

### ACCESS THE FIRST IRR CALCULATOR MODEL

Click on the “IRR Calculator” tab at the top of every page of the Wintrust Life Finance (Wintrust Life) website: www.wintrustlife.com. To begin, provide an email address and click the submit button.

On the left side of the landing page (or Edit Variables page), you can enter the following information and proceed to the next tab via the tab key, clicking your mouse or touching that field on a touch-screen enabled device:

**Insured Name**  
Valued Client

**Age:**  
51

**Retained Capital Earning Rate**  
6%

*Note that Retained Capital Earnings Rate is the average rate of return that the insured is projected to earn on outside investments.*

### SELECT APPROPRIATE INTEREST FIELDS

Now select the “Interest Type” from the dropdown box (Advance, Arrears or Deferred). If the interest type is deferred, enter the number of years (maximum five years) that the client wants to defer interest payments.

**Interest Type**  
Deferred

**Deferral Period(Years)**  
2

Enter the amount that the base rate is assumed to increase each year (default value is 0.5%).

**Assumed Annual Index Interest Increase**  
0.5%

And enter the maximum rate (above current base rate) used to populate base rate and collateral needs for this analysis. Once assumed base rate equals or exceeds this rate, there will be no further annual interest increase added (default value is 5%).

**Assumed Max Aggregate Rate Increase**  
5%

### POPULATE MATRIX VALUES

You just need a handful of data points for 10 years that can be found on relevant policy illustrations:

- ✓ **Down Payment or 1035 Exchange:** Amount of 1035 proceeds or policy premium that client will pay out of pocket to offset aggregate policy premiums.
- ✓ **Policy Cash Surrender Values:** For whole life or universal life policies, projected year end cash surrender values should be populated using non-guaranteed values assuming current charges and interest crediting. For indexed universal life policies, projected year end cash surrender values should be populated using current charges and guaranteed interest crediting.
- ✓ **Policy Premiums:** Amount of aggregate annual policy premium required.
- ✓ **Policy Death Benefits:** Projected end of year policy death benefit value.

Year	Down Payment or 1035 Exchange	Policy Cash Surrender Values	Policy Premiums	Policy Death Benefits
1	\$ 1,000,000.00	\$ 3,114,260.00	\$ 3,333,333.00	\$ 69,593,079.00
2	\$ 0.00	\$ 6,495,135.00	\$ 3,333,333.00	\$ 74,270,150.00
3	\$ 0.00	\$ 10,028,515.00	\$ 3,333,333.00	\$ 80,809,621.00
4	\$ 0.00	\$ 13,680,206.00	\$ 3,333,333.00	\$ 87,194,205.00
5	\$ 0.00	\$ 17,455,661.00	\$ 3,333,333.00	\$ 93,443,972.00
6	\$ 0.00	\$ 17,455,661.00	\$ 0.00	\$ 93,443,972.00
7	\$ 0.00	\$ 17,455,661.00	\$ 0.00	\$ 93,443,972.00
8	\$ 0.00	\$ 17,455,661.00	\$ 0.00	\$ 93,443,972.00
9	\$ 0.00	\$ 17,455,661.00	\$ 0.00	\$ 93,443,972.00
10	\$ 0.00	\$ 17,455,661.00	\$ 0.00	\$ 93,443,972.00
11	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00

Once you are comfortable with the values on this page, click the “Submit” button and the model will crunch all the numbers and will display the analysis. Once you have entered the analysis page and you want to modify any variables, simply click the “Edit Variables” link in the upper right corner of the screen. In links adjacent to this, you will be able to reset variables to default, export scenarios to MS Excel, show the model in a printer-friendly format and study the glossary of terms.

**If you have any questions about this model or any potential loan, please contact your Wintrust Life representative at 1-888-747-4762.**