
POLICY ASSESSMENT

PREPARED FOR
GEORGE CLIENT AND JEAN CLIENT

11/4/2011

ASSESSMENT OBJECTIVES:

PRIMARY OBJECTIVE: ADD / INCREASE BENEFITS

SECONDARY OBJECTIVE: COST / PREMIUM REDUCTION

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Purpose of this Assessment

Life insurance is often one of the largest and least understood assets on the financial statements of individuals, businesses, and trusts. Even so, it is rarely updated, evaluated, or appraised in a professional manner. This assessment serves to correct that omission by providing a professional third-party overview of your life insurance portfolio.

Why Evaluate Life Insurance?

The life insurance industry has seen numerous and regular changes in the design, pricing, and underwriting criteria of policies and in the financial ratings and stability of the insurance companies themselves. For these reasons it is important to regularly evaluate your life insurance portfolio and available alternatives.

What Factors Have Changed?

Many factors have changed and may affect the performance of your life insurance portfolio. The most common of these factors are:

- **People are living longer.** These extended life expectancies and their impact on the pricing of life insurance is the single most important factor necessitating a review of your insurance portfolio.
- **Interest and dividend crediting rates have changed.** The decrease in historical rates has rendered previous policy projections invalid and may require larger premiums and/or reduced benefits in order to avoid policy lapse.
- **Economic conditions have impacted performance.** Stock market fluctuations are often directly reflected in policy values and may necessitate larger premiums and/or reduced benefits in order
- **The insurance industry has changed.** Companies have merged, financial ratings and stability have been affected by market conditions, and policy benefits have become more competitive and effective at meeting long-term goals.

Who Conducted this Assessment?

This Policy Assessment was conducted by Insurance Valuation Services, Inc., a professional, third-party research firm. Their team of trusted policy analysts includes professionals from the insurance, legal, and financial industries. Using an inter-disciplinary approach helps assure the objectivity, impartiality, and appropriateness of this assessment.

Insurance Valuation Services, Inc. is headquartered in Roseville, California, and has performed thousands of Policy Assessments since its founding in 2003. Its parent company was founded in 1972 and is licensed in all 50 states and the District of Columbia.

Legal Disclosure

This Policy Assessment report was prepared exclusively for you and is designed to assist you in exploring your existing life insurance policy and comparing it against current market offerings. This material is for informational purposes only.

Figures used in this Policy Assessment Report are based on both assumptions and data provided by you, the client, and in-force illustrations and policy specifications obtained from the insurance company representing your policy .

The dividends, current interest, and/or investment assumptions and current mortality expenses used to prepare this report are not guaranteed. Actual results will vary. This report assumes that the currently illustrated non-guaranteed elements will continue for all years shown. However, it is not likely that the non-guaranteed elements will perform exactly as shown in the in-force illustration(s) or this report.

This analysis should only be used in conjunction with the complete illustration of the companies named in the following pages. This report does not constitute legal or tax advice and does not create an attorney-client relationship. Pursuant to IRS Circular 230, the information contained in this document is not intended to and cannot be used by anyone to avoid IRS penalties.

Executive Summary

George Client and Jean Client a Male, age 65 and Female, age 66 own a Transamerica Survivor Life policy originally obtained in 1993. Their current health appears to be Standard Non-smoker and Standard Non-smoker based on information provided on the Policy Assessment worksheet and an underwriting review conducted using insurance company published underwriting criteria.

Policy Objectives

Your stated policy objectives were used in the compilation of this report. When you completed the brief data sheet at the beginning of the Policy Assessment process, you stated that the two most important factors to consider during our evaluation were:

Primary Objective: Add / Increase Benefits

and

Secondary Objective: Cost / Premium Reduction

All recommendations provided are intended to maximize one or both of these goals and to help you achieve your desired outcome in the most effective and efficient manner.

Recommendations

Based on the comparative premiums, underwriting, financial stability, and primary goal of Add / Increase Benefits based on current premiums, the Lincoln National Survivor Life policy for \$4,511,376 at a premium of \$20,000 is recommended.

Current Policy and Alternatives Comparison

The table below shows your current insurance policy and how it compares to available alternatives based on a national market survey conducted using your primary and secondary objectives, financial ratings, health class, and premium use as the basis of comparison.

Health Class Comparison

	Current Policy	Primary Objective Recommendation	Secondary Objective Recommendation
George Client	Standard Non-smoker	Standard Non-smoker	Standard Non-smoker
Jean Client	Standard Non-smoker	Standard Non-smoker	Standard Non-smoker

Financial Ratings Comparison

	Transamerica	Lincoln National	Lincoln National
Insurance Company:	Transamerica	Lincoln National	Lincoln National
AM Best:	A+	A+	A+
Comdex:	94	89	89

Premium Use Comparison

	Transamerica	Lincoln National	Lincoln National
Coverage Amount:	\$2,500,000	\$4,511,376	\$3,028,022
Premium:	\$20,000	\$20,000	\$0
Guaranteed to age:	91	Lifetime	Lifetime
Projected to age:	100+	Lifetime	Lifetime

Comments: The current Transamerica policy requires an increase in premium of \$37,276 to keep the coverage in force to age 100. Recommendations assume all additional underwriting requirements are within Lincoln National's "Standard Non-smoker" health class. This example utilizes the Cash Surrender Value of \$661,623 from the existing policy for a 1035 exchange.

Market Survey of Alternatives

Market surveys using your personal health, financial objectives, and your policy current market value were conducted of the available life insurance products offered by more than seventy life insurance companies. A comparison of your current life insurance and the best available alternatives based on your primary and secondary objectives are listed below.

Primary Objective: Add / Increase Benefits

Rank	Company Name	Health Rating	Death Benefit	Premium	Financial Ratings		Coverage Duration	
					A.M. Best	Comdex	Guaranteed	Projected
	Transamerica	Standard NT	\$2,500,000	\$20,000	A+	94	91	100+
1)	Lincoln National	Standard NT	\$4,511,187	\$20,000	A+	89	Lifetime	Lifetime
2)	MetLife	Standard NT	\$4,124,279	\$20,000	A+	95	Lifetime	Lifetime
3)	United of Omaha	Standard NT	\$4,041,162	\$20,000	A+	96	Lifetime	Lifetime
4)	Nationwide	Standard NT	\$3,934,530	\$20,000	A+	91	Lifetime	Lifetime
5)	Transamerica	Standard NT	\$3,812,425	\$20,000	A+	94	Lifetime	Lifetime

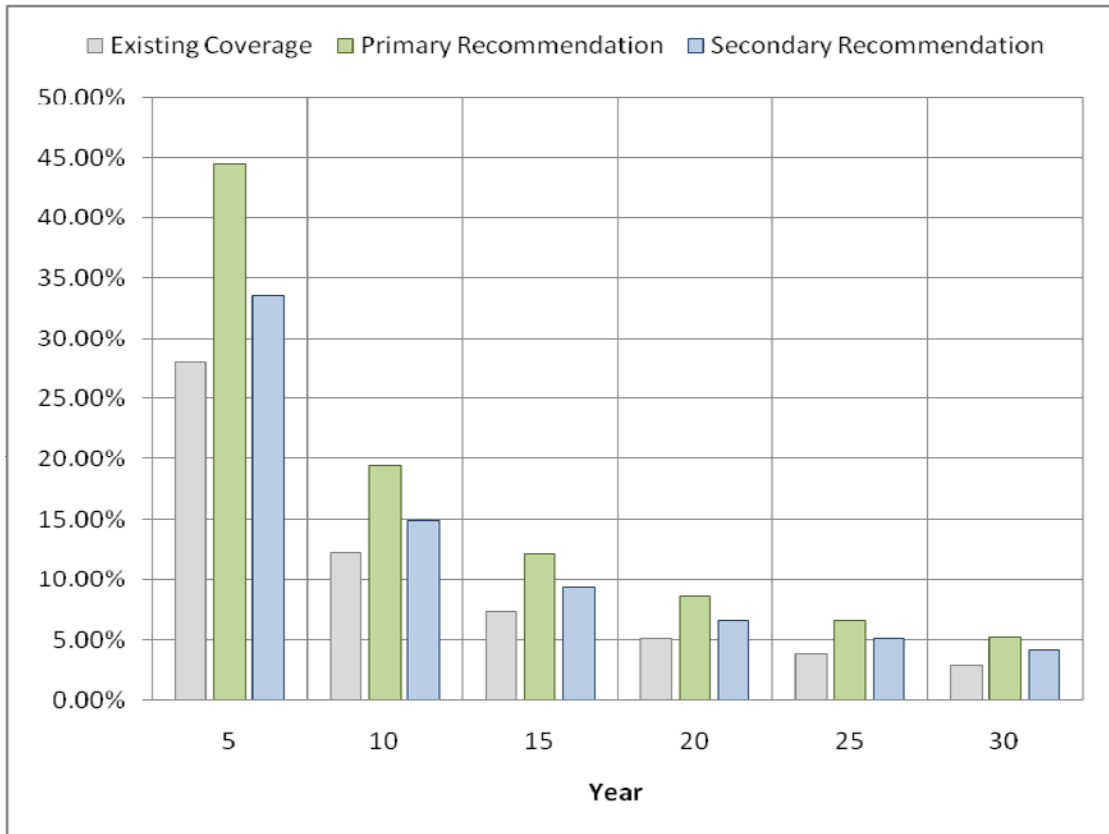
Secondary Objective: Cost / Premium Reduction

