INTRODUCING

FINANCED LIFE INSURANCE

Presented to

Valued Advisor

FINANCED LIFE INSURANCE
ENHANCED FUNDING

Financed life insurance is commonly defined as an arrangement whereby some or all scheduled life insurance premiums are borrowed from a specialty lender, commercial lender, regional or money center bank. These loans are specialized and incorporate features that are unique and industry specific. Primarily utilized by high-net-worth individuals the financing of premiums can enhance standard life insurance planning via these principals: (1) use of leverage; (2) the possibility of positive arbitrage; (3) retaining capital.

Leverage is the concept of using debt to amplify or increase the long-term benefits of a given life insurance-based transaction. If the policy performs as illustrated, the out of pocket cost to the borrower, maybe less than the scheduled annual life insurance premiums. However, be aware of the risks when the policy projections are based on non-guaranteed values.[1]

Positive Arbitrage is possible when borrowing at a certain interest rate to fund a life insurance policy that may credit an amount that exceeds the interest rate charged on the loan. It is important to note such a result takes time to evolve and the borrower must be prepared for a variation in results. As with leverage - if the policy performance illustrated is non-guaranteed, there is a risk that the policy will underperform projections which will affect policy cash value accumulation and the ability to use policy values to repay the loan. [1]

Retained Capital is the concept that some insureds/borrowers have superior uses for the monies they would use to fund a life insurance policy on an out of pocket basis. These “retained” assets may provide a the poctential for rate of return superior to other alternatives thus providing a net economic benefit to the asset holder.

The combination of these three principals with other aspects of financing offer a compelling solution to individuals that can qualify for such an arrangement and manage the risks associated with financing.

The potential benefits of financing are varied and compelling:

- Investment portfolios may be maintained providing ongoing asset accumulation and capital growth
- Preservation of current cash flow and liquidity – limiting the reduction in income or savings to pay life insurance premiums
- Depending on the timing of the death benefit, financing may offer greater cash value accumulation potential when contrasted with full out of pocket premium situations
- Combined with other estate planning techniques, may reduce potential tax liabilities
- Increases life insurance purchasing power – insureds may be able to acquire more death benefit with less out of pocket costs than traditional payment methods[2]

- Possible long-term objectives and advanced planning scenarios:
- Estate planning
- Non-qualified, tax-advantaged income
- Asset and savings diversification[3]
- Commercial buy-sell arrangements
- Key-person award and retention
- Executive bonus
- Supplemental group benefits

TRANSACTION OVERVIEW

The decision to finance a life insurance policy will be based on a careful review of your planning considerations, long-term objectives and risk tolerance. Your financial advisor and other professionals will guide you through the process of applying for the life insurance coverage and the underwriting for the specialty loan. Applying for the loan will involve, at a minimum, a short-form application and the exchange of other financial and KYC (Know Your Customer) details. Important points of consideration:

- Most loans are not made to individuals but rather some type/form of entity. Examples: trusts, companies, corporations, partnerships or special purpose vehicles. Determining the entity is guided by the planning scenario and recommendation of your advisors.
- Securing and managing collateral is of paramount importance. The lender will require, in advance, complete details regarding the form of collateral. All collateral will be contractually secured, by the lender and reviewed at least on an annual basis. Please reference the section on Risk Management for more details.
- Loan underwriting can require a substantial amount of information and documentation. A degree of patience will be required as the fact pattern of a given case evolves and the lender reviews the details.

