# Traditional Life Insurance Premium Financing

## An Advanced Planning Concept

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WEALTH PRESERVATION LLC

**Cascade Wealth Preservation is the advanced planning destination.**

For years, high net worth individuals have faced the challenge of weighing the need to purchase adequate life insurance against the cost of committing current capital/cash flow to make premium payments. Premium Financing is a planning tool that has assisted these high net worth individuals in meeting this challenge by using a third party lender to finance the purchase of a life insurance policy. Premium financing operates much like a personal loan with various fees, interest costs and/or pre-payment penalties.

In order to keep the proceeds of the policy out of your estate, an Irrevocable Life Insurance Trust (ILIT) or other entity such as a business or partnership ("Owner") owns the policy on your life. The Owner then borrows the premiums from a third party lender. The policy cash values and other assets will be required to collateralize the loan. The Owner either pays loan interest to the lender using annual gifts/contributions made to the ILIT or it can be added to the loan. If the interest is accrued, the life carrier or lender may require a level outlay or additional collateral. If the insured dies prior to the loan being repaid, the Owner will receive the estate tax free life insurance proceeds, net the loan repayment. However, it is critical to consider alternative ways of repaying the loan before death to minimize the risk.

## Estate & Business Planning Using
## Premium Financing for Life Insurance

This concept works well for the individual who:

- Needs personal life insurance for estate planning or business needs;
- Has significant wealth including highly appreciated assets;
- Doesn't find traditional methods of paying for life insurance appealing;
- Would like to purchase life insurance without liquidating other investments or otherwise changing their normal cash flow;
- Presently has trust owned life insurance and would like to reduce annual gifting requirements or save having to pay possible gift taxes in order to purchase the life insurance their estate requires;
- Is interested in the most tax efficient method of purchasing life insurance in order to benefit their heirs with little to no out-of-pocket outlay;
- Is willing to accept some risk in order to retain capital that can continue to be invested.

The current anomaly of very low interest rates charged by lenders and higher longer term crediting rates currently offered by insurance companies creates an attractive arbitrage for individuals to premium finance life insurance. High-Net Worth individuals should be made aware of this concept and take advantage of it especially during the existing low interest rate loan environment.

At its most basic, in premium finance, one borrows money to pay large premiums on a high face amount life insurance policy. For wealthy individuals with large estate liquidity needs, the premiums needed to fund a large life insurance policy can run into the hundreds of thousands of dollars.

## Why Premium Financed Life Insurance?

While you may have sufficient assets that could be liquidated to fund the premium, you may be reluctant to sell off assets that are appreciating significantly or currently generating income. You may have a significant portion of your wealth tied up in a business interest that you intend to pass on to the next generation, or you may hold assets that cannot easily be liquidated, such as real estate, or assets that, if sold, may trigger capital gains tax.

By borrowing the money needed to pay the premiums, high net-worth individuals can buy life insurance without fronting the cash or selling valued assets. By financing the premium instead of liquidating a valued asset, you can:

- Enjoy continued asset growth and income (ideally the return exceeds the loan interest);
- Postpone potential capital gain taxes;
- Retain control of the valued asset(s);
- Use “someone else’s money” rather than pay out-of-pocket monies;
- Avoid potential gift tax issues;

Certainly, the recent period of low interest rates has enhanced the appeal of premium finance. One potential reward of using premium financing relates to the spread between the loan interest rate and the rate of return on the asset that was not liquidated to pay premiums. The lower the loan rate, the higher the potential reward of the program. At least for the foreseeable future and in the current low-interest rate environment, premium financing is gaining respect and interest as a tool of choice for the affluent needing to acquire large amounts of life insurance protection.

The premium financing concept is simple, but the actual transaction itself can be quite complex. For this reason, it's critical to involve your own tax and legal advisors in the process. Working with our team of experts, you and your advisor(s) can design a premium financing package to fit your unique needs.

## How It Works

While each premium financing arrangement is custom designed to meet your unique financial goals, all premium financing transactions consist of two separate financial instruments: a life insurance policy from a life insurance company and a third party loan. The application process occurs in two stages:

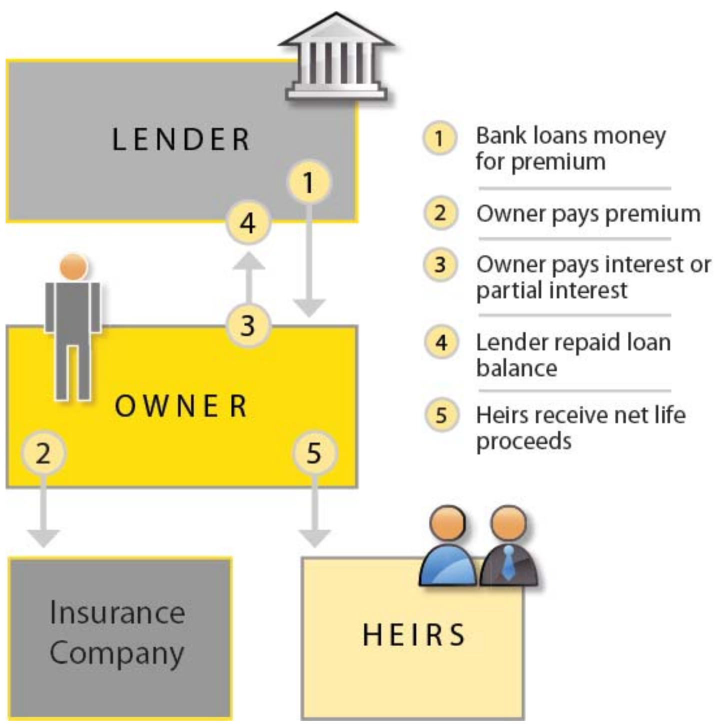
### STAGE ONE – The Application for a Life Insurance Policy

You will be required to complete an application for a life insurance policy. You will also be required to have a medical exam completed along with having to provide financial underwriting to determine whether you qualify for the policy.

### STAGE TWO – The Application to Borrow the Premiums

After the life insurance policy is approved, your case is submitted to a third party lender. The lender analyzes your credit and financial status, and decides whether or not to make the premium loans.

Assuming that both the life insurance company and the lender approve your premium financing arrangement, the lender will deliver funds for the life insurance premiums, and you will pay the lender interest charges and any loan fees or if elected these costs would be accrued and added to the loan.



## Types of Premium Financing Plans

Again, premium financing plans are individualized to meet your needs, but there are a few general types of loans available. Not all lenders participate in all types, and different types of loans will vary in sensitivity to interest rate changes.

