

# Lifetime Gifting Analysis

Financial Advisor

## Projection of Net to Heirs impact

Mr. and Mrs. Client

M65 Std NS / F65 Pfd NS

			Estate Values - No Gifting					Estate Values - Net of Gifts to Trust							
Cal Year	EOY Age (1)	EOY Age (2)	EOY Gross Estate @ 4.0%	Available Unified Credit	Taxable Estate	Estate Tax	Net to Heirs	BOY Gross Estate	Lifetime Exemption Gift	Annual Exclusion Gifts	EOY Gross Estate @ 4.0%	Available Unified Credit	Taxable Estate	Estate Tax	Estate Assets (Net of Estate Tax)
2022	66	66	31,200,000	24,800,000	6,400,000	2,560,000	28,640,000	30,000,000	24,800,000	—	5,408,000	—	5,408,000	2,163,200	3,244,800
2023	67	67	32,448,000	25,240,000	7,208,000	2,883,200	29,564,800	5,408,000	—	—	5,624,320	440,000	5,184,320	2,073,728	3,550,592
2024	68	68	33,745,920	25,700,000	8,045,920	3,218,368	30,527,552	5,624,320	—	—	5,849,293	900,000	4,949,293	1,979,717	3,869,576
2025	69	69	35,095,757	26,170,000	8,925,757	3,570,303	31,525,454	5,849,293	—	—	6,083,265	1,370,000	4,713,265	1,885,306	4,197,959
2026	70	70	36,499,587	26,640,000	9,859,587	3,943,835	32,555,752	6,083,265	—	—	6,326,595	1,840,000	4,486,595	1,794,638	4,531,957
2027	71	71	37,959,571	27,120,000	10,839,571	4,335,828	33,623,742	6,326,595	—	—	6,579,659	2,320,000	4,259,659	1,703,864	4,875,795
2028	72	72	39,477,953	27,610,000	11,867,953	4,747,181	34,730,772	6,579,659	—	—	6,842,845	2,810,000	4,032,845	1,613,138	5,229,707
2029	73	73	41,057,072	14,050,000	27,007,072	10,802,829	30,254,243	6,842,845	—	—	7,116,559	—	7,116,559	2,846,624	4,269,935
2030	74	74	42,699,354	14,310,000	28,389,354	11,355,742	31,343,613	7,116,559	—	—	7,401,221	—	7,401,221	2,960,489	4,440,733
2031	75	75	44,407,329	14,570,000	29,837,329	11,934,931	32,472,397	7,401,221	—	—	7,697,270	—	7,697,270	3,078,908	4,618,362
2032	76	76	46,183,622	14,830,000	31,353,622	12,541,449	33,642,173	7,697,270	—	—	8,005,161	—	8,005,161	3,202,064	4,803,097
2033	77	77	48,030,967	15,100,000	32,930,967	13,172,387	34,858,580	8,005,161	—	—	8,325,368	—	8,325,368	3,330,147	4,995,221
2034	78	78	49,952,205	15,370,000	34,582,205	13,832,882	36,119,323	8,325,368	—	—	8,658,382	—	8,658,382	3,463,353	5,195,029