Rank	Company Name	Health Rating	Death Benefit	Premium	Financial Ratings		Coverage Duration	
					A.M. Best	Comdex	Guaranteed	Projected
	Transamerica	Standard NT	\$2,500,000	\$20,000	A+	94	91	100+
1)	Lincoln National	Standard NT	\$3,027,828	\$0	A+	89	Lifetime	Lifetime
2)	United of Omaha	Standard NT	\$2,733,118	\$0	A+	96	Lifetime	Lifetime
3)	MetLife	Standard NT	\$2,725,187	\$0	A+	95	Lifetime	Lifetime
4)	Nationwide	Standard NT	\$2,676,850	\$0	A+	91	Lifetime	Lifetime
5)	Transamerica	Standard NT	\$2,558,477	\$0	A+	94	Lifetime	Lifetime

Opportunity Cost

A key factor in evaluating and comparing Life Insurance policies is the Opportunity Cost of cash values and premiums used to fund the insurance. Using a comparative review of policy cash values, expected future premiums, and the death benefit provided creates a comparative Internal Rate of Return or IRR. The below graph and table show the comparative IRR of your existing policy and any recommended policies over select periods of time.

Comparative Internal Rate of Return (IRR)



Year	Age	Existing Coverage	Primary Recommendation	Secondary Recommendation
1	65	266.77%	561.86%	357.67%
5	70	28.04%	44.49%	35.55%
10	75	12.25%	19.44%	16.43%
15	80	7.44%	12.10%	10.67%
20	85	5.12%	8.60%	7.90%
25	90	3.76%	6.57%	6.27%
30	95	2.86%	5.23%	5.20%

NOTE: Percentages indicated are an after-tax or tax-free equivalent rate of return based on the death benefit at the assumed years shown.

Financial Stability Review

Third-party carrier ratings offer an unbiased financial measure as to the stability and claims-paying ability of a financial institution. These third-party ratings are offered by such organizations as *A.M. Best Company*, *Standard & Poor's Corporation*, and *Moody's Investors Service*, among others.

Rank	A. M. Best	Standard & Poor's	Moody's
1	A++	AAA	Aaa
2	A+	AA+	Aa1
3	A	AA	Aa2
4	A-	AA-	Aa3
5	B++	A+	A1
6	B+	A	A2
7	B	A-	A3
8	B-	BBB+	Baa1
9	C++	BBB	Baa2
10	C+	BBB-	Baa3
11	C	BB+	Ba1
12	C-	BB	Ba2
13	D	BB-	Ba3
14	E	B+	B1
15	F	B	B2
16		B-	B3
17		CCC+	Caa1
18		CCC	Caa2
19		CCC-	Caa3
20		CC	Ca
21			C

VitalSigns Financial Reports

The size, holdings, earnings, and profit/loss statement of an insurance company are factors that should also be considered when purchasing or reviewing life insurance. Generally, carriers with greater assets and superior financial ratings have the ability to accept larger risks on a more favorable basis. The following pages contain detailed summaries of the pertinent financial information of each company reviewed or recommended.

Transamerica Life Ins Co

Company Information

4333 Edgewood Road N.E.
Cedar Rapids IA 52499
319-355-8511

Domicile: IA
NAIC Number: 86231
Year Established: 1961
Company Type: Stock

Ratings

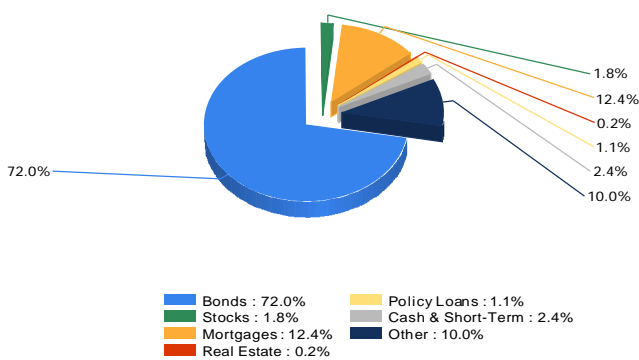
A. M. Best Company(Statutory Financial)	A+ (2)
Standard & Poor's(Financial Strength)	AA- (4)
Moody's(Claims Paying)	A1 (5)
Fitch Ratings(Financial Strength)	AA- (4)
Weiss(Financial Strength)	B- (6)
Comdex(Percentile in Rated Companies)	94

Assets & Liabilities

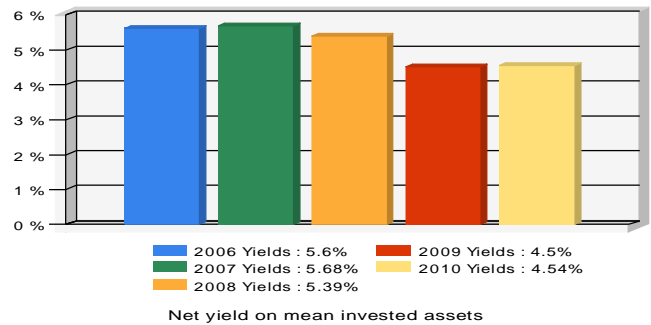
Total Admitted Assets	106,886,676
Total Liabilities	102,588,552
Separate Accounts	38,370,952
Total Surplus & AVR (Asset Valuation Reserve)	5,194,127
As % of General Account Assets	7.6%

Invested Asset Distribution

Total Invested Assets 65,292,609



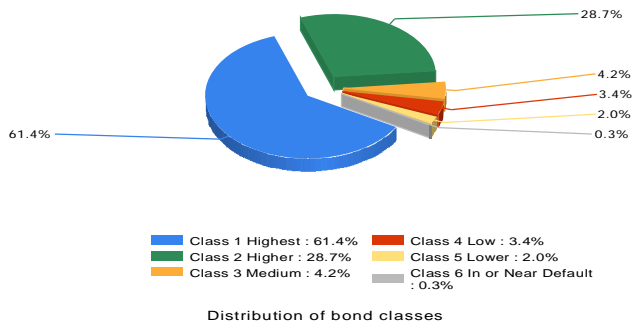
5 Year Investment Yields



5 Year Average

5.14%

Bond Quality



Non-Performing Assets

Bonds In or Near Default	2.6%
Problem Mortgages	0.0%
Real Estate Acquired by Foreclosure	0.1%
Total Non-Perf. Assets/Surplus & AVR	2.7%
As a Percent of Invested Assets	0.2%

Income & Earnings

Total Income	13,146,219
Net Premiums Written	9,145,443
Earnings Before Div. and Taxes	214,364
Net Operating Earnings	474,517

Source: Summary statutory financial Data for Year-End 2010 as reported by the life insurance companies' statutory annual statements. Classifications contained herein are defined by the NAIC. All dollar amounts are in thousands. All ratings shown are current as of May 13, 2011.

Presented by: Pinney Insurance, 2266 Lava Ridge Court, Roseville, CA 95661 Phone: 800-823-4852 Email: life@pinneyinsurance.com

Lincoln National Life Ins Co

Company Information

1500 Market Street Suite 3900
Philadelphia PA 19102-2112
215-448-1400

Domicile: IN
NAIC Number: 65676
Year Established: 1905
Company Type: Stock

Ratings

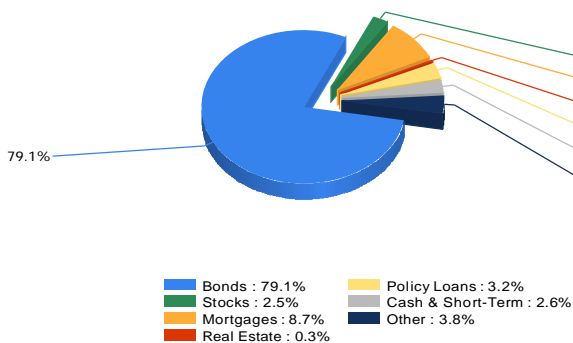
A. M. Best Company(Statutory Financial)	A+ (2)
Standard & Poor's(Financial Strength)	AA- (4)
Moody's(Claims Paying)	A2 (6)
Fitch Ratings(Financial Strength)	A+ (5)
Weiss(Financial Strength)	B- (6)
Comdex(Percentile in Rated Companies)	89