**Interest Due in Cash**
This type of premium financing plan requires that you pay the interest – in advance or in arrears – to the lender out of your own funds. The loan is for the amount of premiums only. In a properly designed and funded policy, cash-value distributions may cover the interest payment.

**Interest Accumulated on the Loan**
With this type of loan you do not pay the annual costs to the lender. Instead, the annual interest due is added back into the loan principal and paid out of the policy death benefit at the insured's death. Your only out-of-pocket costs are those related to the loan itself (loan origination fees, for example). However, the increasing amount of the loan generates increasing annual interest costs, which will reduce the amount of policy death benefit delivered to the beneficiary. These types of loans carry a greater financial risk, especially when the policy cash-value performance or loan-interest projections do not meet expectations.

## Eligibility for Premium Financing

Because of its complexity, premium financing is not for everyone. If you are financially sophisticated and you have skilled tax and legal advisors, this strategy may be appropriate for you. Additionally, lenders require that you meet certain eligibility requirements. In general, to qualify for a premium financing arrangement you should:

- ✓ Have a need for life insurance.
- ✓ Have a net worth of at least $5,000,000.
- ✓ Have a significant annual income ($200,000/year for last 3 years).
- ✓ Have liquid assets sufficient to pledge as collateral for the loan.
- ✓ Meet life insurance policy underwriting guidelines.

# Comparison of Alternatives to Premium Financing

## Prepared for: Valued Client - Male Age 50 - Preferred Non-Smoker

**Initial Face Amount Of $10,000,000**

| | | 30-Year Term Premium | | No Lapse Guarantee Prem To 100 | | | Traditional Premium Finance (Using An Indexed UL Product Assuming an Average 7.30% Indexed Crediting Rate) | | | | Traditional Premium Finance (Using An Indexed UL Product Assuming an Average 7.30% Indexed Crediting Rate) | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Year | Age EOY | Term Premium | Net Death Benefit | No Lapse Guarantee Premium | End of Yr Cash Surr Value | Net Death Benefit | Out of Pocket Outlay | Optional Letter of Credit Fees | Additonal Collateral Required | Net Death Benefit | Out of Pocket Outlay | Optional Letter of Credit Fees | Additonal Collateral Required | Net Death Benefit |
| 1 | 51 | 44,375 | 10,000,000 | 89,567 | 0 | 10,000,000 | 15,000 | 4,260 | (426,035) | 9,898,365 | 25,000 | 4,180 | (418,035) | 9,908,365 |
| 2 | 52 | 44,375 | 10,000,000 | 89,567 | 0 | 10,000,000 | 15,000 | 4,721 | (472,087) | 9,832,553 | 25,000 | 4,515 | (451,537) | 9,853,103 |
| 3 | 53 | 44,375 | 10,000,000 | 89,567 | 0 | 10,000,000 | 15,000 | 5,107 | (510,743) | 9,772,137 | 25,000 | 4,791 | (479,063) | 9,803,817 |
| 4 | 54 | 44,375 | 10,000,000 | 89,567 | 0 | 10,000,000 | 15,000 | 5,431 | (543,130) | 9,717,990 | 25,000 | 4,997 | (499,708) | 9,761,412 |
| 5 | 55 | 44,375 | 10,000,000 | 89,567 | 47,012 | 10,000,000 | 15,000 | 5,680 | (568,015) | 9,671,345 | 25,000 | 5,122 | (512,204) | 9,727,156 |
| 6 | 56 | 44,375 | 10,000,000 | 89,567 | 96,995 | 10,000,000 | 15,000 | 6,380 | (637,964) | 9,579,636 | 25,000 | 5,688 | (568,804) | 9,648,796 |
| 7 | 57 | 44,375 | 10,000,000 | 89,567 | 146,984 | 10,000,000 | 15,000 | 6,688 | (668,752) | 9,527,088 | 25,000 | 5,854 | (585,443) | 9,610,397 |
| 8 | 58 | 44,375 | 10,000,000 | 89,567 | 196,842 | 10,000,000 | 15,000 | 6,928 | (692,802) | 9,481,278 | 25,000 | 5,945 | (594,494) | 9,579,586 |
| 9 | 59 | 44,375 | 10,000,000 | 89,567 | 246,776 | 10,000,000 | 15,000 | 7,088 | (708,781) | 9,443,529 | 25,000 | 5,946 | (594,585) | 9,557,735 |
| 10 | 60 | 44,375 | 10,000,000 | 89,567 | 298,363 | 10,000,000 | 15,000 | 6,770 | (677,039) | 9,453,521 | 25,000 | 5,460 | (545,980) | 9,584,580 |
| 11 | 61 | 44,375 | 10,000,000 | 89,567 | 349,032 | 10,000,000 | 15,000 | 5,660 | (566,039) | 9,542,761 | 25,000 | 4,171 | (417,117) | 9,691,683 |
| 12 | 62 | 44,375 | 10,000,000 | 89,567 | 398,246 | 10,000,000 | 15,000 | 4,402 | (440,233) | 9,646,807 | 25,000 | 2,724 | (272,375) | 9,814,665 |
| 13 | 63 | 44,375 | 10,000,000 | 89,567 | 445,628 | 10,000,000 | 15,000 | 2,978 | (297,796) | 9,767,484 | 25,000 | 1,099 | (109,867) | 9,955,413 |
| 14 | 64 | 44,375 | 10,000,000 | 89,567 | 490,832 | 10,000,000 | 15,000 | 1,367 | (136,719) | 9,906,801 | 25,000 | 0 | 0 | 10,116,006 |
| 15 | 65 | 44,375 | 10,000,000 | 89,567 | 533,599 | 10,000,000 | 15,000 | 0 | 0 | 10,066,974 | 25,000 | 0 | 0 | 10,298,730 |
| 16 | 66 | 44,375 | 10,000,000 | 89,567 | 571,447 | 10,000,000 | 0 | 0 | 0 | 10,235,433 | 0 | 0 | 0 | 10,481,095 |
| 17 | 67 | 44,375 | 10,000,000 | 89,567 | 594,799 | 10,000,000 | 0 | 0 | 0 | 10,426,251 | 0 | 0 | 0 | 10,686,653 |
| 18 | 68 | 44,375 | 10,000,000 | 89,567 | 615,927 | 10,000,000 | 0 | 0 | 0 | 10,642,491 | 0 | 0 | 0 | 10,918,517 |
| 19 | 69 | 44,375 | 10,000,000 | 89,567 | 633,664 | 10,000,000 | 0 | 0 | 0 | 10,885,921 | 0 | 0 | 0 | 11,178,508 |
| 20 | 70 | 44,375 | 10,000,000 | 89,567 | 645,881 | 10,000,000 | 0 | 0 | 0 | 11,157,440 | 0 | 0 | 0 | 11,467,583 |
| 21 | 75 | 44,375 | 10,000,000 | 89,567 | 491,437 | 10,000,000 | 0 | 0 | 0 | 12,984,065 | 0 | 0 | 0 | 13,399,106 |
| 22 | 80 | 44,375 | 10,000,000 | 89,567 | 0 | 10,000,000 | 0 | 0 | 0 | 15,867,361 | 0 | 0 | 0 | 16,422,780 |
| 23 | 85 | 44,375 | 0 | 89,567 | 0 | 10,000,000 | 0 | 0 | 0 | 20,212,349 | 0 | 0 | 0 | 20,955,624 |
| 24 | 90 | 44,375 | 0 | 89,567 | 0 | 10,000,000 | 0 | 0 | 0 | 26,544,215 | 0 | 0 | 0 | 27,538,882 |
| 25 | 95 | 44,375 | 0 | 89,567 | 0 | 10,000,000 | 0 | 0 | 0 | 36,029,893 | 0 | 0 | 0 | 37,092,998 |
| 26 | 100 | 44,375 | 0 | 89,567 | 0 | 10,000,000 | 0 | 0 | 0 | 48,954,797 | 0 | 0 | 0 | 50,377,466 |
| Totals | | 1,331,250 | | 4,478,350 | | | 225,000 | 73,461 | | | 375,000 | 60,492 | | |