2035	79	79	51,950,293	15,650,000	36,300,293	14,520,117	37,430,176	8,658,382	—	—	9,004,718	—	9,004,718	3,601,887	5,402,831
2036	80	80	54,028,305	15,930,000	38,098,305	15,239,322	38,788,983	9,004,718	—	—	9,364,906	—	9,364,906	3,745,962	5,618,944
2037	81	81	56,189,437	16,220,000	39,969,437	15,987,775	40,201,662	9,364,906	—	—	9,739,502	—	9,739,502	3,895,801	5,843,701
2038	82	82	58,437,015	16,520,000	41,917,015	16,766,806	41,670,209	9,739,502	—	—	10,129,083	—	10,129,083	4,051,633	6,077,450
2039	83	83	60,774,495	16,820,000	43,954,495	17,581,798	43,192,697	10,129,083	—	—	10,534,246	—	10,534,246	4,213,698	6,320,548
2040	84	84	63,205,475	17,120,000	46,085,475	18,434,190	44,771,285	10,534,246	—	—	10,955,616	—	10,955,616	4,382,246	6,573,369
2041	85	85	65,733,694	17,430,000	48,303,694	19,321,478	46,412,217	10,955,616	—	—	11,393,840	—	11,393,840	4,557,536	6,836,304
2042	86	86	68,363,042	17,750,000	50,613,042	20,245,217	48,117,825	11,393,840	—	—	11,849,594	—	11,849,594	4,739,838	7,109,756
2043	87	87	71,097,564	18,070,000	53,027,564	21,211,025	49,886,538	11,849,594	—	—	12,323,578	—	12,323,578	4,929,431	7,394,147
2044	88	88	73,941,466	18,390,000	55,551,466	22,220,587	51,720,880	12,323,578	—	—	12,816,521	—	12,816,521	5,126,608	7,689,912
2045	89	89	76,899,125	18,730,000	58,169,125	23,267,650	53,631,475	12,816,521	—	—	13,329,182	—	13,329,182	5,331,673	7,997,509
2046	90	90	79,975,090	19,070,000	60,905,090	24,362,036	55,613,054	13,329,182	—	—	13,862,349	—	13,862,349	5,544,940	8,317,409
2047	91	91	83,174,094	19,410,000	63,764,094	25,505,637	57,668,456	13,862,349	—	—	14,416,843	—	14,416,843	5,766,737	8,650,106
2048	92	92	86,501,057	19,760,000	66,741,057	26,696,423	59,804,634	14,416,843	—	—	14,993,517	—	14,993,517	5,997,407	8,996,110
2049	93	93	89,961,100	20,120,000	69,841,100	27,936,440	62,024,660	14,993,517	—	—	15,593,257	—	15,593,257	6,237,303	9,355,954
2050	94	94	93,559,544	20,490,000	73,069,544	29,227,817	64,331,726	15,593,257	—	—	16,216,988	—	16,216,988	6,486,795	9,730,193
2051	95	95	97,301,925	20,860,000	76,441,925	30,576,770	66,725,155	16,216,988	—	—	16,865,667	—	16,865,667	6,746,267	10,119,400