HOW DOES IT WORK

① Your financial advisor recommends a specific policy based on long-term goals and other considerations

② Instead of paying the premiums directly, a financing arrangement is selected to fund the premiums

③ The life policy is applied for and the life insurance company starts the underwriting process

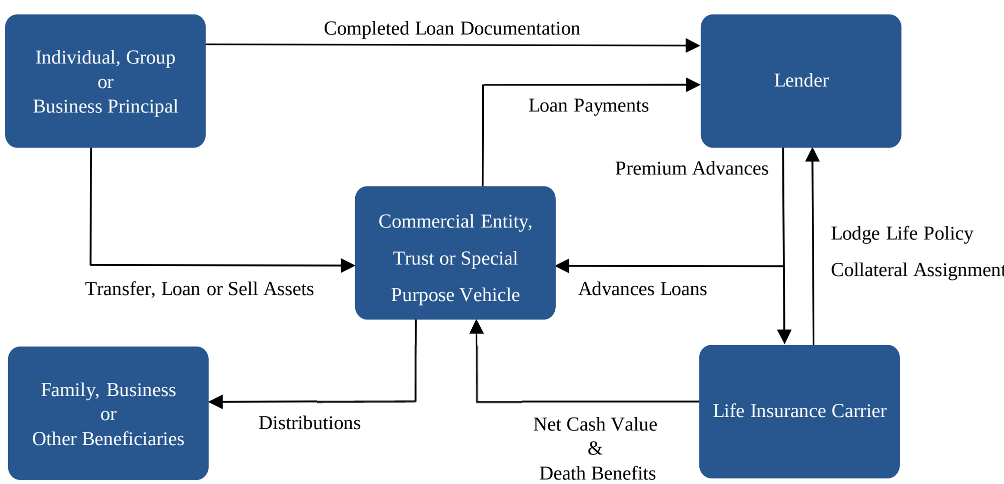
④ Design options, for the policy and loan are evaluated and a decision is made relative to the amount of life insurance coverage and specifics as to the configuration of the loan

⑤ The loan structure is reviewed – all loans are made to entities such as trusts, LLCs or corporations

⑥ The projected level and source of gap collateral is agreed upon by all parties to the transaction

⑦ Loan application is submitted and other due diligence information is collected

⑧ Following the payoff of the loan the long-term strategy is executed



The life insurance companies with which your agent works are bound only by the terms of the life insurance policies that they issue and are independent of the company(ies) offering premium financing.

THE DYNAMICS OF THE TRANSACTION

The most prominent variables in a financed life insurance transaction are the interest rates charged on the loan and the performance of the life insurance policy – as reflected in the long-term crediting rate and accumulated value. As of this writing there is no common benchmark used in setting interest rates for financed life insurance transactions. There are a variety of indexes such as the Secured Overnight Financing Rate (SOFR), Constant Maturity Treasury (CMT) and PRIME. The all-in interest rate, charged by the lender, is the total of the reference and a spread which is set by the lender. The reference or benchmark rate is floating – that is, the rate will change at some interval and be reset to a prevailing level. The interest rate spread is usually contractually fixed over the term of the loan. Some lenders offer fixed rates or derivatives to address perceived interest rate risk or volatility in the benchmark rate.

Whole Life and other types of permanent coverage reflect policy crediting based on the issuer's general account returns and perhaps an annual dividend as declared by the insurance carrier.

The long-term interchange between the life insurance policy's performance and the interest charged on the loan is a key determinant of collateral requirements and the relative success of the financing transaction. Over time, under ideal conditions, there will be a positive differential between the loan interest rate and crediting of the financed policy. There is no guarantee of such an outcome although prudent design and management of the loan will increase the probability of such an outcome. Specific recommendations:

- Using a balanced amount of leverage (as reflected in the annual loan servicing payment) that does not place excessive stress on the financing arrangement
- Staying current with all lender requirements
- Avoid terminating or funding less than the scheduled annual premiums
- As the transaction develops evaluate changes to the loan and/or policy to account for changing economic and financial conditions

Past performance is no indication of future results

RISK MANAGEMENT

Using borrowed monies for funding life insurance is an advanced technique and does involve degrees of risk. The lender is always fully secured (via collateral) and the borrower is contractually bound to fulfill the terms and conditions of the loan agreement. The borrower should anticipate and plan for variations in life policy performance, interest rates, personal financial changes and macro-economic factors – all of which can influence the borrower's capability to manage the loan. The primary reason some loans are placed in jeopardy is the inability of the borrower to provide the required level of collateral. Two areas of particular focus should be interest rates and the relative performance of the financed life insurance policy. Key points of consideration:

- Monetary policy beginning in early 2022 became more restrictive and prevailing interest rates rapidly increased – including the rates used by banks and specialty lenders serving the financed life insurance industry. As of this writing rates are expected to remain relatively elevated. Case design and other expectations of long-term results should be adjusted accordingly.
- Life insurance illustrations present hypothetical results. Insureds/borrowers should familiarize themselves with the differences between guaranteed and non-guaranteed results. Most financing projections use these illustrations to create projections as to collateral, net death benefit and possible exit strategies. Furthermore, most financing projections use, to some extent, non-guaranteed values – which will absolutely fluctuate over time. Given this, the non-guaranteed values should not be considered absolute and actual results will differ.
- Adverse changes in an insured's/guarantor's financial condition can impact their ability to fulfill gap collateral and other lender requirements.
- Life insurance company financial credit ratings can vary over time. The loss of a minimum credit rating may be considered a technical default of the loan.
- Exogenous economic/financial events may change lender's capabilities/willingness to renew or extend outstanding loans.

Given the number of variations and possibilities all borrowers should:

- Use loan models and illustrations that simulate rising interest rates and variation in the buildup of the funded life insurance policy's cash surrender value
- Budget for an annual out of pocket amount to reduce the amount of accrued interest, financed premium and/or reduce the principal balance of the loan
- Devise multiple exit strategies
- Retain properly trained financial advisors who are working in concert with legal and tax counsel
- Take time during each policy year to analyze the arrangement and plan, in advance, for changes (known and unknown)

HYPOTHETICAL FINANCED LIFE INSURANCE POLICY – PROJECTED NON-GUARANTEED RESULTS “QUICK VIEW”

PRESENTED TO AGENT: VALUED ADVISOR
PROPOSED INSURED: VALUED CLIENT
LIFE INSURANCE COMPANY (ISSUER): VALUED CARRIER
PRODUCT: INDEXED UNIVERSAL LIFE

Columns vary in timing, with some showing beginning-of-year values and others end-of-year values