*If client would post existing liquid assets as collateral in lieu of obtaining a Letter of Credit they could eliminate the LOC fees*
*Alternative premium finance plan designs are available if additional collateral required needs to be lower in the earlier years.*

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## The Benefits of Premium Financing

If premium financing is right for you, it may provide you with several benefits:

- + Potential lower out-of-pocket expenses as compared with traditional costs of paying for life insurance premiums.
- + Elimination or reduction of gift tax savings when the policy is owned by your Irrevocable Life Insurance Trust.
- + Lower impact on your existing personal assets because you are not required to liquidate assets in order to fund the life insurance premiums.
- + Greater leverage of existing assets by continuing to be able to employ them in your existing financial plan.

At the same time, you need to be aware of potential disadvantages of premium financing:

- − There is a risk that more assets than initially anticipated will need to be pledged in order to continue the arrangement.
- − If policy values are insufficient, the pledged collateral in a non-recourse loan may be used to satisfy the loan. With a full recourse loan, additional out-of-pocket contributions may be necessary to satisfy the loan.

## Disadvantages of Premium Financing

# Understanding Interest Rate Relationships

In order to make an informed decision on a premium finance arrangement, you need a clear understanding of interest rate relationships. While no future interest rate predictions can be made, looking into the past can help demonstrate earlier interest rate relationships. Interest rate charges on premium finance loans are generally set for a period of time and are determined by the prevailing free-market interest rates at the time of funding the loan. Understanding the interaction between these rates is important for long-term performance. Most lenders base their loan rates on using LIBOR plus with an additional spread being added. Depending upon the type of life insurance product being used for the premium finance arrangement, it is equally important to understand the relationship (although not a direct one) between the policy crediting rate and the loan rate the lender is using.

## Comparison of Historical LIBOR Rates vs A Life Insurance 1-Yr Point-to-Point Indexed Crediting Rate Strategy

Based on using an individual life policy capped at either 12% or 14% for the 1-year point-to-point index crediting strategy

(Figures based on the last 21 years of what actually would have been the average rates for each year and most recent caps are assumed for all years.)

| | Average of 1-Year LIBOR Rates (Jan - Dec) | | | | S&P 500 Annual Returns | | | |
|---|---|---|---|---|---|---|---|---|
| Year | 1- Yr Avg. LIBOR (a) | 1-Yr LIBOR Plus 1.50% Spread | 1-Yr LIBOR Plus 1.75% Spread | 1-Yr LIBOR Plus 2.00% Spread | Percentage Change | Returns w/o Dividends | 1-Yr Pt-to-Pt Indexed Strategy Capped at 12% (b) | 1-Yr Pt-to-Pt Indexed Strategy Capped at 14% (c) |
| 1989 | 8.45% | 9.95% | 10.20% | 10.45% | 27.25% | 31.39% | 12.00% | 14.00% |
| 1990 | 6.33% | 7.83% | 8.08% | 8.33% | (6.56%) | (3.10%) | 0.00% | 0.00% |
| 1991 | 4.25% | 5.75% | 6.00% | 6.25% | 26.31% | 30.47% | 12.00% | 14.00% |
| 1992 | 3.69% | 5.19% | 5.44% | 5.69% | 4.46% | 7.62% | 7.62% | 7.62% |
| 1993 | 5.60% | 7.10% | 7.35% | 7.60% | 7.06% | 10.08% | 10.08% | 10.08% |
| 1994 | 6.23% | 7.73% | 7.98% | 8.23% | (1.54%) | 1.32% | 1.32% | 1.32% |
| 1995 | 5.78% | 7.28% | 7.53% | 7.78% | 34.11% | 37.58% | 12.00% | 14.00% |
| 1996 | 5.78% | 7.28% | 7.53% | 7.78% | 20.26% | 22.96% | 12.00% | 14.00% |
| 1997 | 6.06% | 7.56% | 7.81% | 8.06% | 31.01% | 33.36% | 12.00% | 14.00% |
| 1998 | 5.62% | 7.12% | 7.37% | 7.62% | 26.67% | 28.58% | 12.00% | 14.00% |
| 1999 | 5.79% | 7.29% | 7.54% | 7.79% | 19.53% | 21.04% | 12.00% | 14.00% |
| 2000 | 6.85% | 8.35% | 8.60% | 8.85% | (10.14%) | (9.10%) | 0.00% | 0.00% |
| 2001 | 3.74% | 5.24% | 5.49% | 5.74% | (13.04%) | (11.89%) | 0.00% | 0.00% |
| 2002 | 2.17% | 3.67% | 3.92% | 4.17% | (23.37%) | (22.10%) | 0.00% | 0.00% |
| 2003 | 1.37% | 2.87% | 3.12% | 3.37% | 26.38% | 28.69% | 12.00% | 14.00% |
| 2004 | 2.19% | 3.69% | 3.94% | 4.19% | 8.99% | 10.88% | 10.88% | 10.88% |
| 2005 | 4.09% | 5.59% | 5.84% | 6.09% | 3.00% | 4.91% | 4.91% | 4.91% |
| 2006 | 5.35% | 6.85% | 7.10% | 7.35% | 13.62% | 15.79% | 12.00% | 14.00% |
| 2007 | 5.17% | 6.67% | 6.92% | 7.17% | 3.53% | 5.49% | 5.49% | 5.49% |
| 2008 | 3.18% | 4.68% | 4.93% | 5.18% | (38.49%) | (37.00%) | 0.00% | 0.00% |
| 2009 | 1.62% | 3.12% | 3.37% | 3.62% | 23.45% | 26.46% | 12.00% | 14.00% |
| 21-Yr Totals: | 99.31% | 130.81% | 136.06% | 141.31% | 182.49% | 233.43% | 160.30% | 180.30% |
| 21-Yr Avg: | 4.73% | 6.23% | 6.48% | 6.73% | 8.69% | 11.12% | 7.63% | 8.59% |

