



What's New in Version 15.0 of the InsMark® Illustration System

1. *New Charitable Gifts of Life Insurance Modules* **(Personal Insurance tab)**

Charitable Giving Plan and Dollars to Charity for Pennies of Cost: These are both effective modules for illustrating charitable giving. Both feature the after tax cost of gifts of premiums to charity. Charitable Giving Plan includes a perpetual endowment column and Dollars to Charity for Pennies of Cost is particularly effective when used with an increasing death benefit policy.

2. *Enhanced Executive Trifecta® Module* **(Executive Benefits tab)**

The Executive Trifecta module illustrates Key Executive Coverage, Survivor Income Benefits, and the Subsequent Transfer of the Policy to the Insured Participant all in a single illustration -- hence the name "Executive Trifecta".

In Version 15.0, the following variations of Executive Trifecta can be illustrated:

- Shareholder executives of C Corporations;
- Non-shareholder executives of C Corporations;
- Shareholder executives of S Corporations;
- Non-shareholder executives of S Corporations;
- Member executives of Limited Liability Companies;
- Non-member executives of Limited Liability Companies;
- Partner executives of Partnerships;
- Non-partner executives of Partnerships.

Basic Variation of Executive Trifecta: No other changes.

Advanced Variation of Executive Trifecta: We simplified the input for the Advanced Variation by allowing you to select "simple format" on the upper left of the Net Revenue/Net Sales tab. ("Comprehensive format", the only option in Version 14.1 remains available in 15.0.) We also added input fields to provide for a Signing Bonus and Relocation Package on the Key Exec. Coverage tab. We also added capacity for you to reflect "after tax" differences in compensation (on the Executive Compensation tab) as well as other costs (on the Key Exec. Coverage tab).

**3. Enhanced Executive Trifecta® PowerPoint
(Executive Benefits tab)**

Version 15.0 includes an extensive PowerPoint presentation of Executive Trifecta. The taxation is quite different for each of the above variations, and the PowerPoint presentation not only provides a thorough review of the concept but also includes a significant amount of tax information.

**4. Annuity Surrender Charges
(InsCalc tab)**

We have added the option for you to include surrender charges when a Tax Deferred Account is selected.

(Personal Insurance tab)

When an Annuity is selected as an investment option in Term and Invest the Difference, Other Investments vs. Your Policy, and Various Financial Alternatives, we have added the option for you to include surrender charges in your illustration.

**5. Pension Calculator
(InsCalc tab)**

We have added a distribution option on the Distributions tab of the Pension Calculator to allow the program to automatically calculate the level after tax distributions which deplete the account over the retirement years illustrated.

**5. Retirement Income Calculator
(InsCalc tab)**

We have added a stand-alone Retirement Income Calculator to the available calculators. This Calculator lets you designate various categories (e.g., Living Expenses, Travel, Mortgage Payment, Long-Term Care premiums, etc.) in order to establish a total amount needed that is backed up by specific listing of its components. You can either use the report as a stand-alone illustration or import the values calculated into the Desired After Tax Retirement Income array in the Retirement Needs Analysis module (see below).

**6. Retirement Need Analysis
(Personal Needs Analysis tab)**

We have included the Retirement Income Calculator (noted above) to the Retirement Needs Analysis module. This Calculator lets you designate various categories (e.g., Living Expenses, Travel, Mortgage Payment, Long-Term Care premiums, etc.) as opposed to a user-designated total amount (input for this is retained in Version 15.0).

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InsMark for Windows requires: IBM-compatible computer; Pentium or higher processor; Windows 95, Windows 98, Windows 2000, Windows NT, Windows ME, Windows XP, or Windows Vista; 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.

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