



Valued Client

Presented by:  
Financial Professional

# Build your asset location strategy

*with the* Life Income Plan<sup>SM</sup>  
for Attorneys

# The investment tax challenge

**The challenges facing Attorneys are clear in building accumulation and tax advantaged strategies.**

- Not many options past qualified plans, IRAs and 401k
- Pre-tax contributions can be limited by ERISA Plan designs
- Accessibility to Qualified Assets is limited prior to age 59 1/2
- Required Minimum Distributions at age 72
- After-tax Roth IRAs have phase out provisions based on income

**Building tax advantaged assets to mitigate the future financial risk of having more days than dollars.**

# Asset location is key

The current and potential economic outlook of higher taxation has attorneys and people of means seeking strategies to accumulate assets with zero reportable income tax and future access provided within IRC 7702 of the life insurance tax code.

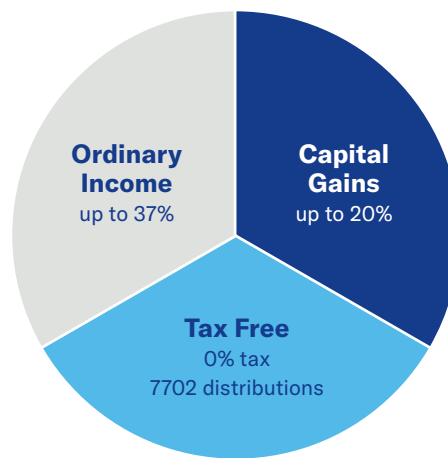
## Allocation

Asset allocation is investing in different asset classes to reduce your investment risk.



## Location

Asset location is investing in different tax locations to reduce your tax liability risk.



VS.

Investment allocation, reallocation and rebalancing addresses the portfolio risks. Asset location focuses on the risk of taxation on distributions.



# Introducing the Life Income Plan<sup>SM</sup> for Attorneys

**The often-overlooked tax management strategies enjoyed by life insurance under IRC 7702 provides attorneys looking for a tax-free access and income strategy with many of the same advantages as a Roth IRA plus some additional benefits.**

Building wealth

Managing assets

Generating income in retirement

The Life Income Plan<sup>SM</sup> for Attorneys is designed specifically for attorneys, just like you, seeking a retirement lifestyle befitting their level of success. Focusing on Asset Location and the qualifying access to the Institutional Series of Variable Life Insurance can assist in putting your income replacement goals within reach.



## Features and Benefits:

- Accumulation focused plan design
- High early cash surrender values
- No income contribution limits
- No direct surrender charges
- More than 80 investment options
- Investment discretion
- No required minimum distributions
- Tax free transfers
- Tax free rebalancing
- Tax free distributions
- Tax free death benefit to beneficiaries
- Asset protection in many states
- Underwriting designed for easy acquisition
- Minimum statutory life insurance death benefit protection

# Managing your account

Managing your Life Income Plan<sup>SM</sup> is simple and convenient with full access to all the client services offered through Corporate & Endowment Solutions Administration (CESA).

## Differentiating<sup>SM</sup> Service Platform

### Plan Access | Service | Reporting

You can visit the online service platform anytime, anywhere for full access to your account. Monitor policy sub-account performance, request changes to allocations and review daily valuation information, all with a simple click.

- Daily values
- Fund Transfers
- Reallocation/ Rebalancing
- Processing Policy Requests
- Record keeping of all premiums paid, investment elections, and investment changes since inception
- Annual Reviews
- Comparative Analysis
- Quarterly Reports
- Dedicated Service Team