(a) Based on the Historical Chart of 1-Yr LIBOR Yearly Average Rates for the past 21 years (January - December) of each year.
(b) Based on the Historical Returns of the S&P 500 Index (Excluding Dividends) capped at 12.0% based on using a Life Insurance Company product with the 1-year Point-to-Point (Pt-to-Pt) Indexed Crediting Rate Strategy.
(c) Based on the Historical Returns of the S&P 500 Index (Excluding Dividends) capped at 14.0% based on using a Life Insurance Company product with the 1-year Point-to-Point (Pt-to-Pt) Indexed Crediting Rate Strategy.

# General Guidelines and Processes for Premium Finance

The following couple of pages will provide you with a general outline of the steps involved in transacting a premium financed life insurance sale. These steps outlined below are general in nature. Each individual lender and carrier will have their own nuances.

**I. Preliminarily Underwrite the Case**

Before submitting any formal paperwork to either the carrier or lender, all premium finance cases should be preliminarily underwritten. This process involves obtaining a HIPAA authorization from the client and all medical records. This process usually takes between two and four weeks to complete. It may take longer in certain circumstances where large amounts of records and MD's are involved. In some cases it becomes beneficial for the client to contact their practitioner in order to expedite the process.

In addition to the medical portion of the underwriting process, the broker should obtain (at the very least) a rough evaluation of the client's net worth. A balance sheet approach listing the client's assets and liabilities is an advisable way to begin the process.

It is also advisable that the client begin drafting the trust that will become both the owner of the policy and borrow of the premiums. This process can take some time and may involve input from the insured's family members. Most attorneys like to have the trust drawn up before the formal insurance application is submitted to the carrier. During this initial stage it is very important to engage the client's advisors (investment, CPA, attorney) to get all parties on board with the strategy and design.

**II. Formal Application and Preliminary Loan Docs**

After an acceptable preliminary offer has been obtained from a carrier the next step would be to obtain both a formal application for the carrier along with any exam and labs needed. Simultaneously, the preliminary loan docs should be completed and sent to the lender. The following is a brief list of likely pieces of information needed by the lender up front:

- Copy of the insured and trustees drivers license
- Contact information and license number for insured's CPA
- Three years previous tax returns
- Basic outline of clients net worth (Balance sheet statement validated by client's CPA)
- Agent cover letter accompanying the life insurance application

In addition to this general information, lenders may also require a second proof of identification. A copy of a social security card or recent utility bill will many times suffice. This portion of the financing usually does not take much longer than a week to perform.

**III. Formal Loan Documents**

Once the initial loan documents and formal insurance applications have been submitted, the formal loan documents are sent to the client to be reviewed and signed. This portion of the transaction will often require several signatures and possibly multiple visits by the producer. While each lender is different, the following pieces of information are generally required:

- Compilation letter from the clients CPA
- Letter of Credit provided by a bank rated A+ or better by S&P
- Agent statement (on brokers letter head, referencing the client, and explaining the transaction)
- Memo from the insured's legal counsel acknowledging the financed arrangement

**IV. Delivery of policy and funding**

This stage of the financed transaction is, for the most part, solely orchestrated by our Firm with the carriers, funders, and trustees. The producer is, of course, responsible for obtaining any client signatures required. (Possible good health statement)

**V. Annual review and maintenance**

After the policy has been placed and paid, it is still necessary to review the premium finance transaction on at least an annual basis. The broker is required to provide the financing company with an inforce illustrations and low point letter each year. It may also become necessary for the client to post additional collateral if needed.

As with all life insurance policies, annual maintenance and diligence may uncover a superior insurance product or lender in the future.