Assets & Liabilities

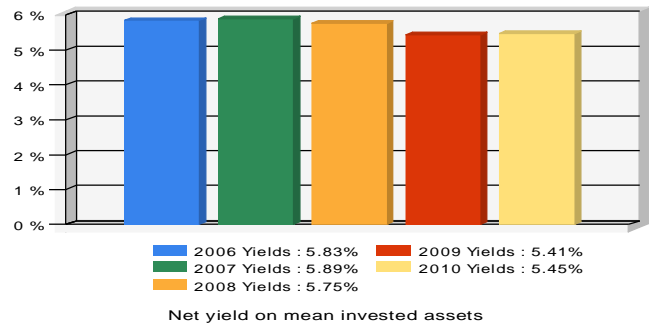
Total Admitted Assets	158,433,198
Total Liabilities	151,967,631
Separate Accounts	84,179,790
Total Surplus & AVR (Asset Valuation Reserve)	6,873,433
As % of General Account Assets	9.3%

Invested Asset Distribution

Total Invested Assets 71,059,107



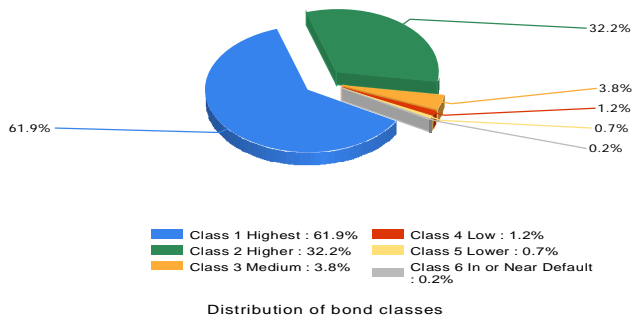
5 Year Investment Yields



5 Year Average

5.67%

Bond Quality



Non-Performing Assets

Bonds In or Near Default	1.7%
Problem Mortgages	0.0%
Real Estate Acquired by Foreclosure	0.0%
Total Non-Perf. Assets/Surplus & AVR	1.7%
As a Percent of Invested Assets	0.2%

Income & Earnings

Total Income	23,726,599
Net Premiums Written	18,052,689
Earnings Before Div. and Taxes	511,569
Net Operating Earnings	601,765

Source: Summary statutory financial Data for Year-End 2010 as reported by the life insurance companies' statutory annual statements. Classifications contained herein are defined by the NAIC. All dollar amounts are in thousands. All ratings shown are current as of May 13, 2011.

Presented by: Pinney Insurance, 2266 Lava Ridge Court, Roseville, CA 95661 Phone: 800-823-4852 Email: life@pinneyinsurance.com

In-Force Policy Projections

The following pages are the in-force projections and ledger of values for your existing life insurance policy. Please review the projections and corresponding ledger with your licensed life insurance

Policy Summary - [REDACTED] GEORGE [REDACTED]

Policy Information

Information As Of	FEB 14 2011
Insured	GEORGE [REDACTED]
Insured Date Of Birth	[REDACTED]
Insured SSN	[REDACTED]
Policy Number	[REDACTED]
Policy Type	UNIVERSAL LIFE INSURANCE POLICY
Product Name	TRANSURVIVOR LIFE
Plan Code	UL1X42
Rated Policy	NO
Policy Date	DEC 24 1993
Status	INFORCE PREM PAYING
Servicing Agent	[REDACTED]
Servicing Office	[REDACTED]
OWGA	[REDACTED]

Financial Details

Face Amount	\$2,500,000.00
Accumulation Value (including interest)	\$674,123.14
Cash Value	\$661,623.29
Net Cash Value (including any applicable surrender charges and outstanding loans)	\$661,623.29
Average Credited Interest Rate	4.928%
Surrender Value	\$661,338.67 as of 02/14/2011
Surrender Charges	\$12,499.85
Outstanding Loan Amount	\$0.00
Maximum Available Loan Amount	\$660,403.49

Premiums/Billing

Last Premium Deposit Date	DEC 06 2010
Total Premium Deposits	\$440,000.00
Premium Deposits YTD	\$0.00
Annualized Monthly Deduction	\$4,879.20
Monthly Deduction Amount	\$406.60
Modal Periodic Premium	\$20,000.00
Payment Frequency	ANNUALLY
Payment Method	DIRECT BILLING

Relationships

Joint Insured	JEAN [REDACTED]
Joint Insured Date Of Birth	[REDACTED]
Joint Insured SSN	[REDACTED]
Owner	STEPHANIE [REDACTED]
Beneficiary(ies)	OWNER - CHILDREN OF INSURED

Addresses

Name	Current Address	Roles	Billing
------	-----------------	-------	---------

STEPHANIE [REDACTED]	[REDACTED]	OWNER	YES
GEORGE [REDACTED]	[REDACTED]	INSURED	NO
OWNER	[REDACTED]	BENEFICIARY	NO
JEAN [REDACTED]	[REDACTED]	JOINT INSURED	NO

WARNING: The data presented on this site may not be relied upon to verify the status of or benefits payable under any policy. Please consult with the Claims Department by calling 800-598-4626 or via email at TACLAIMS@TRANSAMERICA.COM

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TRANSAMERICA LIFE INSURANCE COMPANY

TRANSURVIVOR (SM) LIFE

POLICY NUMBER: [REDACTED]
ISSUED DECEMBER 24, 1993

1ST JT. NSURED [REDACTED]

1ST JT. NSURED: MALE ISSUING AGE: 48

2ND JT. NSURED [REDACTED]

2ND JT. NSURED: FEMALE ISSUING AGE: 48

ACCUM VALUE BALANCE AS OF FEBRUARY 14, 2011 \$674,123.13

FACE AMOUNT: \$ 2,500,000
PREMIUMS PAYABLE: ANNUALLY
PREMIUM PAID TO DATE: \$ 440,000.00

<> ACCUM VALUE BALANCE PROJECTED TO
DECEMBER 31, 2011 IS \$698,014.88

JOINT EQUAL AGE 48

CURRENT WEIGHTED INTEREST RATE: 4.93%

JOINT SMOKER STATUS: NON-SMOKER
RIDER(S) SEE EXPLANATORY NOTES

END OF POLICY YR. AGE	YEAR CLAR INTR. RATE	ANNUAL PREMIUM (\$-MIL.) CUTLIP AND/OR WITHDRAWAL	PROJECTED VALUES AT GUARANTEED INTEREST RATES AND GUARANTEED MONTHLY DEDUCTIONS			NON-GUARANTEED PROJECTED VALUES AT 4.93% INTEREST RATE AND MONTHLY DEDUCTIONS		
			CASH VALUE	ACCUM VALUE	DEATH BENEFIT	CASH VALUE	ACCUM VALUE	DEATH BENEFIT
19 67	4.93	20,000	731,595	736,595	2,500,000	742,649	747,649	2,500,000
20 68	4.93	20,000	775,053	775,053	2,500,000	799,656	799,656	2,500,000
21 69	4.93	20,000	821,073	821,073	2,500,000	854,171	854,171	2,500,000
22 70	4.93	20,000	867,354	867,354	2,500,000	911,137	911,137	2,500,000
23 71	4.93	20,000	913,627	913,627	2,500,000	970,710	970,710	2,500,000
24 72	4.93	20,000	959,334	959,334	2,500,000	1,032,823	1,032,823	2,500,000
25 73	4.93	20,000	1,004,333	1,004,333	2,500,000	1,097,858	1,097,858	2,500,000
26 74	4.93	20,000	1,047,811	1,047,811	2,500,000	1,165,083	1,165,083	2,500,000
27 75	4.93	20,000	1,089,067	1,089,067	2,500,000	1,235,377	1,235,377	2,500,000
28 76	4.93	20,000	1,127,440	1,127,440	2,500,000	1,308,482	1,308,482	2,500,000
29 77	4.93	20,000	1,162,227	1,162,227	2,500,000	1,384,709	1,384,709	2,500,000
30 78	4.93	20,000	1,192,733	1,192,733	2,500,000	1,464,251	1,464,251	2,577,083
31 79	4.93	20,000	1,218,196	1,218,196	2,500,000	1,546,654	1,546,654	2,644,780
32 80	4.93	20,000	1,237,630	1,237,630	2,500,000	1,631,872	1,631,872	2,725,227
33 81	4.93	20,000	1,249,625	1,249,625	2,500,000	1,719,541	1,719,541	2,820,048
34 82	4.93	20,000	1,252,290	1,252,290	2,500,000	1,809,387	1,809,387	2,913,114
35 83	4.93	20,000	1,243,092	1,243,092	2,500,000	1,901,214	1,901,214	3,003,920
36 84	4.93	20,000	1,218,592	1,218,592	2,500,000	1,995,330	1,995,330	3,092,763
37 85	4.93	20,000	1,174,662	1,174,662	2,500,000	2,091,455	2,091,455	3,190,927
38 86	4.93	20,000	1,105,946	1,105,946	2,500,000	2,188,975	2,188,975	3,283,464

THIS ILLUSTRATION ASSUMES THAT THE DEFINITIONAL REQUIREMENTS FOR A LIFE INSURANCE CONTRACT UNDER U.S. IRC SECTION 7702
HAVE BEEN SATISFIED BY COMPLYING WITH THE CASH VALUE ACCUMULATION TEST

<> Accumulation value projected to DECEMBER 31, 2011 assumes that the policyowner will pay premiums totaling \$0.00 in addition to the "Premiums Paid to Date" of zero above. This projected value is based on the lesser of (1) the current weighted interest rate or (2) the current rate for new premiums as described in the attached "Explanatory Notes for TRANSURVIVOR (SM) LIFE". It is not guaranteed.