## Over 80 investment options from these fund families and more



BlackRock

T.RowePrice

ClearBridge  
Investments

EQUITABLE

Fidelity

LOOMIS

Invesco

CAPITAL GROUP | AMERICAN FUNDS

FRANKLIN TEMPLETON

J.P.Morgan

Morgan Stanley

LORD ABBETT

PIMCO

Goldman Sachs

**Life Income Plan SM**  
**Participant Benefit Report \***  
**Client, Valued**

Current Age : 50 Life Ins Net Rate : 7.00%

Year	Age	LIP SM Cash Flow		LIP SM Values		
		A LIP SM Contributions	B LIP SM Distributions	C Net Executive After Tax Cash Flow	D Policy Net Cash Value	E Net Death Benefit
1	51	100,000	0	-100,000	106,405	1,625,832
2	52	100,000	0	-100,000	209,540	1,728,967
3	53	100,000	0	-100,000	321,848	1,841,275
4	54	100,000	0	-100,000	437,649	1,957,076
5	55	100,000	0	-100,000	555,530	2,074,957
6	56	100,000	0	-100,000	681,132	2,200,559
7	57	100,000	0	-100,000	812,560	2,331,987
8	58	0	0	0	855,998	1,215,517
9	59	0	0	0	906,782	1,251,359
10	60	0	0	0	965,210	1,293,382
11	61	0	0	0	1,029,507	1,338,359
12	62	0	0	0	1,098,087	1,405,552
13	63	0	0	0	1,171,241	1,475,764
14	64	0	0	0	1,249,275	1,549,101
15	65	0	0	0	1,328,299	1,620,525
16	66	0	0	0	1,417,142	1,700,571
17	67	0	0	0	1,511,923	1,799,189
18	68	0	0	0	1,613,052	1,903,402
19	69	0	0	0	1,720,925	2,013,482
20	70	0	0	0	1,835,924	2,129,672
21	71	0	0	0	1,959,003	2,252,853
22	72	0	0	0	2,090,278	2,362,014
23	73	0	0	0	2,230,363	2,475,703
24	74	0	0	0	2,379,966	2,594,163
25	75	0	0	0	2,539,915	2,717,709
26	76	0	0	0	2,710,917	2,846,463
27	77	0	0	0	2,893,155	3,037,813
28	78	0	0	0	3,087,295	3,241,660
29	79	0	0	0	3,294,026	3,458,728
30	80	0	0	0	3,514,059	3,689,762
31	81	0	0	0	3,748,156	3,935,564
32	82	0	0	0	3,997,079	4,196,933
33	83	0	0	0	4,261,681	4,474,765
34	84	0	0	0	4,542,820	4,769,961
35	85	0	0	0	4,841,353	5,083,420
36	86	0	0	0	5,158,126	5,416,032
37	87	0	0	0	5,493,999	5,768,699
38	88	0	0	0	5,849,851	6,142,344
39	89	0	0	0	6,226,599	6,537,929
40	90	0	0	0	6,625,199	6,956,459
41	91	0	0	0	7,046,644	7,398,977
42	92	0	0	0	7,499,498	7,799,478
43	93	0	0	0	7,987,412	8,227,035
44	94	0	0	0	8,514,604	8,684,896
45	95	0	0	0	9,085,984	9,176,844
50	100	0	0	0	12,556,950	12,682,519

<sup>1</sup> Assumes a net rate of return of 7.00%

<sup>2</sup> The death benefit qualifies as a tax-free death benefit under paragraph 101 of the IRC. Values are hypothetical for illustrative purposes only. The assumed crediting rate does not reflect any particular investment.

# LIP<sup>SM</sup> IRR Cash Flow Summary

Assuming Current Charges and 7.43% Gross (7.00% Net) Rates of Return

## PREMIUMS



Annual premiums:  
**\$100,000**



Payment schedule:  
**7 years**



Total premiums:  
**\$700,000**

## DISTRIBUTIONS



Annual distributions:  
**\$0**



Distribution schedule:  
**0 years**



Total distributions:  
**\$0**

<b>\$5,083,420</b> Death benefit received if death occurs at age 85	<b>\$5,083,420</b> Total distributions & death benefits if death occurs at age 85	<b>\$8,472,366</b> Taxable equivalent (Assumes 40% Marginal Tax Bracket)	<b>6.37%</b> Internal Rate of Return if death occurs at age 85
------------------------------------------------------------------------	--------------------------------------------------------------------------------------	--------------------------------------------------------------------------------	-------------------------------------------------------------------

Year	Age	Premium	Death Benefit	IRR	Before-Tax
1	51	\$100,000	\$1,625,832	1,525.83%	2,543.05%
10	60	\$0	\$1,293,382	8.94%	14.90%
20	70	\$0	\$2,129,672	6.71%	11.19%
35	85	\$0	\$5,083,420	6.37%	10.61%
49	99	\$0	\$11,889,840	6.33%	10.56%

This presentation is designed to briefly describe some of the important features of COIL Institutional Series<sup>SM</sup>, including illustrations of policy performance based on a number of hypothetical investment returns and other assumptions. **Please note that the illustrations are hypothetical: values shown are not guaranteed. These illustrations may not be used to project or predict investment results.**

