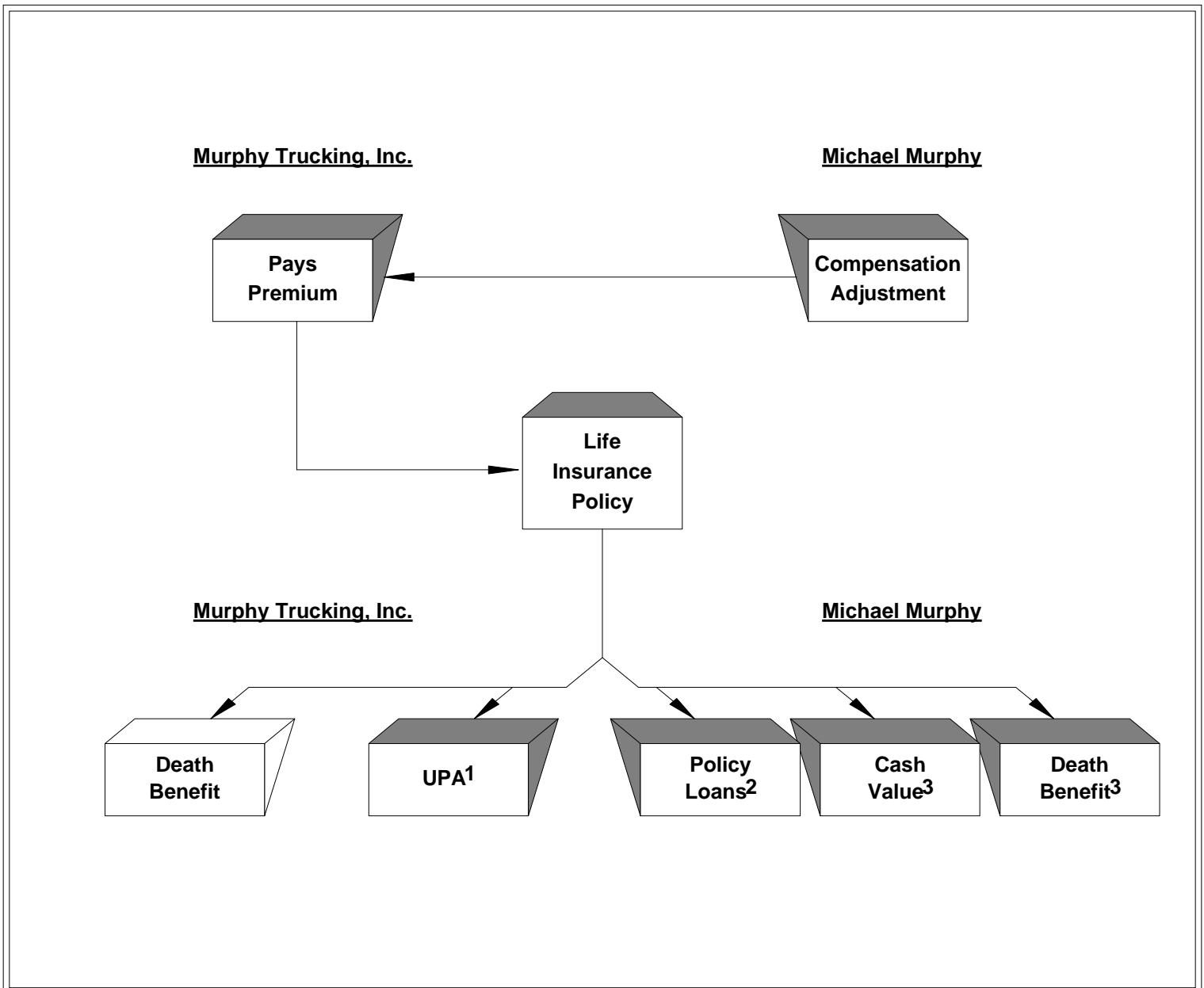


Leveraged Compensation Plan Using Variable Universal Life (VUL)

Presented By: [Licensed user's name appears here]
Date: 10/15/2000

Insured: Michael Murphy
Murphy Trucking, Inc.

Flow Chart Analysis



(1) Unearned Premium Account.
(2) For Retirement Income.

(3) After deducting any amounts due the Employer.