IF YOU HAVE MADE A RECENT PAYMENT, CASH OR WITHDRAWAL, IT MAY NOT BE REFLECTED ON THIS ILLUSTRATION.

PLEASE REFER TO EXPLANATORY NOTES

THIS ILLUSTRATION IS NOT COMPLETE UNLESS ALL NUMBERED PAGES ARE INCLUDED



TRANSAMERICA LIFE INSURANCE COMPANY

TRANSURVIVOR (SM) LIFE

POLICY NUMBER: [REDACTED]
ISSUED DECEMBER 24, 1993

1ST JT. NSURFD: [REDACTED]

1ST JT. NSURFD: MALE ISSUFAGE: 48

2ND JT. NSURED: [REDACTED]

2ND JT. NSURFD: FEMALE ISSUFAGE: 49

ACCU' VALUE BALANCE AS OF FEBRUARY 14, 2011 \$674,123.13

FACE AMOUNT: \$ 2,500,000
PREMIUMS PAYABLE: ANNUALLY
PREMIUM PAID TO DATE: \$ 440,000.00

<> ACCU' VALUE BALANCE PROJECTED TO
DECEMBER 31, 2011 IS \$698,014.88

JOINT EQUAL AGE 48

CURRENT WEIGHTED INTEREST RATE: 4.93%

JOINT SMOKER STATUS: NON-SMOKER
FIGURE(S) SEE EXPLANATORY NOTES

END OF POLICY YR. AGE	YEAR CLAR INTR. RATE	ANNUAL (P) PAY-MENT CUTLBY AND/OR WITDRWAL	PROJECTED VALUES AT GUARANTEED INTEREST RATES AND GUARANTEED MONTHLY DEDUCTIONS			NON-GUARANTEED PROJECTED VALUES AT 4.93% RATE INTEREST RATE AND MONTHLY DEDUCTIONS		
			CASH VALUE	ACCU' VALUE	DEATH BENEFIT	CASH VALUE	ACCU' VALUE	DEATH BENEFIT
39 87	4.93	20,000	1,005,488	1,005,488	2,500,000	2,288,060	2,288,060	3,383,330
40 88	4.93	20,000	863,765	863,765	2,500,000	2,388,044	2,388,044	3,462,665
41 89	4.93	20,000	667,980	667,980	2,500,000	2,488,793	2,488,793	3,534,083
42 90	4.93	20,000	399,754	399,754	2,500,000	2,590,396	2,590,396	3,522,930
43 91	4.93	20,000	33,068	33,068	2,500,000	2,696,602	2,696,602	3,505,583
44 92	4.93	20,000	0	0	0	2,800,034	2,800,034	3,511,293
45 93	4.93	20,000	0	0	0	2,928,316	2,928,316	3,513,980
46 94	4.93	20,000	0	0	0	3,058,619	3,058,619	3,515,113
47 95	4.93	20,000	0	0	0	3,196,380	3,196,380	3,611,910
48 96	4.93	20,000	0	0	0	3,343,455	3,343,455	3,711,233
49 97	4.93	20,000	0	0	0	3,499,081	3,499,081	3,813,999
50 98	4.93	20,000	0	0	0	3,664,629	3,664,629	3,921,154
51 99	4.93	20,000	0	0	0	3,841,757	3,841,757	4,033,845
52 100	4.93	20,000	0	0	0	4,032,338	4,032,338	4,032,338

THIS ILLUSTRATION ASSUMES THAT THE DEFINITIONAL REQUIREMENTS FOR A LIFE INSURANCE CONTRACT UNDER U.S. IRC SECTION 7702
HAVE BEEN SATISFIED BY COMPLYING WITH THE CASH-VALUE ACCUMULATION TEST.

<> Accumulation value projected to FEBRUARY 14, 2011 assumes that the policyowner will pay premiums totaling \$0.00 in addition to the "Premiums Paid to Date" shown above. This projected value is based on the lesser of (1) the current weighted interest rate or (2) the current rate for new premiums as described in the attached "Explanatory Notes for TRANSURVIVOR (SM) LIFE". It is not guaranteed.

IF YOU HAVE MADE A RECENT PAYMENT, GAN OR WITHDRAWAL, IT MAY NOT BE REFLECTED ON THIS ILLUSTRATION.

PLEASE REFER TO THE ATTACHED EXPLANATORY NOTES

THIS ILLUSTRATION IS NOT COMPLETE UNLESS ALL NUMBERED PAGES ARE INCLUDED



TRANSAMERICA LIFE INSURANCE COMPANY

RJP

EXPLANATORY NOTES FOR TRANSURVIVOR (SM) LIFE
- THIS ILLUSTRATION IS PREPARED FOR [REDACTED]
TRANSURVIVOR (SM) LIFE POLICY [REDACTED]

Schedule of Benefits and Riders attached to the Policy Insuring [REDACTED]

Guaranteed Policy Split Option Rider

Non-Participating with Level Deductions

While in force, this rider provides for a one-time option to split the policy, if the conditions and definitions described in the policy are satisfied.



TRANSAMERICA LIFE INSURANCE COMPANY

EXPLANATORY NOTES FOR TRANSURVIVOR (EM) LIFE

THIS ILLUSTRATION IS PREPARED FOR [REDACTED]
TRANSURVIVOR (EM) LIFE POLICY [REDACTED]

Overview

The life insurance policy illustrated on the previous page(s) is a flexible premium adjustable life insurance policy, which is commonly called Universal Life. Premium payments may be made at any time for the life of the policy subject to the minimum and maximum premium requirements as explained in the policy. Regular payments will assure that coverage will continue for a longer period than cover payments.

This illustration shows future policy values and length of coverage based on current assumptions and contractual guarantees regarding the interest rate credited, policy charges deducted and premiums you plan to pay in the future. In each example, the interest rate used is shown. The length of coverage and the values which would be provided by the planned premium payments are also shown. Premiums are assumed to be received on the first day of any payment period. Payment of premiums of a different amount or made at a different time will affect actual future policy values and benefits.

CHANGES TO THE CURRENT INTEREST RATE OR POLICY CHARGES MAY RESULT IN ADDITIONAL PREMIUM PAYMENTS BEING REQUIRED TO KEEP THE POLICY IN FORCE

Future policy values and benefits are calculated using your age, gender, and the underlying death or rating shown in your policy contract to determine the policy charges deducted. Only the values and benefits in the columns labeled Projected Values at Guaranteed Interest Rate, Guaranteed Monthly Deductions represent amounts actually guaranteed under the policy for the premiums shown. The columns on the right hand side of the ledger show future policy values, benefits, interest rates and charges which are not guaranteed and are subject to change. The columns labeled Non-Guaranteed Projected Values at Illustrated Interest Rates and Monthly Deductions assume, for all years shown, interest rates that are equal to or more conservative than what the company is currently crediting, and monthly deductions which are equal to what the company is currently charging. This illustration is intended to assist you in understanding how the policy works, not to predict actual future performance. Actual results are likely to be different from and may be more or less favorable than those shown in this illustration.

Annualized Premium Outlay and/or Withdrawals

Amounts in this column will be either premiums or withdrawals (shown with a minus (-) sign). Annualized premiums are the sum of the periodic payments you plan to make each year.

Withdrawals (-) are the amounts taken from the policy's cash value and payable to you. Applicable surrender charges have been deducted from the policy's values. Certain types of withdrawals may be subject to tax. You should consult your tax advisor as to the taxability of any planned withdrawal and the current status of tax laws which are subject to change.

Current Weighted Interest Rate

The current weighted interest rate is used to project the current projected cash values to the next policy anniversary. This rate is the average interest rate currently being earned by the various unloaned portions of your accumulation values as shown in the table of accumulation values in your annual statement. It is not a guaranteed rate.

Non-Guaranteed Projected Values at Illustrated Interest Rates and Monthly Deductions

The non-guaranteed values are based on the non-guaranteed interest rate. In the first three years illustrated, this is the lesser of (1) the current weighted interest rate and (2) the current rate for new premiums. Thereafter, the values in these columns assume that the non-guaranteed illustrated monthly deductions and other policy charges remain in effect for the duration of the policy. These values are not guaranteed.