See the attached Basic Illustration for an explanation of interest rates, figures shown, and other important policy and tax information. This presentation must be preceded or accompanied by a prospectus containing detailed information about COIL Institutional Series<sup>SM</sup> including charges and expenses. The illustration is not valid unless accompanied by a Basic Illustration dated August 25, 2020. Refer to the Basic Illustration for guaranteed elements and other important information. **Values set forth are not guaranteed unless they are clearly identified as guaranteed. Guarantees are based on the claims paying ability of the issuing insurance company.**

**Life Income Plan SM  
Participant Benefit Report \*  
Client, Valued**

Current Age : 50 Life Ins Net Rate : 7.00%  
Retirement Age : 66 Distribution Years : 15

Year	Age	LIP SM Cash Flow		LIP SM Values		
		A LIP SM Contributions	B LIP SM Distributions	C Net Executive After Tax Cash Flow	D Policy Net Cash Value	E Net Death Benefit
1	51	100,000	0	-100,000	106,405	1,625,832
2	52	100,000	0	-100,000	209,540	1,728,967
3	53	100,000	0	-100,000	321,848	1,841,275
4	54	100,000	0	-100,000	437,649	1,957,076
5	55	100,000	0	-100,000	555,530	2,074,957
6	56	100,000	0	-100,000	681,132	2,200,559
7	57	100,000	0	-100,000	812,560	2,331,987
8	58	0	0	0	855,998	1,215,517
9	59	0	0	0	906,782	1,251,359
10	60	0	0	0	965,210	1,293,382
11	61	0	0	0	1,029,507	1,338,359
12	62	0	0	0	1,098,087	1,405,552
13	63	0	0	0	1,171,241	1,475,764
14	64	0	0	0	1,249,275	1,549,101
15	65	0	0	0	1,328,299	1,620,525
16	66	0	135,566	135,566	1,276,676	1,532,011
17	67	0	135,566	135,566	1,221,530	1,453,620
18	68	0	135,566	135,566	1,162,640	1,371,915
19	69	0	135,566	135,566	1,099,739	1,286,694
20	70	0	135,566	135,566	1,032,525	1,197,729
21	71	0	135,566	135,566	961,180	1,122,534
22	72	0	135,566	135,566	884,841	1,032,869
23	73	0	135,566	135,566	803,205	935,111
24	74	0	135,566	135,566	715,974	829,092
25	75	0	135,566	135,566	622,866	714,678
26	76	0	135,566	135,566	523,482	591,633
27	77	0	135,566	135,566	417,109	487,632
28	78	0	135,566	135,566	303,239	375,914
29	79	0	135,566	135,566	181,326	255,907
30	80	0	135,566	135,566	50,781	126,997
31	81	0	0	0	51,526	129,253
32	82	0	0	0	51,955	131,206
33	83	0	0	0	52,019	132,807
34	84	0	0	0	51,657	133,990
35	85	0	0	0	50,785	134,669
36	86	0	0	0	49,301	134,738
37	87	0	0	0	47,097	134,083
38	88	0	0	0	44,054	132,581
39	89	0	0	0	40,053	130,106
40	90	0	0	0	34,975	126,535
41	91	0	0	0	28,696	121,738
42	92	0	0	0	23,037	98,710
43	93	0	0	0	18,337	76,072
44	94	0	0	0	14,985	54,171
45	95	0	0	0	13,438	33,404
50	100	0	0	0	256	22,155

<sup>1</sup> Assumes a net rate of return of 7.00%

<sup>2</sup> The death benefit qualifies as a tax-free death benefit under paragraph 101 of the IRC. Values are hypothetical for illustrative purposes only. The assumed crediting rate does not reflect any particular investment.

# LIP<sup>SM</sup> IRR Cash Flow Summary

Assuming Current Charges and 7.43% Gross (7.00% Net) Rates of Return

## PREMIUMS



Annual premiums:  
**\$100,000**



Payment schedule:  
**7 years**



Total premiums:  
**\$700,000**

## DISTRIBUTIONS



Annual distributions:  
**\$135,566**



Distribution schedule:  
**15 years**



Total distributions:  
**\$2,033,490**

<b>\$134,669</b> Death benefit received if death occurs at age 85	<b>\$2,168,159</b> Total distributions & death benefits if death occurs at age 85	<b>\$3,613,598</b> Taxable equivalent (Assumes 40% Marginal Tax Bracket)	<b>6.08%</b> Internal Rate of Return if death occurs at age 85
----------------------------------------------------------------------	--------------------------------------------------------------------------------------	--------------------------------------------------------------------------------	-------------------------------------------------------------------