Unified Credit increases based on a CPI rate of 1.81%

# Lifetime Gifting Analysis

## Projection of Net to Heirs impact

Financial Advisor

Mr. and Mrs. Client

M65 Std NS / F65 Pfd NS

Trust Assets - Gifting, No Insurance														
Cal Year	EOY Age (1)	EOY Age (2)	BOY Trust Assets	Exemption Gift	Annual Exclusion Gifts	Premium	Growth Trust Assets @ 4.0%	EOY Trust Assets	Death Benefit	Total Trust Value	IRR on Gifting	Estate Assets (Net of Estate Tax)	Combined Net to Heirs	Advantage vs No Gifting
2022	66	66	—	24,800,000	—	—	992,000	25,792,000	—	25,792,000	4.00%	3,244,800	29,036,800	396,800
2023	67	67	25,792,000	—	—	—	1,031,680	26,823,680	—	26,823,680	4.00%	3,550,592	30,374,272	809,472
2024	68	68	26,823,680	—	—	—	1,072,947	27,896,627	—	27,896,627	4.00%	3,869,576	31,766,203	1,238,651
2025	69	69	27,896,627	—	—	—	1,115,865	29,012,492	—	29,012,492	4.00%	4,197,959	33,210,451	1,684,997
2026	70	70	29,012,492	—	—	—	1,160,500	30,172,992	—	30,172,992	4.00%	4,531,957	34,704,949	2,149,197
2027	71	71	30,172,992	—	—	—	1,206,920	31,379,912	—	31,379,912	4.00%	4,875,795	36,255,707	2,631,965
2028	72	72	31,379,912	—	—	—	1,255,196	32,635,108	—	32,635,108	4.00%	5,229,707	37,864,815	3,134,043
2029	73	73	32,635,108	—	—	—	1,305,404	33,940,512	—	33,940,512	4.00%	4,269,935	38,210,448	7,956,205
2030	74	74	33,940,512	—	—	—	1,357,620	35,298,133	—	35,298,133	4.00%	4,440,733	39,738,866	8,395,253
2031	75	75	35,298,133	—	—	—	1,411,925	36,710,058	—	36,710,058	4.00%	4,618,362	41,328,420	8,856,023
2032	76	76	36,710,058	—	—	—	1,468,402	38,178,461	—	38,178,461	4.00%	4,803,097	42,981,557	9,339,384
2033	77	77	38,178,461	—	—	—	1,527,138	39,705,599	—	39,705,599	4.00%	4,995,221	44,700,820	9,842,240
2034	78	78	39,705,599	—	—	—	1,588,224	41,293,823	—	41,293,823	4.00%	5,195,029	46,488,852	10,369,529
2035	79	79	41,293,823	—	—	—	1,651,753	42,945,576	—	42,945,576	4.00%	5,402,831	48,348,406	10,918,230
2036	80	80	42,945,576	—	—	—	1,717,823	44,663,399	—	44,663,399	4.00%	5,618,944	50,282,343	11,493,360
2037	81	81	44,663,399	—	—	—	1,786,536	46,449,935	—	46,449,935	4.00%	5,843,701	52,293,636	12,091,974
2038	82	82	46,449,935	—	—	—	1,857,997	48,307,932	—	48,307,932	4.00%	6,077,450	54,385,382	12,715,173
2039	83	83	48,307,932	—	—	—	1,932,317	50,240,250	—	50,240,250	4.00%	6,320,548	56,560,797	13,368,100
2040	84	84	50,240,250	—	—	—	2,009,610	52,249,860	—	52,249,860	4.00%	6,573,369	58,823,229	14,051,944
2041	85	85	52,249,860	—	—	—	2,089,994	54,339,854	—	54,339,854	4.00%	6,836,304	61,176,158	14,763,942
2042	86	86	54,339,854	—	—	—	2,173,594	56,513,448	—	56,513,448	4.00%	7,109,756	63,623,204	15,505,379
2043	87	87	56,513,448	—	—	—	2,260,538	58,773,986	—	58,773,986	4.00%	7,394,147	66,168,133	16,281,594
2044	88	88	58,773,986	—	—	—	2,350,959	61,124,945	—	61,124,945	4.00%	7,689,912	68,814,858	17,093,978
2045	89	89	61,124,945	—	—	—	2,444,998	63,569,943	—	63,569,943	4.00%	7,997,509	71,567,452	17,935,977
2046	90	90	63,569,943	—	—	—	2,542,798	66,112,741	—	66,112,741	4.00%	8,317,409	74,430,150	18,817,096
2047	91	91	66,112,741	—	—	—	2,644,510	68,757,251	—	68,757,251	4.00%	8,650,106	77,407,356	19,738,900
2048	92	92	68,757,251	—	—	—	2,750,290	71,507,541	—	71,507,541	4.00%	8,996,110	80,503,651	20,699,016
2049	93	93	71,507,541	—	—	—	2,860,302	74,367,842	—	74,367,842	4.00%	9,355,954	83,723,797	21,699,137
2050	94	94	74,367,842	—	—	—	2,974,714	77,342,556	—	77,342,556	4.00%	9,730,193	87,072,749	22,741,022
2051	95	95	77,342,556	—	—	—	3,093,702	80,436,258	—	80,436,258	4.00%	10,119,400	90,555,658	23,830,503