## Individual Financed Life Insurance Illustration - Using An Indexed UL Product

**Male Age 50 - Annual premium of $537,786 for 10 years being premium financed**

**Initial Death Benefit = $10,000,000**

| M50 - Preferred Non-Tobacco | | | | | | | Client Contribution | | | Assumed Indexed Earnings Rate 1yr Point-to-Point = Avg 7.30% | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 |
| Year | Age End of Yr | Annual Premium Financed | Annual Lender Loan Interest | Lender Origination & Renewal Fees | Total Financed Lender Loan | LIBOR Loan Rate Plus Lender Spread Add'd | Client Contribution Toward Premium or Interest | Letter of Credit Fees At 1% | **Combined Total Client Contributions** | Collateral Value of CSV at 100% | Collateral Value of CSV at 90% | Total Collateral Required Equal Col 6 | **Additional Collateral Required at 100%** | Net Death Benefit Before Lenders Loan Repayment | **Net Death Benefit After Lenders Loan Repayment** | Annual No-Lapse Guar Prem to A100 |
| 1 | 51 | 537,786 | 29,427 | 33,612 | 585,825 | 5.15% | 15,000 | 4,280 | **19,280** | 157,790 | 142,011 | 585,825 | **(428,035)** | 10,484,190 | **9,898,365** | 89,567 |
| 2 | 52 | 537,786 | 61,799 | 0 | 1,170,409 | 5.50% | 15,000 | 4,721 | **19,721** | 698,322 | 628,490 | 1,170,409 | **(472,087)** | 11,002,962 | **9,832,553** | 89,567 |
| 3 | 53 | 537,786 | 93,951 | 0 | 1,787,146 | 5.50% | 15,000 | 5,107 | **20,107** | 1,276,403 | 1,148,763 | 1,787,146 | **(510,743)** | 11,559,283 | **9,772,137** | 89,567 |
| 4 | 54 | 537,786 | 127,871 | 0 | 2,437,803 | 5.50% | 15,000 | 5,431 | **20,431** | 1,894,673 | 1,705,206 | 2,437,803 | **(543,130)** | 12,155,793 | **9,717,990** | 89,567 |
| 5 | 55 | 537,786 | 163,657 | 0 | 3,124,247 | 5.50% | 15,000 | 5,680 | **20,680** | 2,556,232 | 2,300,609 | 3,124,247 | **(568,015)** | 12,795,592 | **9,671,345** | 89,567 |
| 6 | 56 | 537,786 | 221,739 | 33,612 | 3,902,383 | 6.00% | 15,000 | 6,380 | **21,380** | 3,264,419 | 2,937,977 | 3,902,383 | **(637,964)** | 13,482,019 | **9,579,636** | 89,567 |
| 7 | 57 | 537,786 | 266,410 | 0 | 4,691,579 | 6.00% | 15,000 | 6,688 | **21,688** | 4,022,827 | 3,620,544 | 4,691,579 | **(668,752)** | 14,218,667 | **9,527,088** | 89,567 |
| 8 | 58 | 537,786 | 313,762 | 0 | 5,528,127 | 6.00% | 15,000 | 6,928 | **21,928** | 4,835,325 | 4,351,793 | 5,528,127 | **(692,802)** | 15,009,405 | **9,481,278** | 89,567 |
| 9 | 59 | 537,786 | 363,955 | 0 | 6,414,868 | 6.00% | 15,000 | 7,088 | **22,088** | 5,706,077 | 5,135,469 | 6,414,868 | **(708,791)** | 15,858,397 | **9,443,529** | 89,567 |
| 10 | 60 | 537,786 | 417,159 | 0 | 7,354,813 | 6.00% | 15,000 | 6,770 | **21,770** | 6,677,774 | 6,009,997 | 7,354,813 | **(677,039)** | 16,808,334 | **9,453,521** | 89,567 |
| 11 | 61 | 0 | 441,289 | 0 | 7,781,102 | 6.00% | 15,000 | 5,660 | **20,660** | 7,215,063 | 6,493,557 | 7,781,102 | **(566,039)** | 17,323,863 | **9,542,761** | 89,567 |
| 12 | 62 | 0 | 466,866 | 0 | 8,232,968 | 6.00% | 15,000 | 4,402 | **19,402** | 7,792,735 | 7,013,462 | 8,232,968 | **(440,233)** | 17,879,775 | **9,646,807** | 89,567 |
| 13 | 63 | 0 | 493,978 | 0 | 8,711,946 | 6.00% | 15,000 | 2,978 | **17,978** | 8,414,150 | 7,572,735 | 8,711,946 | **(297,796)** | 18,479,430 | **9,767,484** | 89,567 |
| 14 | 64 | 0 | 522,717 | 0 | 9,219,663 | 6.00% | 15,000 | 1,367 | **16,367** | 9,082,944 | 8,174,650 | 9,219,663 | **(136,719)** | 19,126,464 | **9,906,801** | 89,567 |
| 15 | 65 | 0 | 553,180 | 0 | 9,757,842 | 6.00% | 15,000 | 0 | **15,000** | 9,803,056 | 8,822,750 | 9,757,842 | **0** | 19,824,816 | **10,066,974** | 89,567 |
| 16 | 66 | 0 | 585,471 | 0 | 10,343,313 | 6.00% | 0 | 0 | **0** | 10,578,746 | 9,520,871 | 10,343,313 | **0** | 20,578,746 | **10,235,433** | 89,567 |
| 17 | 67 | 0 | 620,599 | 0 | 10,963,912 | 6.00% | 0 | 0 | **0** | 11,390,163 | 10,251,147 | 10,963,912 | **0** | 21,390,163 | **10,426,251** | 89,567 |
| 18 | 68 | 0 | 657,835 | 0 | 11,621,746 | 6.00% | 0 | 0 | **0** | 12,264,237 | 11,037,813 | 11,621,746 | **0** | 22,264,237 | **10,642,491** | 89,567 |
| 19 | 69 | 0 | 697,305 | 0 | 12,319,051 | 6.00% | 0 | 0 | **0** | 13,204,972 | 11,884,475 | 12,319,051 | **0** | 23,204,972 | **10,885,921** | 89,567 |
| 20 | 70 | 0 | 739,143 | 0 | 13,058,194 | 6.00% | 0 | 0 | **0** | 14,215,634 | 12,794,071 | 13,058,194 | **0** | 24,215,634 | **11,157,440** | 89,567 |
| 21 | 71 | 0 | 783,492 | 0 | 13,841,686 | 6.00% | 0 | 0 | **0** | 15,299,057 | 13,769,151 | 13,841,686 | **0** | 25,299,057 | **11,457,371** | 89,567 |
| 22 | 72 | 0 | 830,501 | 0 | 14,672,187 | 6.00% | 0 | 0 | **0** | 16,459,392 | 14,813,453 | 14,672,187 | **0** | 26,459,392 | **11,787,205** | 89,567 |
| 23 | 73 | 0 | 880,331 | 0 | 15,552,518 | 6.00% | 0 | 0 | **0** | 17,701,902 | 15,931,712 | 15,552,518 | **0** | 27,701,902 | **12,149,384** | 89,567 |
| 24 | 74 | 0 | 933,151 | 0 | 16,485,669 | 6.00% | 0 | 0 | **0** | 19,032,528 | 17,129,275 | 16,485,669 | **0** | 29,032,528 | **12,546,859** | 89,567 |
| 25 | 75 | 0 | 989,140 | 0 | 17,474,809 | 6.00% | 0 | 0 | **0** | 20,458,874 | 18,412,987 | 17,474,809 | **0** | 30,458,874 | **12,984,065** | 89,567 |
| 26 | 76 | 0 | 1,048,489 | 0 | 18,523,298 | 6.00% | 0 | 0 | **0** | 21,985,781 | 19,787,203 | 18,523,298 | **0** | 31,985,781 | **13,462,483** | 89,567 |
| 27 | 77 | 0 | 1,111,398 | 0 | 19,634,696 | 6.00% | 0 | 0 | **0** | 23,622,204 | 21,259,984 | 19,634,696 | **0** | 33,622,204 | **13,987,508** | 89,567 |
| 28 | 78 | 0 | 1,178,082 | 0 | 20,812,778 | 6.00% | 0 | 0 | **0** | 25,374,532 | 22,837,079 | 20,812,778 | **0** | 35,374,532 | **14,561,754** | 89,567 |
| 29 | 79 | 0 | 1,248,767 | 0 | 22,061,544 | 6.00% | 0 | 0 | **0** | 27,249,117 | 24,524,205 | 22,061,544 | **0** | 37,249,117 | **15,187,573** | 89,567 |
| 30 | 80 | 0 | 1,323,693 | 0 | 23,385,237 | 6.00% | 0 | 0 | **0** | 29,252,598 | 26,327,338 | 23,385,237 | **0** | 39,252,598 | **15,867,361** | 89,567 |
| 31 | 81 | 0 | 1,403,114 | 0 | 24,788,351 | 6.00% | 0 | 0 | **0** | 31,393,298 | 28,253,968 | 24,788,351 | **0** | 41,393,298 | **16,604,947** | 89,567 |
| 32 | 82 | 0 | 1,487,301 | 0 | 26,275,652 | 6.00% | 0 | 0 | **0** | 33,678,658 | 30,310,792 | 26,275,652 | **0** | 43,678,658 | **17,403,006** | 89,567 |
| 33 | 83 | 0 | 1,576,539 | 0 | 27,852,191 | 6.00% | 0 | 0 | **0** | 36,119,316 | 32,507,384 | 27,852,191 | **0** | 46,119,316 | **18,267,125** | 89,567 |
| 34 | 84 | 0 | 1,671,131 | 0 | 29,523,323 | 6.00% | 0 | 0 | **0** | 38,725,508 | 34,852,957 | 29,523,323 | **0** | 48,725,508 | **19,202,185** | 89,567 |
| 35 | 85 | 0 | 1,771,399 | 0 | 31,294,722 | 6.00% | 0 | 0 | **0** | 41,507,071 | 37,356,364 | 31,294,722 | **0** | 51,507,071 | **20,212,349** | 89,567 |
| 36 | 86 | 0 | 1,877,683 | 0 | 33,172,406 | 6.00% | 0 | 0 | **0** | 44,473,857 | 40,026,471 | 33,172,406 | **0** | 54,473,857 | **21,301,451** | 89,567 |
| 37 | 87 | 0 | 1,990,344 | 0 | 35,162,750 | 6.00% | 0 | 0 | **0** | 47,636,382 | 42,872,744 | 35,162,750 | **0** | 57,636,382 | **22,473,632** | 89,567 |
| 38 | 88 | 0 | 2,109,765 | 0 | 37,272,515 | 6.00% | 0 | 0 | **0** | 51,006,325 | 45,905,693 | 37,272,515 | **0** | 61,006,325 | **23,733,810** | 89,567 |
| 39 | 89 | 0 | 2,236,351 | 0 | 39,508,866 | 6.00% | 0 | 0 | **0** | 54,597,024 | 49,137,322 | 39,508,866 | **0** | 64,597,024 | **25,088,158** | 89,567 |
| 40 | 90 | 0 | 2,370,532 | 0 | 41,879,398 | 6.00% | 0 | 0 | **0** | 58,423,613 | 52,581,252 | 41,879,398 | **0** | 68,423,613 | **26,544,215** | 89,567 |
| **Totals:** | | **5,377,860** | **36,659,315** | **67,223** | | | **225,000** | **73,481** | **298,481** | | | | | | | **3,582,680** |