Year	Age	Premium	Death Benefit	IRR	Before-Tax
1	51	\$100,000	\$1,625,832	1,525.83%	2,543.05%
10	60	\$0	\$1,293,382	8.94%	14.90%
20	70	\$0	\$1,197,729	6.37%	10.62%
35	85	\$0	\$134,669	6.08%	10.13%
49	99	\$0	\$25,244	5.92%	9.87%

This presentation is designed to briefly describe some of the important features of COIL Institutional Series<sup>SM</sup>, including illustrations of policy performance based on a number of hypothetical investment returns and other assumptions. **Please note that the illustrations are hypothetical: values shown are not guaranteed. These illustrations may not be used to project or predict investment results.**

See the attached Basic Illustration for an explanation of interest rates, figures shown, and other important policy and tax information. This presentation must be preceded or accompanied by a prospectus containing detailed information about COIL Institutional Series<sup>SM</sup> including charges and expenses. The illustration is not valid unless accompanied by a Basic Illustration dated August 25, 2020. Refer to the Basic Illustration for guaranteed elements and other important information. **Values set forth are not guaranteed unless they are clearly identified as guaranteed. Guarantees are based on the claims paying ability of the issuing insurance company.**

**Life Income Plan SM**  
**Participant Benefit Report \***  
**Client, Valued**

Current Age : 50 Life Ins Net Rate : 7.00%  
 Retirement Age : 70 Distribution Years : 12

Year	Age	LIP SM Cash Flow		LIP SM Values		
		A LIP SM Contributions	B LIP SM Distributions	C Net Executive After Tax Cash Flow	D Policy Net Cash Value	E Net Death Benefit
1	51	100,000	0	-100,000	106,405	1,625,832
2	52	100,000	0	-100,000	209,540	1,728,967
3	53	100,000	0	-100,000	321,848	1,841,275
4	54	100,000	0	-100,000	437,649	1,957,076
5	55	100,000	0	-100,000	555,530	2,074,957
6	56	100,000	0	-100,000	681,132	2,200,559
7	57	100,000	0	-100,000	812,560	2,331,987
8	58	0	0	0	855,998	1,215,517
9	59	0	0	0	906,782	1,251,359
10	60	0	0	0	965,210	1,293,382
11	61	0	0	0	1,029,507	1,338,359
12	62	0	0	0	1,098,087	1,405,552
13	63	0	0	0	1,171,241	1,475,764
14	64	0	0	0	1,249,275	1,549,101
15	65	0	0	0	1,328,299	1,620,525
16	66	0	0	0	1,417,142	1,700,571
17	67	0	0	0	1,511,923	1,799,189
18	68	0	0	0	1,613,052	1,903,402
19	69	0	0	0	1,720,925	2,013,482
20	70	0	700,000	700,000	1,110,688	1,288,398
21	71	0	0	0	1,185,098	1,362,863
22	72	0	0	0	1,264,464	1,428,844
23	73	0	0	0	1,349,156	1,497,563
24	74	0	0	0	1,439,602	1,569,167
25	75	0	176,638	176,638	1,353,189	1,460,410
26	76	0	176,638	176,638	1,260,942	1,342,022
27	77	0	176,638	176,638	1,162,128	1,247,556
28	78	0	176,638	176,638	1,056,253	1,145,860
29	79	0	176,638	176,638	942,781	1,036,378
30	80	0	176,638	176,638	821,133	918,504
31	81	0	176,638	176,638	690,703	791,606
32	82	0	176,638	176,638	550,823	654,987
33	83	0	176,638	176,638	400,816	507,939
34	84	0	176,638	176,638	239,943	349,692
35	85	0	176,638	176,638	67,401	179,404
36	86	0	0	0	65,434	179,512
37	87	0	0	0	62,505	178,653
38	88	0	0	0	58,458	176,664
39	89	0	0	0	53,132	173,378
40	90	0	0	0	46,369	168,628
41	91	0	0	0	38,004	162,243
42	92	0	0	0	30,468	131,515
43	93	0	0	0	24,213	101,309
44	94	0	0	0	19,760	72,087
45	95	0	0	0	17,719	44,381
50	100	0	0	0	267	29,511

<sup>1</sup> Assumes a net rate of return of 7.00%

<sup>2</sup> The death benefit qualifies as a tax-free death benefit under paragraph 101 of the IRC. Values are hypothetical for illustrative purposes only. The assumed crediting rate does not reflect any particular investment.