Age	*** Year	Lender Premium Schedule	Projected End of Year Loan Balance	Estimated Loan Interest Rate	Projected Annual Loan Interest	Annual Client Contribution	Projected Loan Pay Off / Illustrated Index Disbursement	Illustrated Life Policy Low Points / Surrender Values	Estimated Basic Collateral Calculation	Estimated Collateral Range *(ECR)	Illustrated Gross Death Benefit	Net Death Benefit After Loan Repayment
			$552,734	6.00%	$41,008	$155,000		$522,558	$30,176	$30,176	$10,554,999	$10,002,265
46	1	$624,175	$552,734	6.00%	$41,008	$155,000		$522,558	$30,176	$30,176	**$10,554,999**	**$10,002,265**
47	2	$624,175	$1,088,487	5.75%	$68,794	$155,000		$1,045,288	$43,199	$43,199	**$11,148,166**	**$10,059,679**
48	3	$624,175	$1,652,958	5.50%	$95,679	$155,000		$1,571,085	$81,873	$81,873	**$11,779,421**	**$10,126,463**
49	4	$624,175	$2,244,740	5.25%	$121,376	$155,000		$2,451,526	$73,851	$198,149	**$12,451,526**	**$10,206,786**
50	5	$624,175	$2,862,130	5.00%	$145,596	$155,000		$3,167,320	$57,387	$236,108	**$13,167,320**	**$10,305,190**
51	6	$624,175	$3,512,490	5.00%	$176,895	$155,000		$3,927,332	$39,023	$342,912	**$13,927,332**	**$10,414,842**
52	7	$624,175	$4,197,580	5.00%	$209,864	$155,000		$4,736,541	$13,591	$477,899	**$14,736,541**	**$10,538,961**
53	8	$624,175	$4,919,255	5.00%	$244,594	$155,000		$5,597,951	$0	$643,827	**$15,597,951**	**$10,678,696**
54	9	$624,175	$5,679,469	5.00%	$281,179	$155,000		$6,514,617	$0	$843,788	**$16,514,617**	**$10,835,148**
55	10	$624,175	$6,480,279	5.00%	$319,718	$155,000		$7,489,745	$0	$1,081,135	**$17,489,745**	**$11,009,466**
56	11		$6,826,336	5.00%	$328,514			$7,972,826	$0	$1,355,227	**$11,959,239**	**$5,132,903**
57	12		$7,190,873	5.00%	$346,057			$8,490,382	$0	$1,658,031	**$12,395,957**	**$5,205,084**
58	13		$7,574,877	5.00%	$364,537			$9,045,021	$0	$1,992,295	**$12,843,930**	**$5,269,053**
59	14		$7,979,388	5.00%	$384,004			$9,639,628	$0	$2,360,976	**$13,302,686**	**$5,323,298**
60	15		**$8,405,500**	5.00%	$404,511			$10,277,343	$0	$2,767,301	**$13,771,640**	**$5,366,140**
61	16			**Est. Loan Payoff ***			**$8,405,500**	$2,111,336	$0	$0	**$5,426,260**	**$5,426,260**
62	17				$0		$0	$2,374,710	$0	$0	**$5,701,058**	**$5,701,058**
63	18				$0		$0	$2,664,216	$0	$0	**$5,984,921**	**$5,984,921**
64	19				$0		$0	$2,982,272	$0	$0	**$6,277,671**	**$6,277,671**
65	20				$0		$526,561	$2,773,415	$0	$0	**$6,021,358**	**$6,021,358**