Leveraged Compensation Plan Using Variable Universal Life (VUL)

Illustration of Values of The Policy Used in the Plan

Presented By: [Licensed user's name appears here]
Date: 10/15/2000
Values Page: 1

Insured: Michael Murphy
Murphy Trucking, Inc.

	Male Age 55	VUL Interest Rate 10.00%	Initial Payment 100,000	Initial Death Benefit 1,600,000	
Year	(1) Payment	(2) Net Policy Loan Proceeds	(3) Year End Accum Value*	(4) Year End Cash Value*	(5) Death Benefit
1	100,000	0	99,743	58,143	1,600,000
2	100,000	0	209,256	142,696	1,600,000
3	100,000	0	329,090	262,530	1,600,000
4	100,000	0	460,409	393,849	1,600,000
5	100,000	0	604,525	537,965	1,600,000
6	0	0	652,385	589,153	1,600,000
7	0	0	704,411	645,172	1,600,000
8	0	0	761,065	706,486	1,600,000
9	0	0	822,872	773,617	1,600,000
10	0	0	890,446	847,182	1,600,000
11	0	0	964,518	927,910	1,600,000
12	0	0	1,045,931	1,016,644	1,600,000
13	0	0	1,135,684	1,114,385	1,600,000
14	0	0	1,234,977	1,222,330	1,600,000
15	0	0	1,345,218	1,345,218	1,600,000
16	0	0	1,467,885	1,467,885	1,688,067
17	0	0	1,602,033	1,602,033	1,810,297
18	0	0	1,748,881	1,748,881	1,941,258
19	0	0	1,909,821	1,909,821	2,081,705
20	0	0	2,086,451	2,086,451	2,232,503
	500,000	0			

*This is an example of an InsMark "supplemental" illustration for a variable universal life insurance policy. For an actual presentation, this footnote will refer to an accompanying "basic" illustration from a specific life insurance company and a prospectus.

20 Year Summary

Cum. Payments	500,000
Cum. Loan Proceeds	0
Cash Value	2,086,451
Death Benefit	2,232,503

Leveraged Compensation Plan Using Variable Universal Life (VUL)

Illustration of Values of The Policy Used in the Plan

Presented By: [Licensed user's name appears here]
Date: 10/15/2000
Values Page: 2

Insured: Michael Murphy
Murphy Trucking, Inc.

	Male Age 55	VUL Interest Rate 10.00%	Initial Payment 100,000	Initial Death Benefit 1,600,000	
	(1)	(2)	(3)	(4)	(5)
Year	Payment	Net Policy Loan Proceeds	Year End Accum Value*	Year End Cash Value*	Death Benefit
21	0	175,000	2,088,804	2,088,804	2,202,519
22	0	175,000	2,090,397	2,090,397	2,214,023
23	0	175,000	2,091,008	2,091,008	2,225,087
24	0	175,000	2,090,373	2,090,373	2,235,466
25	0	175,000	2,088,173	2,088,173	2,244,866
26	0	175,000	2,084,033	2,084,033	2,252,931
27	0	175,000	2,077,499	2,077,499	2,259,226
28	0	175,000	2,068,038	2,068,038	2,263,239
29	0	175,000	2,055,017	2,055,017	2,264,350
30	0	175,000	2,037,690	2,037,690	2,261,827
31	0	175,000	2,015,177	2,015,177	2,254,798
32	0	175,000	1,986,449	1,986,449	2,242,241
33	0	175,000	1,950,291	1,950,291	2,222,937
34	0	175,000	1,905,285	1,905,285	2,195,464
35	0	175,000	1,849,784	1,849,784	2,158,158
36	0	175,000	1,781,855	1,781,855	2,109,061
37	0	175,000	1,711,126	1,711,126	1,988,911
38	0	175,000	1,640,197	1,640,197	1,861,393
39	0	175,000	1,572,144	1,572,144	1,728,836
40	0	175,000	1,510,855	1,510,855	1,594,201
	500,000	3,500,000			

40 Year Summary

Cum. Payments	500,000
Cum. Loan Proceeds	3,500,000
Cash Value	1,510,855
Death Benefit	1,594,201

*This is an example of an InsMark "supplemental" illustration for a variable universal life insurance policy. For an actual presentation, this footnote will refer to an accompanying "basic" illustration from a specific life insurance company and a prospectus.