This illustration shows non-guaranteed values based on the illustrated premiums and/or withdrawals, the interest rates shown in the "Non-Guaranteed Rates" column for the duration of the policy, and the current Monthly Deduction rates and other policy charges. The interest rate currently being credited for this product is 5.00%. It is subject to change at any time. The Company may declare a higher or lower rate, but it will never be less than the guaranteed rate of 4.0% in any one year. Monthly Deduction rates and other policy charges are subject to change, but can never exceed the maximums guaranteed in the contract.

PLEASE REFER TO THE ATTACHED EXPLANATORY NOTES

THIS ILLUSTRATION IS NOT COMPLETE UNLESS ALL NUMBERED PAGES ARE INCLUDED



TRANSAMERICA LIFE INSURANCE COMPANY

EXPLANATORY NOTES FOR TRANSURVIVOR (EM) LIFE

THIS ILLUSTRATION IS PREPARED FOR [REDACTED]
TRANSURVIVOR (EM) LIFE POLICY [REDACTED]

Projected Values at Guaranteed Interest Rate, Guaranteed Monthly Deduction	The values shown here are calculated using the listed premiums and/or withdrawals, the guaranteed maximum monthly deductions and the guaranteed cumulative interest rate of 5.00% for the duration of the policy. The accumulation value on any policy anniversary will be at least equal to what it would have been if the credited interest rate had always been 5.00 percent. The Company could declare an interest rate as low as 4.00% in any year as long as the accumulation value does not go below the guaranteed minimum on a cumulative basis.
Cash Value Column	The cash value is the accumulation value less applicable surrender penalties and any outstanding loan balance. It is the amount you would receive if you were to surrender the policy as of the policy year-end shown.
Accumulation Value Column	The accumulation value equals the sum of the premiums paid less expense charges, monthly deductions, and any withdrawals, plus interest accumulated at the non-guaranteed rate(s). It is illustrated here net of any loans.
Definition of "Survivor"	As used in this illustration, "Survivor" means the last of the joint insureds to die. The death benefit is payable at the death of the Survivor. The death benefit shown has been reduced by the amount of any outstanding loan.
Death Benefit	The death benefit may differ from the face amount for one or more of the following reasons: <ol style="list-style-type: none"> 1. If your policy is the Return of Accumulation Value ("Plus") version, the death benefit is the face amount plus the accumulation value. 2. The death benefit is designed to exceed the accumulation value by a specified amount to qualify as Life insurance under RC Section 7702. 3. The death benefit is always reduced by any outstanding loan balance.
Special Policy Features	Both the non-guaranteed and guaranteed values reflect only the listed activities (such as premiums, withdrawals, loans, and changes to the face amount and death benefit). If you change the amount or timing of any of these activities, the values in your policy will change accordingly. Details may be found in your policy.

If you have any questions regarding this illustration, please contact your Transamerica Servicing Representative, [REDACTED] either directly or through the Transamerica servicing agency: [REDACTED]

PLEASE REFER TO THE ATTACHED EXPLANATORY NOTES

THIS ILLUSTRATION IS NOT COMPLETE UNLESS ALL NUMBERED PAGES ARE INCLUDED

This is an illustration, not a contract. Presented by Transamerica on FEBRUARY 14, 2011. CA. Kind Code: 8801 Page 5 of 5

Primary Recommendation

The following pages are the projections and ledger of values for the recommended alternative to your existing life insurance policy based on your Primary Objective: Add / Increase Benefits. Please review the projections and corresponding ledger with your licensed life insurance advisor.

Primary Objective: Add / Increase Benefits

Lincoln LifeGuarantee® SUL (2009)

A life insurance projection

The Lincoln National Life Insurance Company

Flexible Premium Adjustable Life Insurance

Policy Form SUL5030 and state variations thereof.

Prepared for:
George Client
Jean Client

Presented by:
Insurance Professional
Pinney Insurance Center, Inc
2266 Lava Ridge Court
Roseville, CA 95746
Phone: (800) 823-4852

This product is issued on policy form SUL5030 and state variations by The Lincoln National Life Insurance Company, Fort Wayne, IN. The Lincoln National Life Insurance Company is not authorized nor does it solicit business in the state of New York. In some states, contract terms are set out and coverage may be provided in the form of certificates issued under a group policy issued by The Lincoln National Life Insurance Company to a group life insurance trust. **The contractual obligations are backed by the claims-paying ability of The Lincoln National Life Insurance Company.**

Policies sold in New York are issued on policy form SUL5030N by Lincoln Life & Annuity Company of New York, Syracuse, NY. **The contractual obligations are backed by the claims-paying ability of Lincoln Life & Annuity Company of New York.**

Product and features are subject to state availability. Limitations and exclusions may apply.

This is a life insurance projection and not a contract. The terms of the policy constitute the actual agreement of coverage.

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates. Affiliates are separately responsible for their own financial and contractual obligations.



This projection is not complete without all pages.

**The Lincoln National Life Insurance Company
Fort Wayne, IN**

Lincoln LifeGuarantee® SUL (2009)

A Life Insurance Projection
Flexible Premium Adjustable Life Insurance



Presented by: Insurance Professional

Understanding Your Projection

For: George Client	Jean Client	Initial Death Benefit:	\$4,511,376
Age: 65	66	Initial Death Benefit Opt:	Level
Sex: Male	Female	Initial Payment Mode:	Annual
Class: Standard Non-Tobacco	Standard Non-Tobacco	Riders:	None

Product Overview

Lincoln LifeGuarantee® SUL (2009) provides survivorship guaranteed life insurance protection through the Coverage Protection Guarantee (CPG). The CPG provides an alternate Coverage Protection Value (CPV) that, if positive, will ensure that the coverage will continue even if the cash surrender value is insufficient to cover charges. The impact of the CPG is reflected in the projection in years where the death benefit remains in force while the cash surrender value is zero. Please refer to your Policy and any riders for more detailed information on your Coverage Protection Guarantee. Timing and amount of premium payments will impact the length of the CPG as will loans, withdrawals and policy changes (including timing thereof). You may make additional premium payments to extend the length of the CPG at any time while the policy is in force. However, if the policy lapses longer than 90 days (subject to state variation) and is then reinstated, the CPG will be permanently lost. The CPG includes a Premium Relief Feature such that any premium received during the current policy month is treated as though it was received at the beginning of the policy month for the purpose of calculating the CPG.

The Guaranteed Values section shows guaranteed death benefit protection through month 12 of policy year 61; please see the Guaranteed Values section of this projection for further clarity.

If the policy is still in force at the younger insured's attained age 121, the CPG terminates, as it is no longer necessary since no further charges are due and the policy is guaranteed to continue in force to the death of the last surviving insured. If there is a loan, loan interest will continue to accrue.

Premiums

Premium Timing

We do not credit premiums until received. **Please review the Transaction Summary for the timing of premiums used to create this projection.** If premiums are not received as assumed in this projection, the Premium Relief Feature notwithstanding, this will impact cash surrender values and may impact the length of the Coverage Protection Guarantee. These assumptions are illustrative only and actual policy performance will vary to the extent these assumptions are met. Actual results may be more or less favorable than those shown. **This projection is assuming funds from an external replacement. Please be aware that Lincoln has no control over the timing of receipt of these funds. You should request a revised projection once the amount and timing of external replacement money is verified.**

Premium Outlay

You may vary the amount and timing of your planned premium provided the premium outlay is within guidelines set by the Internal Revenue Service (IRS). Please be aware that the timing of premium payments is critical to calculating and monitoring the policy's compliance with IRS guidelines. Premium limits and requirements may change after issue if unscheduled changes are made or if planned changes are made at different times than originally assumed. **Changes to premium mode are never automatic.** Please also note that changing to a more frequent mode (such as Quarterly to Monthly) will cause an increase in the annualized premium requirement in order to provide the same results. Any modal changes should be verified by requesting an inforce projection. Please note that it is not advantageous to pay premiums on this product past age 100. The Coverage Protection Guarantee (CPG) costs after that time are \$10 per month. In order to provide you with the most cost-effective lifetime protection, the projection solves for premium outlay such that it provides a CPG value sufficient to fund the remaining years after age 100, rather than continuing to request that you pay premiums after that time.

Glossary of Terms

Policy Value

The sum of premiums paid less a premium expense charge, monthly deductions, and withdrawals, plus interest. When prefaced by "net", the value is less loans.

Surrender Value

The policy value less surrender charges and loans.

Monthly Deductions

Deductions are made every month until the younger insured's attained age 121, regardless of whether or not premiums are paid. Monthly Deductions include cost of insurance, expense and administrative charges as well as the cost of any additional benefits or riders. Information on these charges can be found within your policy.

