



## Comparison of Types of Life Insurance

|                              | Term   | Whole Life  | Universal Life   | Variable Life  | Variable Universal Life  |
|------------------------------|--|---|--|--|--|
| <b>Premium</b>               | Premiums increase at each renewal  | Level   | Flexible   | Level  | Flexible   |
| <b>Coverage</b>              | Usually renewable until at least age 70; for some policies, up to age 95 | For life  | For life   | For life   | For life   |
| <b>Death benefit</b>         | Guaranteed   | Guaranteed  | May be guaranteed, depending on policy   | Guaranteed   | May be guaranteed, depending on policy   |
|                              |  | May increase with dividends*  | Can be increased or decreased  | Varies relative to cash value investment returns   | Can be increased or decreased; varies relative to cash value investment returns  |
| <b>Cash value</b>            | None   | Guaranteed  | Guaranteed minimum interest rate   | Not guaranteed   | Not guaranteed   |
|                              |  | May increase with dividends*  | Varies based on interest rates   | Fluctuates with subaccount performance   | Fluctuates with subaccount performance   |
| <b>Policy loans allowed?</b> | Not applicable   | Yes   | Yes  | Yes  | Yes  |
|                              |  | May be able to borrow up to 100% of total cash surrender value less annual loan interest rate | Same as whole life, but usually available at lower net interest rate (i.e., pay the interest rate and get a credit back to the policy) | Same as whole life, but usually available at lower net interest rate (i.e., pay the interest rate and get a credit back to the policy) | Same as whole life, but usually available at lower net interest rate (i.e., pay the interest rate and get a credit back to the policy) |



# Investment Planners, Inc.

FINRA/SIPC

## IPI Wealth Management, Inc.

| Cash withdrawals allowed? | Not applicable        | No  | Yes  | No  | Yes   |
|---------------------------|-----------------------|---|--|---|---|
| Cash value account growth | No cash value account | Insurer determines guaranteed cash value and declares dividends based on performance of its general investment portfolio* | Insurer determines cash value interest crediting rates based on current interest rate returns to the company | Cash value account growth depends upon the investment performance of the subaccounts you choose | Cash value account growth depends upon the investment performance of the subaccounts you choose |

**Note:** Any guarantees associated with payment of death benefits, income options, or rates of return are subject to the claims-paying ability and financial strength of the insurer. Policy loans and withdrawals will reduce the policy's cash value and death benefit and may cause the policy to lapse. Withdrawals may be subject to surrender charges and income tax, and a 10% penalty may apply to withdrawals from a modified endowment contract if made under age 59½.

**Note:** Variable life and variable universal life insurance policies are offered by prospectus, which you can obtain from your financial professional or the insurance company. The prospectus contains detailed information about investment objectives, risks, charges, and expenses, as well as the underlying investment options. You should read the prospectus and consider this information carefully before purchasing a variable life or variable universal life insurance policy.

**\*Dividends are not guaranteed.**

### IMPORTANT DISCLOSURES

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