Summary of Costs and Benefits

Leveraged Compensation Plan Using Variable Universal Life (VUL)

Presented By: [Licensed user's name appears here]
Date: 10/15/2000
Summary Page: 1

Insured: Michael Murphy
Murphy Trucking, Inc.

Male VUL Initial Years of Split Dollar
Age Interest Rate Death Benefit Death Benefit to Employer
55 10.00% 1,600,000 20

Year	Murphy Trucking, Inc.				Michael Murphy				
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
	After Tax Cost of the Plan	Unearned Premium Account	Basic Death Benefit	Total Death Benefit (2) + (3)	After Tax Cost of the Plan	Retirement Income Net Loan Proceeds	Share of Accum Value*	Share of Cash Value*	Share of Policy Death Benefit
1	21,123	87,880	882,076	969,956	53,550	0	11,863	0	630,044
2	21,123	176,043	793,913	969,956	53,550	0	33,213	0	630,044
3	21,123	264,631	705,325	969,956	53,550	0	64,459	0	630,044
4	21,123	353,812	616,144	969,956	53,550	0	106,597	40,037	630,044
5	21,123	443,772	526,184	969,956	53,550	0	160,753	94,193	630,044
6	0	432,633	537,323	969,956	0	0	219,752	156,520	630,044
7	0	420,248	549,708	969,956	0	0	284,163	224,924	630,044
8	0	406,442	563,514	969,956	0	0	354,623	300,044	630,044
9	0	391,025	578,931	969,956	0	0	431,847	382,592	630,044
10	0	373,747	596,209	969,956	0	0	516,699	473,435	630,044
11	0	354,349	615,607	969,956	0	0	610,169	573,561	630,044
12	0	332,497	637,459	969,956	0	0	713,434	684,147	630,044
13	0	307,792	662,164	969,956	0	0	827,892	806,593	630,044
14	0	279,778	690,178	969,956	0	0	955,199	942,552	630,044
15	0	247,884	722,072	969,956	0	0	1,097,334	1,097,334	630,044
16	0	211,429	758,527	969,956	0	0	1,256,456	1,256,456	718,111
17	0	169,577	800,379	969,956	0	0	1,432,456	1,432,456	840,341
18	0	121,297	848,659	969,956	0	0	1,627,584	1,627,584	971,302
19	0	65,308	904,648	969,956	0	0	1,844,513	1,844,513	1,111,749
20	0	1	969,955	969,956	0	0	2,086,450	2,086,450	1,262,547
	105,615				267,750	0			

*This is an example of an InsMark "supplemental" illustration for a variable universal life insurance policy. For an actual presentation, this footnote will refer to an accompanying "basic" illustration from a specific life insurance company and a prospectus.

The Unearned Premium Account is scheduled to apply toward premiums for 20 years after which the Employer's interest in the plan ceases.

Summary of Costs and Benefits

Leveraged Compensation Plan Using Variable Universal Life (VUL)

Presented By: [Licensed user's name appears here]
Date: 10/15/2000
Summary Page: 2

Insured: Michael Murphy
Murphy Trucking, Inc.

Male VUL Initial Years of Split Dollar
Age Interest Rate Death Benefit Death Benefit to Employer
55 10.00% 1,600,000 20

Year	Murphy Trucking, Inc.				Michael Murphy				
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
	After Tax Cost of the Plan	Unearned Premium Account	Basic Death Benefit	Total Death Benefit (2) + (3)	After Tax Cost of the Plan	Retirement Income Net Loan Proceeds	Share of Accum Value*	Share of Cash Value*	Share of Policy Death Benefit
21	0	0	0	0	0	175,000	2,088,804	2,088,804	2,202,519
22	0	0	0	0	0	175,000	2,090,397	2,090,397	2,214,023
23	0	0	0	0	0	175,000	2,091,008	2,091,008	2,225,087
24	0	0	0	0	0	175,000	2,090,373	2,090,373	2,235,466
25	0	0	0	0	0	175,000	2,088,173	2,088,173	2,244,866
26	0	0	0	0	0	175,000	2,084,033	2,084,033	2,252,931
27	0	0	0	0	0	175,000	2,077,499	2,077,499	2,259,226
28	0	0	0	0	0	175,000	2,068,038	2,068,038	2,263,239
29	0	0	0	0	0	175,000	2,055,017	2,055,017	2,264,350
30	0	0	0	0	0	175,000	2,037,690	2,037,690	2,261,827
31	0	0	0	0	0	175,000	2,015,177	2,015,177	2,254,798
32	0	0	0	0	0	175,000	1,986,449	1,986,449	2,242,241
33	0	0	0	0	0	175,000	1,950,291	1,950,291	2,222,937
34	0	0	0	0	0	175,000	1,905,285	1,905,285	2,195,464
35	0	0	0	0	0	175,000	1,849,784	1,849,784	2,158,158
36	0	0	0	0	0	175,000	1,781,855	1,781,855	2,109,061
37	0	0	0	0	0	175,000	1,711,126	1,711,126	1,988,911
38	0	0	0	0	0	175,000	1,640,197	1,640,197	1,861,393
39	0	0	0	0	0	175,000	1,572,144	1,572,144	1,728,836
40	0	0	0	0	0	175,000	1,510,855	1,510,855	1,594,201
	105,615				267,750	3,500,000			