Lincoln LifeGuarantee® SUL (2009)

A Life Insurance Projection
Flexible Premium Adjustable Life Insurance



Guaranteed Values

Presented by: Insurance Professional

For: George Client	Jean Client	Initial Death Benefit:	\$4,511,376
Age: 65	66	Initial Death Benefit Opt:	Level
Sex: Male	Female	Initial Payment Mode:	Annual
Class: Standard Non-Tobacco	Standard Non-Tobacco	Riders:	None

Guaranteed 3.00% Interest/Guaranteed Charges

End of Year	Annual Premium Outlay	Key(1)	Net Policy Value	Surrender Value	Death Benefit
1	681,623	A	574,375	371,227	4,511,376
2	20,000	A	585,021	390,716	4,511,376
3	20,000	A	593,906	408,624	4,511,376
4	20,000	A	600,545	424,466	4,511,376
5	20,000	A	604,388	437,648	4,511,376
6	20,000	A	604,682	447,461	4,511,376
7	20,000	A	600,550	453,028	4,511,376
8	20,000	A	590,760	453,028	4,511,376
9	20,000	A	574,045	446,283	4,511,376
10	20,000	A	548,919	431,262	4,511,376
	<u>861,623</u>				
11	20,000	A	513,572	406,201	4,511,376
12	20,000	A	465,839	368,935	4,511,376
13	20,000	A	402,869	316,611	4,511,376
14	20,000	A	321,149	245,763	4,511,376
15	20,000	A	216,145	151,948	4,511,376
16	20,000	A	81,047	28,354	4,511,376
17	20,000	A	0	0	4,511,376
18	20,000	A	0	0	4,511,376
19	20,000	A	0	0	4,511,376
20	20,000	A	0	0	4,511,376
	<u>1,061,623</u>				
21	20,000	A	0	0	4,511,376
22	20,000	A	0	0	4,511,376
23	20,000	A	0	0	4,511,376
24	20,000	A	0	0	4,511,376
25	20,000	A	0	0	4,511,376
26	20,000	A	0	0	4,511,376
27	20,000	A	0	0	4,511,376
28	20,000	A	0	0	4,511,376
29	20,000	A	0	0	4,511,376
30	20,000	A	0	0	4,511,376
	<u>1,261,623</u>				
31	20,000	A	0	0	4,511,376
32	20,000	A	0	0	4,511,376
33	20,000	A	0	0	4,511,376
34	20,000	A	0	0	4,511,376
35	20,000	A	0	0	4,511,376
36	20,000	A	0	0	4,511,376
37	20,000	A	0	0	4,511,376
38	20,000	A	0	0	4,511,376
39	20,000	A	0	0	4,511,376
40	20,000	A	0	0	4,511,376
	<u>1,461,623</u>				

(1) Key: (A) Annual

Lincoln LifeGuarantee® SUL (2009)

A Life Insurance Projection
Flexible Premium Adjustable Life Insurance



Presented by: Insurance Professional

Guaranteed Values

For: George Client	Jean Client	Initial Death Benefit:	\$4,511,376
Age: 65	66	Initial Death Benefit Opt:	Level
Sex: Male	Female	Initial Payment Mode:	Annual
Class: Standard Non-Tobacco	Standard Non-Tobacco	Riders:	None

Guaranteed 3.00% Interest/Guaranteed Charges

End of Year	Annual Premium Outlay	Key(1)	Net Policy Value	Surrender Value	Death Benefit
41	20,000	A	0	0	4,511,376
42	20,000	A	0	0	4,511,376
43	20,000	A	0	0	4,511,376
44	20,000	A	0	0	4,511,376
45	20,000	A	0	0	4,511,376
46	20,000	A	0	0	4,511,376
47	20,000	A	0	0	4,511,376
48	20,000	A	0	0	4,511,376
49	20,000	A	0	0	4,511,376
50	20,000	A	0	0	4,511,376
	<u>1,661,623</u>				
51	20,000	A	0	0	4,511,376
52	20,000	A	0	0	4,511,376
53	20,000	A	0	0	4,511,376
54	20,000	A	0	0	4,511,376
55	20,000	A	0	0	4,511,376
56	20,000	A	0	0	4,511,376
57	0		0	0	4,511,376
58	0		0	0	4,511,376
59	0		0	0	4,511,376
60	0		0	0	4,511,376
	<u>1,781,623</u>				
61	0		0	0	4,511,376
	<u>1,781,623</u>				

(1) Key: (A) Annual

Lincoln LifeGuarantee® SUL (2009)

A Life Insurance Projection
Flexible Premium Adjustable Life Insurance



Transaction Summary

Presented by: Insurance Professional

For: George Client	Jean Client	Initial Death Benefit:	\$4,511,376
Age: 65	66	Initial Death Benefit Opt:	Level
Sex: Male	Female	Initial Payment Mode:	Annual
Class: Standard Non-Tobacco	Standard Non-Tobacco	Riders:	None

This Transaction Summary is to help you understand the timing and amount of policy changes and premiums assumed in this projection. If the actual timing and/or amount of any transaction differs from what is projected, the ending values and benefit periods will most likely be different than currently shown in this projection. Note that most post-issue policy changes, including more than two scheduled premium changes, are not automatic and must be initiated by the Owner. Other changes such as specified amount increases require additional underwriting and approval. Please note that the requested transactions may have been modified automatically in an effort to comply with contract and regulatory limitations. Scheduled premiums are considered ongoing unless otherwise indicated.

Year	Month	Projected Transactions	Details
1	1	Death Benefit Option	Level
1	1	Specified Amount	\$4,511,376.00
1	1	First Insured Underwriting Class	Standard Non-Tobacco
1	1	Second Insured Underwriting Class	Standard Non-Tobacco
1	1	External 1035 Funds	\$661,623.00
1	1	Scheduled Annual Premium	\$20,000.00

External Replacement Premium Information:

External replacement premium amounts are assumed to be received as projected in the Transaction Summary, by the first day of the month specified. We do not begin to credit interest on this amount until it is actually received, so if the premium comes in later or is less than projected, the policy will not perform as shown and a revised projection reflecting the actual amount and month received should be discussed with the client.

Lincoln LifeGuarantee® SUL (2009)

A Life Insurance Projection
Flexible Premium Adjustable Life Insurance



Presented by: Insurance Professional

Tax Information and Signature Page

For: George Client	Jean Client	Initial Death Benefit:	\$4,511,376
Age: 65	66	Initial Death Benefit Opt:	Level
Sex: Male	Female	Initial Payment Mode:	Annual
Class: Standard Non-Tobacco	Standard Non-Tobacco	Riders:	None

Tax Information

Assumed Tax Bracket: 28.00%

1035 Exchange: Gross Cash Value Amount - \$661,623.00 Cost Basis: \$0

This projection assumes a tax advantaged 1035 transaction. Please consult a professional tax advisor: e.g., attorney or accountant for further information.

Modified Endowment Contract Testing:

Initial TAMRA Seven-Pay Premium: \$194,555.08

This presentation under current tax code interpretation using the Guaranteed Values will not become a Modified Endowment Contract. Please consult a professional tax advisor: e.g., attorney or accountant for further information.

Definition of Life Insurance

You have selected the Cash Value Accumulation Test for this policy. This selection must be made when you complete your application and cannot be changed.

IRS Circular 230 Disclosure: This material was prepared to support the promotion and marketing of insurance products. Lincoln Financial Group affiliates, their distributors, and their respective employees, representatives, and/or insurance agents do not provide tax, accounting, or legal advice. Any tax statements contained herein were not intended or written to be used, and cannot be used for the purpose of avoiding U.S. federal, state or local tax penalties. Please consult with your own independent advisor as to any tax, accounting or legal statements made herein.

The IRS has not ruled that a survivorship to survivorship contract exchange will be treated as a like exchange under IRC Section 1035. The Service in PLR 9542037 has ruled that 1035 treatment is NOT available where a single life contract was exchanged for a survivorship contract and where two single life contracts were exchanged for a survivorship contract. Please consult your professional tax advisor; e.g. attorney, accountant, for more information.

If this projection provides for premium amount changes in future years, Lincoln offers a feature so that the first two premium changes will be processed automatically. You will receive advance notification of these changes by letter approximately 60 days prior to the policy anniversary date in the year the change is projected. These premium changes do not provide any implied or guaranteed coverage or policy values and it is the responsibility of the owner to review annual statements to ensure the policy is funded as desired.

Signature Section

I understand that this projection is not a contract and that the terms of the policy constitute the actual agreement of coverage. I have been advised to consult with my own tax advisors regarding the tax effects of the projected policy and also with respect to its valuation. It is my intention to replace existing coverage with the coverage represented by this projection. My insurance agent has explained the advantages and disadvantages of this exchange. I further understand that the guarantees provided by the Coverage Protection Guarantee are directly affected by the amount and timing of premiums paid.

_____ X _____ X _____
Date Proposed Insured(s) Signature

_____ X _____
Date Proposed Owner/Applicant Signature

The information above is NOT intended as legal or tax advice. For such advice, the taxpayer should consult his or her attorney or tax advisor. I certify that this projection has been presented to the applicant/owner. I have made no statements that are inconsistent with the projection. I have advised the applicant/owner to consult with tax advisors regarding the tax effects of the projected policy.