66	21				$0		$526,561	$2,565,089	$0	$0	**$5,740,121**	**$5,740,121**
67	22				$0		$526,561	$2,357,119	$0	$0	**$5,600,607**	**$5,600,607**
68	23				$0		$526,561	$2,150,137	$0	$0	**$5,454,364**	**$5,454,364**
69	24				$0		$526,561	$1,944,834	$0	$0	**$5,300,457**	**$5,300,457**
70	25				$0		$526,561	$1,741,999	$0	$0	**$5,137,873**	**$5,137,873**
71	26				$0		$526,561	$1,542,293	$0	$0	**$4,965,237**	**$4,965,237**
72	27				$0		$526,561	$1,351,921	$0	$0	**$4,541,884**	**$4,541,884**
73	28				$0		$526,561	$1,174,089	$0	$0	**$4,077,022**	**$4,077,022**
74	29				$0		$526,561	$1,012,720	$0	$0	**$3,567,602**	**$3,567,602**
75	30				$0		$526,561	$872,571	$0	$0	**$3,010,577**	**$3,010,577**
76	31				$0		$526,561	$759,452	$0	$0	**$2,402,996**	**$2,402,996**
77	32				$0		$526,561	$666,698	$0	$0	**$2,435,394**	**$2,435,394**
78	33				$0		$526,561	$597,126	$0	$0	**$2,500,362**	**$2,500,362**
79	34				$0		$526,561	$553,786	$0	$0	**$2,601,625**	**$2,601,625**
80	35				$0		$526,561	$539,985	$0	$0	**$2,743,209**	**$2,743,209**
81	36				$0		$526,561	$559,276	$0	$0	**$2,929,435**	**$2,929,435**
82	37				$0		$526,561	$615,171	$0	$0	**$3,164,617**	**$3,164,617**
83	38				$0		$526,561	$711,677	$0	$0	**$3,453,630**	**$3,453,630**
84	39				$0		$526,561	$853,100	$0	$0	**$3,801,705**	**$3,801,705**
85	40				$0		$526,561	$1,044,039	$0	$0	**$4,214,426**	**$4,214,426**
86	41				$0		$526,561	$1,287,981	$0	$0	**$4,696,254**	**$4,696,254**
87	42				$0		$526,561	$1,586,453	$0	$0	**$5,249,649**	**$5,249,649**
88	43				$0		$526,561	$1,942,591	$0	$0	**$5,878,809**	**$5,878,809**
89	44				$0		$526,561	$2,358,621	$0	$0	**$6,587,036**	**$6,587,036**
90	45				$0		$526,561	$2,836,316	$0	$0	**$7,377,217**	**$7,377,217**
91	46				$0		$526,561	$3,378,289	$0	$0	**$8,253,189**	**$8,253,189**
92	47				$0		$526,561	$4,061,793	$0	$0	**$8,250,138**	**$8,250,138**
93	48				$0		$526,561	$4,922,321	$0	$0	**$8,297,624**	**$8,297,624**
94	49				$0		$526,561	$6,003,283	$0	$0	**$8,422,724**	**$8,422,724**
95	50				$0		$526,561	$7,358,061	$0	$0	**$8,659,819**	**$8,659,819**
96	51				$0		$526,561	$9,036,557	$0	$0	**$9,036,557**	**$9,036,557**
97	52				$0		$526,561	$10,953,765	$0	$0	**$10,953,765**	**$10,953,765**
98	53				$0		$526,561	$13,134,554	$0	$0	**$13,134,554**	**$13,134,554**
99	54				$0		$526,561	$15,606,086	$0	$0	**$15,606,086**	**$15,606,086**
100	55				$0		$526,561	$18,398,016	$0	$0	**$18,398,016**	**$18,398,016**

