

WHAT IS AN IUL?

 An Indexed Universal Life (IUL) policy is a powerful financial tool that combines life insurance with high-growth potential, tax advantages, and financial flexibility. Below are answers to common questions!

General Questions

1 What is an Indexed Universal Life (IUL) Policy?

- ✓ An IUL is a life insurance policy with a built-in high-yield savings component.
- ✓ Cash value grows tax-deferred, linked to a stock market index (e.g., **S&P 500**).
- ✓ Provides **both a death benefit and a savings account** that can be accessed tax-free.

 Think of it as a high-growth savings account with life insurance protection!

2 How Does an IUL Work?

- ✓ You pay premiums → Part goes to the death benefit, part to a cash value account.
- ✓ Cash value earns interest based on market performance (up to a cap rate).
- ✓ Downside protection — Your money won't lose value even if the market drops (0% floor).
- ✓ You can withdraw or borrow against the cash value tax-free.

 An IUL builds wealth while keeping your family protected!

Cost & Growth Potential

3 How Does an IUL Make Money?

- ✓ **Cash value grows when the market goes up** (within a cap).
 - ✓ **It never loses money when the market drops** (due to the 0% floor).
 - ✓ Over time, **compounding interest helps savings grow exponentially**.
- ✦ **Unlike traditional investments, your money is protected against losses!**
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4 How Much Does an IUL Cost?

- ✓ **Premiums are flexible** – You can pay more or less as needed.
 - ✓ The cost depends on **age, health, and coverage amount**.
 - ✓ **Higher contributions = Faster cash value growth**.
- ✦ **You control how much you contribute and how fast your savings grow!**
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Policy Features & Benefits

5 What Makes an IUL Better Than Other Life Insurance?

- ✓ **Market-Linked Growth:** Cash value grows based on the market (with a cap).
 - ✓ **No Market Losses:** Built-in 0% floor prevents losing money in downturns.
 - ✓ **Tax-Free Loans & Withdrawals:** Access your money without penalties.
 - ✓ **Adjustable Premiums & Coverage:** Flexible contributions and death benefit.
- ✦ **IULs are perfect for wealth-building, tax advantages, and retirement planning.**

6 Can I Access My Money?

✓ **Yes!** You can take **tax-free loans or withdrawals** from the cash value anytime.

✓ No penalties for accessing funds (unlike 401(k)s or IRAs).

📌 **You control your money—use it for emergencies, investments, or retirement!**

7 How Does an IUL Compare to a 401(k) or IRA?

Feature	IUL	401(k)/IRA
Market Protection	✓ Yes (0% Floor)	✗ No (Risk of Loss)
Tax-Free Growth	✓ Yes	✗ No (Taxed at Withdrawal)
No Contribution Limits	✓ Yes	✗ No (Strict Limits)
Penalty-Free Access	✓ Yes	✗ No (Penalties Before 59½)

📌 **An IUL is like a retirement account with no limits and no market losses!**

Health & Underwriting

8 Who Qualifies for an IUL?

✓ **Anyone in good health between ages 18-75.**

✓ Best for those with **consistent income** to fund the policy.

What Happens If You Don't Qualify for an IUL? (Pivot to Whole Life)

 Not everyone will qualify for an IUL. If underwriting determines that you don't meet the health or income requirements, we will pivot to a Whole Life policy to ensure you're still protected.

✓ **Whole Life provides guaranteed coverage with fixed premiums** and still builds **cash value** (but at a slower rate than IUL).

✓ Instead of focusing on savings, it guarantees a **permanent death benefit for your family**.

✓ If Mortgage Protection was the goal, we'll use a **Whole Life Equity Protection Plan** to ensure at least **2-5 years of mortgage payments are covered**.

 **Example:** If your mortgage is **\$1,000/month** and you need 2 years of coverage, we would set up a **\$24,000 Whole Life policy** to protect your equity.

 This ensures you and your loved ones are still covered, no matter what!

Ideal Clients for an IUL

✓ **Young Families:** Long-term wealth-building & financial security.

✓ **Entrepreneurs:** Tax-free cash access for business growth.

✓ **High-Net-Worth Individuals:** Preserve wealth & maximize tax benefits.

✓ **Veterans:** Flexible coverage that adapts post-service.

 If you don't qualify, **Whole Life will still ensure you're protected**.

Final Takeaway: Why an IUL?

✓ **Best of both worlds:** Life insurance + a high-growth savings account.

✓ **Tax-free retirement income & wealth transfer.**

✓ **Protection against market downturns.**

 **If you don't qualify, we'll pivot to Whole Life to ensure you still have the protection you need.**

 **Let's find the best option for your future today!**