_____ X _____
Date Licensed Agent/Representative Signature

Lincoln LifeGuarantee® SUL (2009)



A Life Insurance Projection
 Flexible Premium Adjustable Life Insurance
 Presented by: Insurance Professional

New Business Data

**You MUST include the New Business Data when submitting the projection to Home Office.
 The following are initial values and do not reflect future changes.**

Product:	Lincoln LifeGuarantee® SUL (2009)	DEFRA Type:	Cash Value Accumulation Test
Unisex:	No	7-Pay Premium:	\$194,555.08
State:	CA	Is Exchanged	
Underwriting:	Full Underwriting	Contract a MEC:	No
<u>Insured</u>		MEC Status:	Not a MEC
Name:	George Client	Owner Type:	Insured
Gender:	Male		
Age:	65		
Class:	Standard Non-Tobacco		
Table Rating:	None		
Flat Extra/1000:	\$0 for 0		

Second Insured

Name:	Jean Client
Gender:	Female
Age:	66
Class:	Standard Non-Tobacco
Table Rating:	None
Flat Extra/1000:	\$0 for 0

Death Benefit Option:	Level
Face Amount:	\$4,511,376
Initial Payment Mode:	Annual
1035 External Rollover CV:	\$661,623.00
1035 External Cost Basis:	\$0
1035 External Loan Rollover:	\$0
Lump Sum Deposit:	\$0
Guaranteed Interest Rate:	3.00%
Year 1 Surrender Charge:	\$203,147.26

Year	Total Premiums	Year 1 Total Premiums	
		Month	Premium
1	681,623.00	1	681,623.00
2	20,000.00	2	0
		3	0
		4	0
		5	0
		6	0
		7	0
		8	0
		9	0
		10	0
		11	0
		12	0

Software Version:
 FLEX v13.0
 5/26/2011 1:08 PM
 TP: 64,210.48

Secondary Recommendation

The following pages are the projections and ledger of values for the recommended alternative to your existing life insurance policy based on your Secondary Objective: Cost / Premium Reduction. Please review the projections and corresponding ledger with your licensed life insurance advisor.

Secondary Objective: Cost / Premium Reduction

Lincoln LifeGuarantee® SUL (2009)

A life insurance projection

The Lincoln National Life Insurance Company

Flexible Premium Adjustable Life Insurance

Policy Form SUL5030 and state variations thereof.

Prepared for:
George Client
Jean Client

Presented by:
Insurance Professional
Pinney Insurance Center, Inc
2266 Lava Ridge Court
Roseville, CA 95746
Phone: (800) 823-4852

This product is issued on policy form SUL5030 and state variations by The Lincoln National Life Insurance Company, Fort Wayne, IN. The Lincoln National Life Insurance Company is not authorized nor does it solicit business in the state of New York. In some states, contract terms are set out and coverage may be provided in the form of certificates issued under a group policy issued by The Lincoln National Life Insurance Company to a group life insurance trust. **The contractual obligations are backed by the claims-paying ability of The Lincoln National Life Insurance Company.**

Policies sold in New York are issued on policy form SUL5030N by Lincoln Life & Annuity Company of New York, Syracuse, NY. **The contractual obligations are backed by the claims-paying ability of Lincoln Life & Annuity Company of New York.**

Product and features are subject to state availability. Limitations and exclusions may apply.

This is a life insurance projection and not a contract. The terms of the policy constitute the actual agreement of coverage.

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates. Affiliates are separately responsible for their own financial and contractual obligations.



This projection is not complete without all pages.

**The Lincoln National Life Insurance Company
Fort Wayne, IN**

Lincoln LifeGuarantee® SUL (2009)

A Life Insurance Projection
Flexible Premium Adjustable Life Insurance



Presented by: Insurance Professional

Understanding Your Projection

For: George Client	Jean Client	Initial Death Benefit:	\$3,028,022
Age: 65	66	Initial Death Benefit Opt:	Level
Sex: Male	Female	Initial Payment Mode:	Annual
Class: Standard Non-Tobacco	Standard Non-Tobacco	Riders:	None

Product Overview

Lincoln LifeGuarantee® SUL (2009) provides survivorship guaranteed life insurance protection through the Coverage Protection Guarantee (CPG). The CPG provides an alternate Coverage Protection Value (CPV) that, if positive, will ensure that the coverage will continue even if the cash surrender value is insufficient to cover charges. The impact of the CPG is reflected in the projection in years where the death benefit remains in force while the cash surrender value is zero. Please refer to your Policy and any riders for more detailed information on your Coverage Protection Guarantee. Timing and amount of premium payments will impact the length of the CPG as will loans, withdrawals and policy changes (including timing thereof). You may make additional premium payments to extend the length of the CPG at any time while the policy is in force. However, if the policy lapses longer than 90 days (subject to state variation) and is then reinstated, the CPG will be permanently lost. The CPG includes a Premium Relief Feature such that any premium received during the current policy month is treated as though it was received at the beginning of the policy month for the purpose of calculating the CPG.

The Guaranteed Values section shows guaranteed death benefit protection through month 12 of policy year 61; please see the Guaranteed Values section of this projection for further clarity.

If the policy is still in force at the younger insured's attained age 121, the CPG terminates, as it is no longer necessary since no further charges are due and the policy is guaranteed to continue in force to the death of the last surviving insured. If there is a loan, loan interest will continue to accrue.

Premiums

Premium Timing

We do not credit premiums until received. **Please review the Transaction Summary for the timing of premiums used to create this projection.** If premiums are not received as assumed in this projection, the Premium Relief Feature notwithstanding, this will impact cash surrender values and may impact the length of the Coverage Protection Guarantee. These assumptions are illustrative only and actual policy performance will vary to the extent these assumptions are met. Actual results may be more or less favorable than those shown. **This projection is assuming funds from an external replacement. Please be aware that Lincoln has no control over the timing of receipt of these funds. You should request a revised projection once the amount and timing of external replacement money is verified.**

Premium Outlay

You may vary the amount and timing of your planned premium provided the premium outlay is within guidelines set by the Internal Revenue Service (IRS). Please be aware that the timing of premium payments is critical to calculating and monitoring the policy's compliance with IRS guidelines. Premium limits and requirements may change after issue if unscheduled changes are made or if planned changes are made at different times than originally assumed. **Changes to premium mode are never automatic.** Please also note that changing to a more frequent mode (such as Quarterly to Monthly) will cause an increase in the annualized premium requirement in order to provide the same results. Any modal changes should be verified by requesting an inforce projection. Please note that it is not advantageous to pay premiums on this product past age 100. The Coverage Protection Guarantee (CPG) costs after that time are \$10 per month. In order to provide you with the most cost-effective lifetime protection, the projection solves for premium outlay such that it provides a CPG value sufficient to fund the remaining years after age 100, rather than continuing to request that you pay premiums after that time.

Glossary of Terms

Policy Value

The sum of premiums paid less a premium expense charge, monthly deductions, and withdrawals, plus interest. When prefaced by "net", the value is less loans.

Surrender Value

The policy value less surrender charges and loans.

Monthly Deductions

Deductions are made every month until the younger insured's attained age 121, regardless of whether or not premiums are paid. Monthly Deductions include cost of insurance, expense and administrative charges as well as the cost of any additional benefits or riders. Information on these charges can be found within your policy.

Lincoln LifeGuarantee® SUL (2009)

A Life Insurance Projection
Flexible Premium Adjustable Life Insurance



Guaranteed Values

Presented by: Insurance Professional

For: George Client	Jean Client	Initial Death Benefit:	\$3,028,022
Age: 65	66	Initial Death Benefit Opt:	Level
Sex: Male	Female	Initial Payment Mode:	Annual
Class: Standard Non-Tobacco	Standard Non-Tobacco	Riders:	None

Guaranteed 3.00% Interest/Guaranteed Charges

End of Year	Annual Premium Outlay	Key(1)	Net Policy Value	Surrender Value	Death Benefit
1	661,623		564,214	427,862	3,028,022
2	0		565,029	434,612	3,028,022
3	0		564,555	440,194	3,028,022
4	0		562,475	444,291	3,028,022
5	0		558,426	446,510	3,028,022
6	0		551,914	446,388	3,028,022
7	0		542,362	443,346	3,028,022
8	0		528,961	436,516	3,028,022
9	0		510,872	425,118	3,028,022
10	0		487,107	408,136	3,028,022
	661,623				
11	0		456,461	384,394	3,028,022
12	0		417,488	352,446	3,028,022
13	0		368,283	310,387	3,028,022
14	0		306,494	255,895	3,028,022
15	0		229,082	185,993	3,028,022
16	0		131,491	96,124	3,028,022
17	0		8,322	0	3,028,022
18	0		0	0	3,028,022
19	0		0	0	3,028,022
20	0		0	0	3,028,022
	661,623				
21	0		0	0	3,028,022
22	0		0	0	3,028,022
23	0		0	0	3,028,022
24	0		0	0	3,028,022
25	0		0	0	3,028,022
26	0		0	0	3,028,022
27	0		0	0	3,028,022
28	0		0	0	3,028,022
29	0		0	0	3,028,022
30	0		0	0	3,028,022
	661,623				
31	0		0	0	3,028,022
32	0		0	0	3,028,022
33	0		0	0	3,028,022
34	0		0	0	3,028,022
35	0		0	0	3,028,022
36	0		0	0	3,028,022
37	0		0	0	3,028,022
38	0		0	0	3,028,022
39	0		0	0	3,028,022
40	0		0	0	3,028,022
	661,623				