Values are hypothetical and for illustrative purposes only.  
Not intended as legal or tax advice.

# Lifetime Gifting Analysis

Financial Advisor

## Projection of Net to Heirs impact

Mr. and Mrs. Client

M65 Std NS / F65 Pfd NS

Trust Assets - Gifting with Life Insurance														
Cal Year	EOY Age (1)	EOY Age (2)	BOY Trust Assets	Exemption Gift	Annual Exclusion Gifts	Premium	Growth Trust Assets @ 4.0%	EOY Trust Assets	Death Benefit	Total Trust Value	IRR on Gifting	Estate Assets (Net of Estate Tax)	Combined Net to Heirs	Advantage vs No Gifting
2022	66	66	—	24,800,000	—	139,764	986,409	25,646,645	9,000,000	34,646,645	39.70%	3,244,800	37,891,445	9,251,445
2023	67	67	25,646,645	—	—	139,764	1,020,275	26,527,157	9,000,000	35,527,157	19.69%	3,550,592	39,077,749	9,512,949
2024	68	68	26,527,157	—	—	139,764	1,055,496	27,442,888	9,000,000	36,442,888	13.69%	3,869,576	40,312,464	9,784,912
2025	69	69	27,442,888	—	—	139,764	1,092,125	28,395,249	9,000,000	37,395,249	10.81%	4,197,959	41,593,208	10,067,754
2026	70	70	28,395,249	—	—	139,764	1,130,219	29,385,705	9,000,000	38,385,705	9.13%	4,531,957	42,917,662	10,361,910
2027	71	71	29,385,705	—	—	139,764	1,169,838	30,415,778	9,000,000	39,415,778	8.03%	4,875,795	44,291,574	10,667,831
2028	72	72	30,415,778	—	—	139,764	1,211,041	31,487,055	9,000,000	40,487,055	7.25%	5,229,707	45,716,762	10,985,990
2029	73	73	31,487,055	—	—	139,764	1,253,892	32,601,183	9,000,000	41,601,183	6.68%	4,269,935	45,871,118	15,616,875
2030	74	74	32,601,183	—	—	139,764	1,298,457	33,759,875	9,000,000	42,759,875	6.24%	4,440,733	47,200,608	15,856,996
2031	75	75	33,759,875	—	—	139,764	1,344,804	34,964,916	9,000,000	43,964,916	5.89%	4,618,362	48,583,278	16,110,881
2032	76	76	34,964,916	—	—	139,764	1,393,006	36,218,158	9,000,000	45,218,158	5.61%	4,803,097	50,021,255	16,379,082
2033	77	77	36,218,158	—	—	139,764	1,443,136	37,521,530	9,000,000	46,521,530	5.38%	4,995,221	51,516,750	16,658,170
2034	78	78	37,521,530	—	—	139,764	1,495,271	38,877,036	9,000,000	47,877,036	5.19%	5,195,029	53,072,066	16,952,743
2035	79	79	38,877,036	—	—	139,764	1,549,491	40,286,763	9,000,000	49,286,763	5.03%	5,402,831	54,689,594	17,259,418
2036	80	80	40,286,763	—	—	139,764	1,605,880	41,752,879	9,000,000	50,752,879	4.89%	5,618,944	56,371,823	17,582,840
2037	81	81	41,752,879	—	—	139,764	1,664,525	43,277,640	9,000,000	52,277,640	4.77%	5,843,701	58,121,341	17,919,679
2038	82	82	43,277,640	—	—	139,764	1,725,515	44,863,391	9,000,000	53,863,391	4.67%	6,077,450	59,940,840	18,270,631
2039	83	83	44,863,391	—	—	139,764	1,788,945	46,512,572	9,000,000	55,512,572	4.58%	6,320,548	61,833,119	18,640,422
2040	84	84	46,512,572	—	—	139,764	1,854,912	48,227,720	9,000,000	57,227,720	4.50%	6,573,369	63,801,090	19,029,804
2041	85	85	48,227,720	—	—	139,764	1,923,518	50,011,474	9,000,000	59,011,474	4.43%	6,836,304	65,847,779	19,435,562
2042	86	86	50,011,474	—	—	139,764	1,994,868	51,866,579	9,000,000	60,866,579	4.37%	7,109,756	67,976,335	19,858,510
2043	87	87	51,866,579	—	—	139,764	2,069,073	53,795,887	9,000,000	62,795,887	4.31%	7,394,147	70,190,034	20,303,496
2044	88	88	53,795,887	—	—	139,764	2,146,245	55,802,368	9,000,000	64,802,368	4.26%	7,689,912	72,492,281	20,771,401
2045	89	89	55,802,368	—	—	139,764	2,226,504	57,889,109	9,000,000	66,889,109	4.22%	7,997,509	74,886,618	21,255,143
2046	90	90	57,889,109	—	—	139,764	2,309,974	60,059,318	9,000,000	69,059,318	4.18%	8,317,409	77,376,728	21,763,674
2047	91	91	60,059,318	—	—	139,764	2,396,782	62,316,337	9,000,000	71,316,337	4.15%	8,650,106	79,966,442	22,297,986
2048	92	92	62,316,337	—	—	139,764	2,487,063	64,663,635	9,000,000	73,663,635	4.11%	8,996,110	82,659,745	22,855,111
2049	93	93	64,663,635	—	—	139,764	2,580,955	67,104,826	9,000,000	76,104,826	4.09%	9,355,954	85,460,781	23,436,121
2050	94	94	67,104,826	—	—	139,764	2,678,602	69,643,665	9,000,000	78,643,665	4.06%	9,730,193	88,373,857	24,042,131
2051	95	95	69,643,665	—	—	139,764	2,780,156	72,284,057	9,000,000	81,284,057	4.04%	10,119,400	91,403,457	24,678,302

Life insurance values based on Guaranteed Survivorship UL Age 100 Guarantee based on M65 Std NS / F65 Pfd NS assuming M65 Std NS / F65 Pfd NS  
 Values are not guaranteed unless specifically noted as such. Please see full carrier illustration for details.