*This is an example of an InsMark "supplemental" illustration for a variable universal life insurance policy. For an actual presentation, this footnote will refer to an accompanying "basic" illustration from a specific life insurance company and a prospectus.

The Unearned Premium Account is scheduled to apply toward premiums for 20 years after which the Employer's interest in the plan ceases.

Employer's Cost Analysis

Leveraged Compensation Plan Using Variable Universal Life (VUL)

Presented By: [Licensed user's name appears here]
Date: 10/15/2000
Employer's Cost Page: 1

Insured: Michael Murphy
Murphy Trucking, Inc.

Male Employer's
Age Tax Bracket
55 22.25%

Murphy Trucking, Inc. Cost Analysis

Year	(1) Compensation Adjustment by Executive	(2) Employer's After Tax Gain from Compensation Adjustment	(3) Employer's Split Dollar Premium Share	(4) After Tax Savings from Medicare Tax Reduction*	(5) Employer's After Tax Cost of the Plan (3) - (2) - (4)
1	100,000	77,750	100,000	1,127	21,123
2	100,000	77,750	100,000	1,127	21,123
3	100,000	77,750	100,000	1,127	21,123
4	100,000	77,750	100,000	1,127	21,123
5	100,000	77,750	100,000	1,127	21,123
6	0	0	0	0	0
7	0	0	0	0	0
8	0	0	0	0	0
9	0	0	0	0	0
10	0	0	0	0	0
11	0	0	0	0	0
12	0	0	0	0	0
13	0	0	0	0	0
14	0	0	0	0	0
15	0	0	0	0	0
16	0	0	0	0	0
17	0	0	0	0	0
18	0	0	0	0	0
19	0	0	0	0	0
20	0	0	0	0	0
	500,000	388,750	500,000	5,635	105,615

*(Column 1) x (1.45% Medicare Tax) x (1 - 22.25/100)

Employer's Detail Analysis

Leveraged Compensation Plan Using Variable Universal Life (VUL)

Presented By: [Licensed user's name appears here]
Date: 10/15/2000
Employer's Detail Page: 1

Insured: Michael Murphy
Murphy Trucking, Inc.