# LIP<sup>SM</sup> IRR Cash Flow Summary

Assuming Current Charges and 7.43% Gross (7.00% Net) Rates of Return

## PREMIUMS



Annual premiums:  
**\$100,000**



Payment schedule:  
**7 years**



Total premiums:  
**\$700,000**

## DISTRIBUTIONS



Annual distributions:  
**\$700,000**



Distribution schedule:  
**12 years**



Total distributions:  
**\$2,643,018**

<b>\$179,404</b> Death benefit received if death occurs at age 85	<b>\$2,822,422</b> Total distributions & death benefits if death occurs at age 85	<b>\$4,704,036</b> Taxable equivalent (Assumes 40% Marginal Tax Bracket)	<b>6.22%</b> Internal Rate of Return if death occurs at age 85
----------------------------------------------------------------------	--------------------------------------------------------------------------------------	--------------------------------------------------------------------------------	-------------------------------------------------------------------

Year	Age	Premium	Death Benefit	IRR	Before-Tax
1	51	\$100,000	\$1,625,832	1,525.83%	2,543.05%
10	60	\$0	\$1,293,382	8.94%	14.90%
20	70	\$0	\$1,288,398	6.43%	10.71%
35	85	\$0	\$179,404	6.22%	10.36%
49	99	\$0	\$33,602	6.05%	10.08%

This presentation is designed to briefly describe some of the important features of COIL Institutional Series<sup>SM</sup>, including illustrations of policy performance based on a number of hypothetical investment returns and other assumptions. **Please note that the illustrations are hypothetical: values shown are not guaranteed. These illustrations may not be used to project or predict investment results.**

See the attached Basic Illustration for an explanation of interest rates, figures shown, and other important policy and tax information. This presentation must be preceded or accompanied by a prospectus containing detailed information about COIL Institutional Series<sup>SM</sup> including charges and expenses. The illustration is not valid unless accompanied by a Basic Illustration dated August 25, 2020. Refer to the Basic Illustration for guaranteed elements and other important information. **Values set forth are not guaranteed unless they are clearly identified as guaranteed. Guarantees are based on the claims paying ability of the issuing insurance company.**



Life Insurance: \* Is Not a Deposit of Any Bank \* Is Not FDIC Insured \* Is Not Insured by Any Federal Government Agency \* Is Not Guaranteed by Any Bank or Savings Association \* Variable Life Insurance May Go Down in Value

Life Income Plan - LIP<sup>SM</sup> uses cash value corporate owned variable universal life insurance that tends to offer significant cash values in the early policy years because of its general lack of surrender charges and because in the event of a full policy surrender within a certain number of years, some policy charges may be refunded. These policies often include a minimum guideline death benefit and are structured to minimize death benefit expense yet retain the integrity of life insurance and the tax-deferral benefits.

Variable life insurance is offered by prospectus. For a prospectus with more complete information including investment objectives, risks, charges, and expenses, please contact your financial professional and read the prospectus carefully before investment or sending money.

Corporate and Endowment Solutions (CES), including its administration services arm, CES Administration (CESA), is a division of Equitable, which is the brand name of the retirement and protection subsidiaries of Equitable Holdings, Inc., including Equitable Financial Life Insurance Company (Equitable Financial) (NY, NY), Equitable Financial Life Insurance Company of America (Equitable America), an AZ stock company with main administrative headquarters in Jersey City, NJ, and Equitable Distributors, LLC. Equitable Advisors is the brand name of Equitable Advisors, LLC (Equitable Financial Advisors in MI and TN). Life insurance products issued by Equitable Financial and Equitable America are co-distributed by Equitable Distributors, LLC, 1290 Avenue of the Americas, New York, NY 10104 and Equitable Network, LLC. Financial professionals of Equitable Advisors offer securities through Equitable Advisors, LLC (NY, NY 212-314-4600), member FINRA, SIPC, (Equitable Financial Advisors in MI & TN), and offer annuity and insurance products through Equitable Network, LLC (Equitable Network Insurance Agency of California, LLC in CA; Equitable Network Insurance Agency of Utah, LLC in UT; Equitable Network of Puerto Rico, Inc. in PR. Neither Equitable, nor any of its affiliated companies provide tax or legal advice.