The hypothetical lender interest rate used is reflected under column # 7 as listed above.
This loan scenario has been prepared by Cascade Wealth Preservation, LLC and must be accompanied by an NAIC life insurance sales illustration.
Illustrated rates and values are projections and not guaranteed. Actual future results may vary.
Collateral projections may vary depending on the requirements of the lender selected. Additional lender fees may apply.
Any out-of-pocket outlay reflected under column #8 would be considered a gift to the ILIT Trust and would be subject to annual gift tax rules.

CASCADE WEALTH PRESERVATION LLC

## Individual Financed Life Insurance Illustration - Using An Indexed UL Product

**Initial Death Benefit = $10,000,000**

**Male Age 50 - Annual premium of $537,786 for 10 years being premium financed**

| M50 - Preferred Non-Tobacco | | | | | | | Client Contribution | | | Assumed Indexed Earnings Rate 1yr Point-to-Point = Avg 7.30% | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 |
| Year | Age End of Yr | Annual Premium Financed | Annual Lender Loan Interest | Lender Origination & Renewal Fees | Total Financed Lender Loan | LIBOR Loan Rate Plus Lender Spread Add'd | Client Contribution Toward Premium or Interest | Letter of Credit Fees At 1% | **Combined Total Client Contributions** | Collateral Value of CSV at 100% | Collateral Value of CSV at 90% | Total Collateral Required Equal Col 6 | **Additional Collateral Required at 100%** | Net Death Benefit Before Lenders Loan Repayment | **Net Death Benefit After Lenders Loan Repayment** | Annual No-Lapse Guar Prem to A100 |
| 1 | 51 | 537,786 | 29,427 | 33,612 | 575,825 | 5.15% | 25,000 | 4,180 | **29,180** | 157,790 | 142,011 | 575,825 | **(418,035)** | 10,484,190 | **9,908,365** | 89,567 |
| 2 | 52 | 537,786 | 61,249 | 0 | 1,149,859 | 5.50% | 25,000 | 4,515 | **29,515** | 698,322 | 628,490 | 1,149,859 | **(451,537)** | 11,002,962 | **9,853,103** | 89,567 |
| 3 | 53 | 537,786 | 92,820 | 0 | 1,755,466 | 5.50% | 25,000 | 4,791 | **29,791** | 1,276,403 | 1,148,763 | 1,755,466 | **(479,063)** | 11,559,283 | **9,803,817** | 89,567 |
| 4 | 54 | 537,786 | 126,129 | 0 | 2,394,381 | 5.50% | 25,000 | 4,997 | **29,997** | 1,894,673 | 1,705,206 | 2,394,381 | **(499,708)** | 12,155,793 | **9,761,412** | 89,567 |
| 5 | 55 | 537,786 | 161,269 | 0 | 3,068,436 | 5.50% | 25,000 | 5,122 | **30,122** | 2,556,232 | 2,300,609 | 3,068,436 | **(512,204)** | 12,795,592 | **9,727,156** | 89,567 |
| 6 | 56 | 537,786 | 218,390 | 33,612 | 3,833,223 | 6.00% | 25,000 | 5,688 | **30,688** | 3,264,419 | 2,937,977 | 3,833,223 | **(568,804)** | 13,482,019 | **9,648,796** | 89,567 |
| 7 | 57 | 537,786 | 262,261 | 0 | 4,608,270 | 6.00% | 25,000 | 5,854 | **30,854** | 4,022,827 | 3,620,544 | 4,608,270 | **(585,443)** | 14,218,667 | **9,610,397** | 89,567 |
| 8 | 58 | 537,786 | 308,763 | 0 | 5,429,819 | 6.00% | 25,000 | 5,945 | **30,945** | 4,835,325 | 4,351,793 | 5,429,819 | **(594,494)** | 15,009,405 | **9,579,586** | 89,567 |
| 9 | 59 | 537,786 | 358,056 | 0 | 6,300,662 | 6.00% | 25,000 | 5,946 | **30,946** | 5,706,077 | 5,135,469 | 6,300,662 | **(594,585)** | 15,858,397 | **9,557,735** | 89,567 |
| 10 | 60 | 537,786 | 410,307 | 0 | 7,223,754 | 6.00% | 25,000 | 5,460 | **30,460** | 6,677,774 | 6,009,997 | 7,223,754 | **(545,980)** | 16,808,334 | **9,584,580** | 89,567 |
| 11 | 61 | 0 | 433,425 | 0 | 7,632,180 | 6.00% | 25,000 | 4,171 | **29,171** | 7,215,063 | 6,493,557 | 7,632,180 | **(417,117)** | 17,323,863 | **9,691,683** | 89,567 |
| 12 | 62 | 0 | 457,931 | 0 | 8,065,110 | 6.00% | 25,000 | 2,724 | **27,724** | 7,792,735 | 7,013,462 | 8,065,110 | **(272,375)** | 17,879,775 | **9,814,665** | 89,567 |
| 13 | 63 | 0 | 483,907 | 0 | 8,524,017 | 6.00% | 25,000 | 1,099 | **26,099** | 8,414,150 | 7,572,735 | 8,524,017 | **(109,867)** | 18,479,430 | **9,955,413** | 89,567 |
| 14 | 64 | 0 | 511,441 | 0 | 9,010,458 | 6.00% | 25,000 | 0 | **25,000** | 9,082,944 | 8,174,650 | 9,010,458 | **0** | 19,126,464 | **10,116,006** | 89,567 |
