to increase or decrease <sup>4</sup>	Long-term need for life insurance, with a desire for premium flexibility
<b>Variable Universal Life</b>	<ul style="list-style-type: none"> <li>- Cash value not guaranteed and will fluctuate with the underlying investments</li> <li>- Flexibility</li> </ul>	<ul style="list-style-type: none"> <li>- Client selects subaccount investments among stocks, bonds, money markets, etc.</li> <li>- Can reallocate investments without penalty<sup>2</sup></li> </ul>	- Access to cash value via loan, withdrawal or partial surrender	<ul style="list-style-type: none"> <li>- Flexible</li> <li>- Minimum must cover insurance costs, maximum not to exceed IRS guidelines</li> </ul>	Option to increase or decrease <sup>4</sup>	<ul style="list-style-type: none"> <li>- Long-term need for life insurance, with a desire for premium flexibility and upside potential</li> <li>- Must weather potential downside risks</li> </ul>

<sup>1</sup> The cash value of a variable universal life contract is not guaranteed and may be worth more or less than the total premiums paid if surrendered or withdrawn.

<sup>2</sup> Loans accrue interest, loans and withdrawals will reduce the policy's death benefit.

<sup>3</sup> Not guaranteed.

<sup>4</sup> Face amount decreases may result in a pro-rata surrender charge.

Variable insurance guarantees are based on claims paying ability of the issuer. Withdrawals made may be subject to fees when distributed, and treated as ordinary income. Outstanding policy loans at death, and withdrawals, will reduce the policy death benefits and cash values. The investment returns and principal value of the available subaccount portfolios will fluctuate so that the value of an investor's unit, when redeemed, may be worth more or less than their original value.

This brochure highlights key features and benefits of the products. For more details on rates and policy charges, please see the illustrations provided by your licensed insurance agent.

There are fees and charges associated with variable universal life insurance that may not be applicable to whole life or universal life policies. Surrender charges may be applicable to whole, universal and variable universal life policies.

**Variable universal life products are sold by prospectus; please consider the charges, risks, expenses and investment objectives of variable universal life products carefully before investing. For a prospectus containing this and other information, please contact your LPL Financial advisor. Read it carefully before you invest.**