# Lifetime Gifting Analysis

## Projection of Net to Heirs impact

Mr. and Mrs. Client

M65 Std NS / F65 Pfd NS

### EOY Summary Values

Cal Year	EOY Age (1)	EOY Age (2)	No Gifting			Gifting, No Insurance			Gifting with Life Insurance		
			Estate Assets (Net of Estate Tax)	Total Trust Assets	Combined Net To Heirs - Estate + Trust Assets	Estate Assets (Net of Estate Tax)	Total Trust Assets	Combined Net To Heirs - Estate + Trust Assets	Estate Assets (Net of Estate Tax)	Total Trust Assets	Combined Net To Heirs - Estate + Trust Assets
2022	66	66	28,640,000	—	28,640,000	3,244,800	25,792,000	29,036,800	3,244,800	34,646,645	37,891,445
2023	67	67	29,564,800	—	29,564,800	3,550,592	26,823,680	30,374,272	3,550,592	35,527,157	39,077,749
2024	68	68	30,527,552	—	30,527,552	3,869,576	27,896,627	31,766,203	3,869,576	36,442,888	40,312,464
2025	69	69	31,525,454	—	31,525,454	4,197,959	29,012,492	33,210,451	4,197,959	37,395,249	41,593,208
2026	70	70	32,555,752	—	32,555,752	4,531,957	30,172,992	34,704,949	4,531,957	38,385,705	42,917,662
2027	71	71	33,623,742	—	33,623,742	4,875,795	31,379,912	36,255,707	4,875,795	39,415,778	44,291,574
2028	72	72	34,730,772	—	34,730,772	5,229,707	32,635,108	37,864,815	5,229,707	40,487,055	45,716,762
2029	73	73	30,254,243	—	30,254,243	4,269,935	33,940,512	38,210,448	4,269,935	41,601,183	45,871,118
2030	74	74	31,343,613	—	31,343,613	4,440,733	35,298,133	39,738,866	4,440,733	42,759,875	47,200,608
2031	75	75	32,472,397	—	32,472,397	4,618,362	36,710,058	41,328,420	4,618,362	43,964,916	48,583,278
2032	76	76	33,642,173	—	33,642,173	4,803,097	38,178,461	42,981,557	4,803,097	45,218,158	50,021,255
2033	77	77	34,858,580	—	34,858,580	4,995,221	39,705,599	44,700,820	4,995,221	46,521,530	51,516,750
2034	78	78	36,119,323	—	36,119,323	5,195,029	41,293,823	46,488,852	5,195,029	47,877,036	53,072,066
2035	79	79	37,430,176	—	37,430,176	5,402,831	42,945,576	48,348,406	5,402,831	49,286,763	54,689,594
2036	80	80	38,788,983	—	38,788,983	5,618,944	44,663,399	50,282,343	5,618,944	50,752,879	56,371,823
2037	81	81	40,201,662	—	40,201,662	5,843,701	46,449,935	52,293,636	5,843,701	52,277,640	58,121,341
2038	82	82	41,670,209	—	41,670,209	6,077,450	48,307,932	54,385,382	6,077,450	53,863,391	59,940,840
2039	83	83	43,192,697	—	43,192,697	6,320,548	50,240,250	56,560,797	6,320,548	55,512,572	61,833,119
2040	84	84	44,771,285	—	44,771,285	6,573,369	52,249,860	58,823,229	6,573,369	57,227,720	63,801,090
2041	85	85	46,412,217	—	46,412,217	6,836,304	54,339,854	61,176,158	6,836,304	59,011,474	65,847,779
2042	86	86	48,117,825	—	48,117,825	7,109,756	56,513,448	63,623,204	7,109,756	60,866,579	67,976,335
2043	87	87	49,886,538	—	49,886,538	7,394,147	58,773,986	66,168,133	7,394,147	62,795,887	70,190,034
2044	88	88	51,720,880	—	51,720,880	7,689,912	61,124,945	68,814,858	7,689,912	64,802,368	72,492,281
2045	89	89	53,631,475	—	53,631,475	7,997,509	63,569,943	71,567,452	7,997,509	66,889,109	74,886,618
2046	90	90	55,613,054	—	55,613,054	8,317,409	66,112,741	74,430,150	8,317,409	69,059,318	77,376,728
2047	91	91	57,668,456	—	57,668,456	8,650,106	68,757,251	77,407,356	8,650,106	71,316,337	79,966,442
2048	92	92	59,804,634	—	59,804,634	8,996,110	71,507,541	80,503,651	8,996,110	73,663,635	82,659,745
2049	93	93	62,024,660	—	62,024,660	9,355,954	74,367,842	83,723,797	9,355,954	76,104,826	85,460,781
2050	94	94	64,331,726	—	64,331,726	9,730,193	77,342,556	87,072,749	9,730,193	78,643,665	88,373,857
2051	95	95	66,725,155	—	66,725,155	10,119,400	80,436,258	90,555,658	10,119,400	81,284,057	91,403,457

Lifetime Gifting Analysis  
Projection of Net to Heirs impact

Mr. and Mrs. Client  
M65 Std NS / F65 Pfd NS