| 15 | 65 | 0 | 540,627 | 0 | 9,526,086 | 6.00% | 25,000 | 0 | **25,000** | 9,803,056 | 8,822,750 | 9,526,086 | **0** | 19,824,816 | **10,298,730** | 89,567 |
| 16 | 66 | 0 | 571,565 | 0 | 10,097,651 | 6.00% | 0 | 0 | **0** | 10,578,746 | 9,520,871 | 10,097,651 | **0** | 20,578,746 | **10,481,095** | 89,567 |
| 17 | 67 | 0 | 605,859 | 0 | 10,703,510 | 6.00% | 0 | 0 | **0** | 11,390,163 | 10,251,147 | 10,703,510 | **0** | 21,390,163 | **10,686,653** | 89,567 |
| 18 | 68 | 0 | 642,211 | 0 | 11,345,720 | 6.00% | 0 | 0 | **0** | 12,264,237 | 11,037,813 | 11,345,720 | **0** | 22,264,237 | **10,918,517** | 89,567 |
| 19 | 69 | 0 | 680,743 | 0 | 12,026,464 | 6.00% | 0 | 0 | **0** | 13,204,972 | 11,884,475 | 12,026,464 | **0** | 23,204,972 | **11,178,508** | 89,567 |
| 20 | 70 | 0 | 721,588 | 0 | 12,748,051 | 6.00% | 0 | 0 | **0** | 14,215,634 | 12,794,071 | 12,748,051 | **0** | 24,215,634 | **11,467,583** | 89,567 |
| 21 | 71 | 0 | 764,883 | 0 | 13,512,934 | 6.00% | 0 | 0 | **0** | 15,299,057 | 13,769,151 | 13,512,934 | **0** | 25,299,057 | **11,786,123** | 89,567 |
| 22 | 72 | 0 | 810,776 | 0 | 14,323,710 | 6.00% | 0 | 0 | **0** | 16,459,392 | 14,813,453 | 14,323,710 | **0** | 26,459,392 | **12,135,682** | 89,567 |
| 23 | 73 | 0 | 859,423 | 0 | 15,183,133 | 6.00% | 0 | 0 | **0** | 17,701,902 | 15,931,712 | 15,183,133 | **0** | 27,701,902 | **12,518,769** | 89,567 |
| 24 | 74 | 0 | 910,988 | 0 | 16,094,121 | 6.00% | 0 | 0 | **0** | 19,032,528 | 17,129,275 | 16,094,121 | **0** | 29,032,528 | **12,938,407** | 89,567 |
| 25 | 75 | 0 | 965,647 | 0 | 17,059,768 | 6.00% | 0 | 0 | **0** | 20,458,874 | 18,412,987 | 17,059,768 | **0** | 30,458,874 | **13,399,106** | 89,567 |
| 26 | 76 | 0 | 1,023,586 | 0 | 18,083,354 | 6.00% | 0 | 0 | **0** | 21,985,781 | 19,787,203 | 18,083,354 | **0** | 31,985,781 | **13,902,427** | 89,567 |
| 27 | 77 | 0 | 1,085,001 | 0 | 19,168,356 | 6.00% | 0 | 0 | **0** | 23,622,204 | 21,259,984 | 19,168,356 | **0** | 33,622,204 | **14,453,848** | 89,567 |
| 28 | 78 | 0 | 1,150,101 | 0 | 20,318,457 | 6.00% | 0 | 0 | **0** | 25,374,532 | 22,837,079 | 20,318,457 | **0** | 35,374,532 | **15,056,075** | 89,567 |
| 29 | 79 | 0 | 1,219,107 | 0 | 21,537,564 | 6.00% | 0 | 0 | **0** | 27,249,117 | 24,524,205 | 21,537,564 | **0** | 37,249,117 | **15,711,553** | 89,567 |
| 30 | 80 | 0 | 1,292,254 | 0 | 22,829,818 | 6.00% | 0 | 0 | **0** | 29,252,598 | 26,327,338 | 22,829,818 | **0** | 39,252,598 | **16,422,780** | 89,567 |
| 31 | 81 | 0 | 1,369,789 | 0 | 24,199,607 | 6.00% | 0 | 0 | **0** | 31,393,298 | 28,253,968 | 24,199,607 | **0** | 41,393,298 | **17,193,691** | 89,567 |
| 32 | 82 | 0 | 1,451,976 | 0 | 25,651,584 | 6.00% | 0 | 0 | **0** | 33,678,658 | 30,310,792 | 25,651,584 | **0** | 43,678,658 | **18,027,074** | 89,567 |
| 33 | 83 | 0 | 1,539,095 | 0 | 27,190,679 | 6.00% | 0 | 0 | **0** | 36,119,316 | 32,507,384 | 27,190,679 | **0** | 46,119,316 | **18,928,637** | 89,567 |
| 34 | 84 | 0 | 1,631,441 | 0 | 28,822,120 | 6.00% | 0 | 0 | **0** | 38,725,508 | 34,852,957 | 28,822,120 | **0** | 48,725,508 | **19,903,388** | 89,567 |
| 35 | 85 | 0 | 1,729,327 | 0 | 30,551,447 | 6.00% | 0 | 0 | **0** | 41,507,071 | 37,356,364 | 30,551,447 | **0** | 51,507,071 | **20,955,624** | 89,567 |
| 36 | 86 | 0 | 1,833,087 | 0 | 32,384,534 | 6.00% | 0 | 0 | **0** | 44,473,857 | 40,026,471 | 32,384,534 | **0** | 54,473,857 | **22,089,323** | 89,567 |
| 37 | 87 | 0 | 1,943,072 | 0 | 34,327,606 | 6.00% | 0 | 0 | **0** | 47,636,382 | 42,872,744 | 34,327,606 | **0** | 57,636,382 | **23,308,776** | 89,567 |
| 38 | 88 | 0 | 2,059,656 | 0 | 36,387,262 | 6.00% | 0 | 0 | **0** | 51,006,325 | 45,905,693 | 36,387,262 | **0** | 61,006,325 | **24,619,063** | 89,567 |
| 39 | 89 | 0 | 2,183,236 | 0 | 38,570,498 | 6.00% | 0 | 0 | **0** | 54,597,024 | 49,137,322 | 38,570,498 | **0** | 64,597,024 | **26,026,526** | 89,567 |
| 40 | 90 | 0 | 2,314,230 | 0 | 40,884,728 | 6.00% | 0 | 0 | **0** | 58,423,613 | 52,581,252 | 40,884,728 | **0** | 68,423,613 | **27,538,885** | 89,567 |
| **Totals:** | | **5,377,860** | **35,814,644** | **67,223** | | | **375,000** | **60,492** | **435,492** | | | | | | | **3,582,680** |