(1) Key:

Lincoln LifeGuarantee® SUL (2009)

A Life Insurance Projection
Flexible Premium Adjustable Life Insurance



Presented by: Insurance Professional

Guaranteed Values

For: George Client	Jean Client	Initial Death Benefit:	\$3,028,022
Age: 65	66	Initial Death Benefit Opt:	Level
Sex: Male	Female	Initial Payment Mode:	Annual
Class: Standard Non-Tobacco	Standard Non-Tobacco	Riders:	None

Guaranteed 3.00% Interest/Guaranteed Charges

End of Year	Annual Premium Outlay	Key(1)	Net Policy Value	Surrender Value	Death Benefit
41	0		0	0	3,028,022
42	0		0	0	3,028,022
43	0		0	0	3,028,022
44	0		0	0	3,028,022
45	0		0	0	3,028,022
46	0		0	0	3,028,022
47	0		0	0	3,028,022
48	0		0	0	3,028,022
49	0		0	0	3,028,022
50	0		0	0	3,028,022
	<u>661,623</u>				
51	0		0	0	3,028,022
52	0		0	0	3,028,022
53	0		0	0	3,028,022
54	0		0	0	3,028,022
55	0		0	0	3,028,022
56	0		0	0	3,028,022
57	0		0	0	3,028,022
58	0		0	0	3,028,022
59	0		0	0	3,028,022
60	0		0	0	3,028,022
	<u>661,623</u>				
61	0		0	0	3,028,022
	<u>661,623</u>				

(1) Key:

Lincoln LifeGuarantee® SUL (2009)

A Life Insurance Projection
Flexible Premium Adjustable Life Insurance



Transaction Summary

Presented by: Insurance Professional

For: George Client	Jean Client	Initial Death Benefit:	\$3,028,022
Age: 65	66	Initial Death Benefit Opt:	Level
Sex: Male	Female	Initial Payment Mode:	Annual
Class: Standard Non-Tobacco	Standard Non-Tobacco	Riders:	None

This Transaction Summary is to help you understand the timing and amount of policy changes and premiums assumed in this projection. If the actual timing and/or amount of any transaction differs from what is projected, the ending values and benefit periods will most likely be different than currently shown in this projection. Note that most post-issue policy changes, including more than two scheduled premium changes, are not automatic and must be initiated by the Owner. Other changes such as specified amount increases require additional underwriting and approval. Please note that the requested transactions may have been modified automatically in an effort to comply with contract and regulatory limitations. Scheduled premiums are considered ongoing unless otherwise indicated.

Year	Month	Projected Transactions	Details
1	1	Death Benefit Option	Level
1	1	Specified Amount	\$3,028,022.00
1	1	First Insured Underwriting Class	Standard Non-Tobacco
1	1	Second Insured Underwriting Class	Standard Non-Tobacco
1	1	External 1035 Funds	\$661,623.00

External Replacement Premium Information:

External replacement premium amounts are assumed to be received as projected in the Transaction Summary, by the first day of the month specified. We do not begin to credit interest on this amount until it is actually received, so if the premium comes in later or is less than projected, the policy will not perform as shown and a revised projection reflecting the actual amount and month received should be discussed with the client.

Lincoln LifeGuarantee® SUL (2009)

A Life Insurance Projection
Flexible Premium Adjustable Life Insurance



Presented by: Insurance Professional

Tax Information and Signature Page

For: George Client	Jean Client	Initial Death Benefit:	\$3,028,022
Age: 65	66	Initial Death Benefit Opt:	Level
Sex: Male	Female	Initial Payment Mode:	Annual
Class: Standard Non-Tobacco	Standard Non-Tobacco	Riders:	None

Tax Information

Assumed Tax Bracket: 28.00%

1035 Exchange: Gross Cash Value Amount - \$661,623.00 Cost Basis: \$0

This projection assumes a tax advantaged 1035 transaction. Please consult a professional tax advisor: e.g., attorney or accountant for further information.

Modified Endowment Contract Testing:

Initial TAMRA Seven-Pay Premium: \$95,629.81

This presentation under current tax code interpretation using the Guaranteed Values will not become a Modified Endowment Contract. Please consult a professional tax advisor: e.g., attorney or accountant for further information.

Definition of Life Insurance

You have selected the Cash Value Accumulation Test for this policy. This selection must be made when you complete your application and cannot be changed.

IRS Circular 230 Disclosure: This material was prepared to support the promotion and marketing of insurance products. Lincoln Financial Group affiliates, their distributors, and their respective employees, representatives, and/or insurance agents do not provide tax, accounting, or legal advice. Any tax statements contained herein were not intended or written to be used, and cannot be used for the purpose of avoiding U.S. federal, state or local tax penalties. Please consult with your own independent advisor as to any tax, accounting or legal statements made herein.

The IRS has not ruled that a survivorship to survivorship contract exchange will be treated as a like exchange under IRC Section 1035. The Service in PLR 9542037 has ruled that 1035 treatment is NOT available where a single life contract was exchanged for a survivorship contract and where two single life contracts were exchanged for a survivorship contract. Please consult your professional tax advisor; e.g. attorney, accountant, for more information.

If this projection provides for premium amount changes in future years, Lincoln offers a feature so that the first two premium changes will be processed automatically. You will receive advance notification of these changes by letter approximately 60 days prior to the policy anniversary date in the year the change is projected. These premium changes do not provide any implied or guaranteed coverage or policy values and it is the responsibility of the owner to review annual statements to ensure the policy is funded as desired.

Signature Section

I understand that this projection is not a contract and that the terms of the policy constitute the actual agreement of coverage. I have been advised to consult with my own tax advisors regarding the tax effects of the projected policy and also with respect to its valuation. It is my intention to replace existing coverage with the coverage represented by this projection. My insurance agent has explained the advantages and disadvantages of this exchange. I further understand that the guarantees provided by the Coverage Protection Guarantee are directly affected by the amount and timing of premiums paid.

_____ X _____ X _____
Date Proposed Insured(s) Signature

_____ X _____
Date Proposed Owner/Applicant Signature

The information above is NOT intended as legal or tax advice. For such advice, the taxpayer should consult his or her attorney or tax advisor. I certify that this projection has been presented to the applicant/owner. I have made no statements that are inconsistent with the projection. I have advised the applicant/owner to consult with tax advisors regarding the tax effects of the projected policy.

_____ X _____
Date Licensed Agent/Representative Signature

Lincoln LifeGuarantee® SUL (2009)



A Life Insurance Projection
 Flexible Premium Adjustable Life Insurance
 Presented by: Insurance Professional

New Business Data

**You MUST include the New Business Data when submitting the projection to Home Office.
 The following are initial values and do not reflect future changes.**

Product:	Lincoln LifeGuarantee® SUL (2009)	DEFRA Type:	Cash Value Accumulation Test
Unisex:	No	7-Pay Premium:	\$95,629.81
State:	CA	Is Exchanged	
Underwriting:	Full Underwriting	Contract a MEC:	No
<u>Insured</u>		MEC Status:	Not a MEC
Name:	George Client	Owner Type:	Insured
Gender:	Male		
Age:	65		
Class:	Standard Non-Tobacco		
Table Rating:	None		
Flat Extra/1000:	\$0 for 0		

Second Insured

Name:	Jean Client
Gender:	Female
Age:	66
Class:	Standard Non-Tobacco
Table Rating:	None
Flat Extra/1000:	\$0 for 0

Death Benefit Option:	Level
Face Amount:	\$3,028,022
Initial Payment Mode:	Annual
1035 External Rollover CV:	\$661,623.00
1035 External Cost Basis:	\$0
1035 External Loan Rollover:	\$0
Lump Sum Deposit:	\$0
Guaranteed Interest Rate:	3.00%
Year 1 Surrender Charge:	\$136,351.83

Year	Total Premiums	Year 1 Total Premiums	
		Month	Premium
1	661,623.00	1	661,623.00
2	0	2	0
		3	0
		4	0
		5	0
		6	0
		7	0
		8	0
		9	0
		10	0
		11	0
		12	0

Software Version:
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