Male VUL
Age Interest Rate
55 10.00%

Years of Split Dollar
Death Benefit to Employer
20

Year	Murphy Trucking, Inc. Premium Calculations				Murphy Trucking, Inc. Values			
	(1) Prepayment to Premium Account	(2) Current Year's Premium Allocation	(3) Balance to Unearned Premium Account	(4) Cumulative Unearned Premium Account	(5) Unearned Premium Account Cash Value	(6) Unearned Premium Account Death Ben.	(7) Basic Death Benefit	(8) Total Death Benefit (6) + (7)
1	100,000	12,120	87,880	87,880	58,143	87,880	882,076	969,956
2	100,000	11,837	88,163	176,043	142,696	176,043	793,913	969,956
3	100,000	11,412	88,588	264,631	262,530	264,631	705,325	969,956
4	100,000	10,819	89,181	353,812	353,812	353,812	616,144	969,956
5	100,000	10,040	89,960	443,772	443,772	443,772	526,184	969,956
6	0	11,139	-11,139	432,633	432,633	432,633	537,323	969,956
7	0	12,385	-12,385	420,248	420,248	420,248	549,708	969,956
8	0	13,806	-13,806	406,442	406,442	406,442	563,514	969,956
9	0	15,417	-15,417	391,025	391,025	391,025	578,931	969,956
10	0	17,278	-17,278	373,747	373,747	373,747	596,209	969,956
11	0	19,398	-19,398	354,349	354,349	354,349	615,607	969,956
12	0	21,852	-21,852	332,497	332,497	332,497	637,459	969,956
13	0	24,705	-24,705	307,792	307,792	307,792	662,164	969,956
14	0	28,014	-28,014	279,778	279,778	279,778	690,178	969,956
15	0	31,894	-31,894	247,884	247,884	247,884	722,072	969,956
16	0	36,455	-36,455	211,429	211,429	211,429	758,527	969,956
17	0	41,852	-41,852	169,577	169,577	169,577	800,379	969,956
18	0	48,280	-48,280	121,297	121,297	121,297	848,659	969,956
19	0	55,989	-55,989	65,308	65,308	65,308	904,648	969,956
20	0	65,307	-65,307	1	1	1	969,955	969,956
	500,000	499,999	1					

*This is an example of an InsMark "supplemental" illustration for a variable universal life insurance policy. For an actual presentation, this footnote will refer to an accompanying "basic" illustration from a specific life insurance company and a prospectus.

Column (2) is the plan's economic benefit in compliance with Rev. Rul. 64-328, Rev. Rul. 66-110 and Rev. Rul. 67-154 (PS 58 rates utilized.)

Executive's Cost Analysis

Leveraged Compensation Plan Using Variable Universal Life (VUL)

Presented By: [Licensed user's name appears here]
 Date: 10/15/2000
 Executive's Cost Page: 1

Insured: Michael Murphy
 Murphy Trucking, Inc.

Male Executive's
 Age Tax Bracket
 55 45.00%

Michael Murphy Cost Analysis

Year	(1) Compensation Adjustment by Executive	(2) Executive's After Tax Cost of Compensation Adjustment	(3) Executive's Split Dollar Premium Share	(4) Medicare Tax Savings*	(5) Executive's After Tax Cost of the Plan (2) + (3) - (4)
1	100,000	55,000	0	1,450	53,550
2	100,000	55,000	0	1,450	53,550
3	100,000	55,000	0	1,450	53,550
4	100,000	55,000	0	1,450	53,550
5	100,000	55,000	0	1,450	53,550
6	0	0	0	0	0
7	0	0	0	0	0
8	0	0	0	0	0
9	0	0	0	0	0
10	0	0	0	0	0
11	0	0	0	0	0
12	0	0	0	0	0
13	0	0	0	0	0
14	0	0	0	0	0
15	0	0	0	0	0
16	0	0	0	0	0
17	0	0	0	0	0
18	0	0	0	0	0
19	0	0	0	0	0
20	0	0	0	0	0
	500,000	275,000	0	7,250	267,750

*(Column 1) x (1.45% Medicare Tax)

Executive's Cost Analysis

Leveraged Compensation Plan Using Variable Universal Life (VUL)

Presented By: [Licensed user's name appears here]
 Date: 10/15/2000
 Executive's Cost Page: 2

Insured: Michael Murphy
 Murphy Trucking, Inc.

Male Executive's
 Age Tax Bracket
 55 45.00%

Michael Murphy Cost Analysis

Year	(1) Compensation Adjustment by Executive	(2) Executive's After Tax Cost of Compensation Adjustment	(3) Executive's Split Dollar Premium Share	(4) Medicare Tax Savings*	(5) Executive's After Tax Cost of the Plan (2) + (3) - (4)
21	0	0	0	0	0
22	0	0	0	0	0
23	0	0	0	0	0
24	0	0	0	0	0
25	0	0	0	0	0
26	0	0	0	0	0
27	0	0	0	0	0
28	0	0	0	0	0
29	0	0	0	0	0
30	0	0	0	0	0
31	0	0	0	0	0
32	0	0	0	0	0
33	0	0	0	0	0
34	0	0	0	0	0
35	0	0	0	0	0
36	0	0	0	0	0
37	0	0	0	0	0
38	0	0	0	0	0
39	0	0	0	0	0
40	0	0	0	0	0
	500,000	275,000	0	7,250	267,750

*(Column 1) x (1.45% Medicare Tax)