The hypothetical lender interest rate used is reflected under column # 7 as listed above.
This loan scenario has been prepared by Cascade Wealth Preservation, LLC and must be accompanied by an NAIC life insurance sales illustration.
Illustrated rates and values are projections and not guaranteed. Actual future results may vary.
Collateral projections may vary depending on the requirements of the lender selected. Additional lender fees may apply.
Any out-of-pocket outlay reflected under column #8 would be considered a gift to the ILIT Trust and would be subject to annual gift tax rules.

CASCADE
WEALTH PRESERVATION LLC

## Producer Information

Name: ____________________

Company: ____________________

Phone: ____________________

Fax: ____________________

E-mail: ____________________

Does the agent have experience in selling Premium Finance ☐ Yes ☐ No

## Client Information

Insured Name: ____________________

Date of Birth: ____________________

Risk: ☐ Smoker ☐ Standard ☐ Preferred ☐ Rating? __________

State of Residence: ____________________

Second Insured Name: ____________________

Date of Birth: ____________________

Risk: ☐ Smoker ☐ Standard ☐ Preferred ☐ Rating? __________

State of Residence: ____________________

Any known health conditions: ____________________

## Life Insurance Information

Life Insurance Need (Purpose): ____________________

Life Insurance Death Benefit Need (Amount): ____________________

Level "Net" Death Benefit Desired: ☐ Yes ☐ No

How was death benefit determined? ____________________

Policy Owner: ____________________

Product Preference: ☐ Single Life ☐ Survivorship Life
☐ Universal Life ☐ Indexed Universal Life
☐ Other: ____________________

Premium Amount: ____________________

Number of Years to Pay Premium: ____________________

Current Crediting Rate Assumption: __________ % 1035 Amount: __________

Other Design Requests: ____________________

Current Insurance In Force: ____________________

Will any coverage be replaced? ____________________

## Premium Financing Information

Interest Options: ❑ In Advance ❑ In Arrears

Loan Payment Options: ______________________________

- ❑ Repay at Death
- ❑ Year of Repayment:________________ (a pre-payment penalty may apply)
  - ❑ Repayment from Policy Loans
  - ❑ Repayment from Retained Capital
  - ❑ Repayment from Walton GRAT______________________________
  - ❑ Other (Please specify)______________________________

Assumed After-tax Retained Capital Growth Rate (Max 6%):

*(Premium finance sales assume that the premiums are borrowed, instead of being paid out of pocket, because the retained funds have the potential to grow at an attractive rate of return.)*

Collateral Assets Available: ______________________________

______________________________

*(Many premium finance arrangements require the loans to be fully collateralized. What assets can the client provide in the early years of the arrangement when the policy's cash surrender values may not equal the total loan balance?)*

What is the client's tolerance for out of pocket expenses?______________________________

______________________________

______________________________

*(Premium finance arrangements include the interest costs. Does the client have the capacity to pay the interest? Are there gifting limits (where the policy is owned by an Irrevocable Life Insurance Trust) that would affect those payments?)*

## Additional Financial Data

Cash/Cash Equivalents: ______________________ Gross Income: ______________________

Marketable Securities: ______________________ Expenses: ______________________

Real Estate: ______________________ Net Income: ______________________

Business: ______________________________

Qualified Retirement Plan: ______________________ Additional Information: ______________________

Other Assets: ______________________________

Total Net Worth: ______________________________

# Below is a list of the most common forms of documentation that lenders often request from borrowers:

## Individual

- ❑ Signed and dated current personal financial statement (less than 6 months old)
- ❑ Signed and dated past 3 years of complete tax returns
- ❑ Signed lender application
- ❑ Premium finance illustration
- ❑ Insurance company illustration
- ❑ Brokerage statements to verify net worth

## Trust

Same as individual plus the following:

- ❑ Signed and dated current Trust financial statement (less than 6 months old)
- ❑ Signed and dated past 3 years of complete Trust tax returns
- ❑ Copy of executed Trust (signed, dated and notorized)

## Corporation

Same as individual plus the following:

- ❑ Signed and dated current Corporate financial statement (less than 6 months old)
- ❑ Articles of incorporation and bylaws (include list of Officers and Directors)
- ❑ Copy of audited Corporate tax returns - last 3 years (complete with all schedules, signed and dated by the Tax Filer(s))

## Partnership

Same as corporation plus the following:

- ❑ Copy of the Partnership agreement (include complete list of Partners)
- ❑ Copy of certificate of Limited Partnership

## LLC

Same as corporation plus the following:

- ❑ Copy of Operating Agreement (include complete list of Officers and Directors)
- ❑ Copy of Certificate of Formation

CASCADE
WEALTH PRESERVATION LLC

128 Warren Street, Lowell, MA 01852
acoravos@cascadewp.com