



## What's New With the InsMark<sup>®</sup> Illustration System (Version 14.1)

Key enhancements to Version 14.1 of the InsMark Illustration System are described below.

- 1. Big System Footprint*
- 2. Enhancements to Executive Trifecta<sup>®</sup>*

### **1. Big System Footprint**

The first thing you will notice when you launch Version 14.1 of the InsMark Illustration System is that the System now occupies the entire (available) screen. While appearing to be a simple enhancement, it was quite complicated to code due to re-sizing requirements of all menus and screen handling routines.

### **2. Enhancements to Executive Trifecta** **(Executive Benefits tab)**

The Executive Trifecta module illustrates Key Executive Coverage, Survivor Income Benefits, and the Subsequent Transfer of Policy to Key Executive all in a single illustration -- hence the name "Executive Trifecta". ("Trifecta" refers to a winning sequence of three, and Executive Trifecta delivers three, very powerful, sequential benefits.)

In Version 14.1, we have added a Composite module to Executive Trifecta so you can reflect the costs and benefits for a group of covered executives.

We have also modified the Executive Trifecta module by distinguishing between a Basic and an Advanced illustration, as follows:

#### Executive Trifecta (Basic)

With this variation, to indemnify the employer against the loss of the key executive, the user inputs the desired amount of life insurance coverage under the Key Executive Coverage tab. If the desired policy amount is known in advance (e.g., stock redemption coverage or a client-designated number), this simplifies your data entry considerably.

#### Executive Trifecta (Advanced)

With this variation, the program calculates the amount of life insurance coverage needed to indemnify the employer against the loss of the key executive. This is accomplished with user-designated entries under the Annual Net Revenue/Sales tab, the Executive Compensation tab, and the Key Executive Coverage tab. This is a more complex way to establish the desired amount of life insurance by taking into account the difference in performance and compensation of a hypothetical replacement executive along with other (optional) related costs.

### Survivor Income Benefit (Basic and Advanced)

Based on user input, the amount of life insurance coverage needed to fund the Survivor Income Benefit is calculated in a Smart Solve available under the Survivor Income Benefit tab.

### Transfer of the Policy (Basic and Advanced)

Details of the transfer of the policy to the executive are entered under the Transfer Options tab.

InsMark for Windows requires: IBM-compatible computer; Pentium or higher processor; Windows 95, Windows 98, Windows 2000, Windows NT, Windows ME, or Windows XP; at least 85 MB of available hard disk space; 64 MB of installed RAM; CD-ROM drive.  
The system is compatible with all Windows-compatible printers.

Executive Trifecta is a trademark of InsMark, Inc.

IIS 14.1 Description (Current Licensees).doc