* Estimated Loan Payoff is hypothetical and non-guaranteed. It is not a contractually scheduled payoff date. Actual repayment may occur later, earlier, in a different amount, or not at all, and may require additional collateral or outside funds.

NOTICE: IT IS IMPORTANT THAT YOU REVIEW CAREFULLY THE NOTICE AND DISCLAIMER TO LEAD ADVISOR / PRIMARY WRITING AGENT VALUED ADVISOR AND CLIENT VALUED CLIENT LOCATED ON THE FOLLOWING PAGE OF THIS PROJECTION

NOTICE AND DISCLAIMER TO LEAD ADVISOR / WRITING AGENT VALUED ADVISOR AND CLIENT VALUED CLIENT

Insured Name :	Valued Client	Lender :	To Be Determined
Insured Age :	45	Initial Estimated Interest Rate :	6.00%
		Origination Fee :	$46,813.13
		Annual Servicing Fee :	$3,121.00

The interest rate utilized in this hypothetical projection was formulated and provided solely by the lender. The rate was derived by utilizing factors known only to the lender. Notwithstanding any interest rate ultimately charged, it is typically a product of an established reference plus a mark-up, known as a “spread,” in an amount set by the lender and not by Northstar Funding Partners (NSFP). Examples of references that the lender might employ include but are not limited to: (1) The Wall Street Journal Prime Rate (WSJ Prime); (2) a designated duration/term of the Secured Overnight Financing Rate (SOFR); and (3) a designated duration/term of the Constant Maturity Treasury Rate (CMT Rate). Other references are sometimes chosen by the lender. Additionally, most rates are “floating” or “variable,” meaning they will fluctuate at a set frequency or at any time. It is important that you read and understand the applicable loan documentation, term sheet, or other lender-generated communications and documentation. NSFP does not set or otherwise control these rates, and nothing in this illustration constitutes a representation or warranty by NSFP as to any current or actual rates. As with all components of this hypothetical projection, the interest rate projections are also hypothetical and do not represent a guarantee of any kind. Changes and fluctuations in the charged interest rate should be expected and can be significant. It is important that you understand these potential changes and fluctuations. It is also important that you understand that NSFP plays no part in setting interest rates or establishing the mechanisms by which they operate. NSFP makes no representation or warranty as to any current or future interest rates or the mechanisms by which they operate. Likewise, the life insurance benefits and values in this hypothetical are not guaranteed. These benefits and values are provided by the insurance company and are based upon assumptions that can change or be modified at the discretion of the insurer and based upon product performance, none of which are controlled by NSFP. This means that actual results may be more or less favorable than those set forth in this hypothetical. Each insurer employs its own set of assumptions, which can differ greatly. For a better understanding of these assumptions and how they may change, you should consult with the insurer. Nothing in this illustration constitutes a representation or warranty by NSFP concerning insurance performance, underlying assumptions, or suitability for any particular insured. As with interest rates, NSFP plays no role in the assumptions utilized by the insurer or the mechanisms by which they may be changed. This hypothetical projection will be accompanied by a complete insurance company illustration, and it is important that you review it carefully. NSFP's premium finance model (“Quick View”) utilized in this projection is derived from the rates and assumptions provided by the lender and insurer, as described above. The results of NSFP's projections are purely hypothetical and do not represent a guarantee of performance or any specific outcome. Certain illustrated loan payoff or disbursement values may reflect lender provisions that include contractual minimum interest rates or other lender terms. However, the illustrated results assume that policy performance and loan terms occur exactly as shown. Variations in policy performance, index credits, interest rates, loan costs, lender terms, or other factors may materially affect the timing and amount of any loan payoff or policy disbursement. Any guarantees referenced in lender or insurance documentation apply only to specific contractual provisions and do not guarantee the illustrated results shown in this projection. When evaluating or entering such a transaction, you should anticipate fluctuations—potentially significant—in actual policy performance and loan results. By receipt of this Notice and the Quick View, you acknowledge that this projection does not establish any contractual or legal relationship with NSFP and does not constitute a representation or warranty of any kind. You further acknowledge that it is the sole responsibility of the Agent and the customer’s tax and legal professionals to advise and guide the review of the insurance and loan documentation. NSFP disclaims the accuracy of any component of this projection, as all projections are purely hypothetical. By the Agent’s presentation of this projection to the customer, it is understood and agreed that the Agent shall hold NSFP, its agents, employees, and affiliates harmless from any and all losses, legal expenses, claims, or legal proceedings to the fullest extent permitted by applicable law. It is further acknowledged that NSFP does not provide tax or legal advice and is not affiliated with any financial institution, life insurance company, or the Agent.

Agents Customer Date

Lead Advisor Date

LEAD ADVISOR AND CLIENT RISK ACKNOWLEDGEMENT

Before relying on any projection, illustration, recommendation, or presentation involving the strategy, the lead advisor must review the following points with the client. For purposes of this acknowledgement, the "lead advisor" is the financial professional with the direct client relationship and is solely responsible for communicating with the client, reviewing the client's objectives and financial circumstances, explaining the strategy, determining whether the strategy is appropriate, and ensuring the client understands the risks, obligations, and ongoing responsibilities.

NSFP operates only in a wholesale, training, case design, premium finance strategy support, and administrative support capacity for the lead advisor. NSFP does not communicate directly with the client, present the strategy to the client, determine client suitability, or provide individualized consumer, tax, legal, investment, or financial advice to the client. NSFP may appear on insurance applications, carrier forms, or related documents for carrier processing requirements or in connection with the wholesale/support services provided to the lead advisor. Such inclusion does not make NSFP the lead advisor, create a client-facing advisory relationship, or alter the lead advisor's responsibility to explain the strategy, review suitability, and service the client relationship.

Client Initial:

________ **NOT A RETIREMENT ACCOUNT**

I.R.A. Insured Retirement Advantage® is a branded premium financing strategy for purchasing life insurance. It is not an IRA, qualified plan, ERISA plan, retirement account, bank product, or investment account.

________ **LIFE INSURANCE NEED REQUIRED**

This strategy is appropriate only where there is an independent and legitimate need for life insurance protection.

________ **NON-GUARANTEED RESULTS**

Projected values, income, loan payoff, policy performance, and collateral calculations are hypothetical and are not guaranteed.

________ **INTEREST RATE AND LENDER RISK**

Loan rates, spreads, lender terms, collateral requirements, underwriting requirements, and lender availability may change and are controlled by the lender, not NSFP.

________ **POLICY PERFORMANCE RISK**

Index credits, policy charges, cost of insurance, caps, participation rates, crediting rates, and insurer assumptions may change and can materially affect results.

________ **COLLATERAL AND OUTSIDE FUNDS**

Additional collateral or outside funds may be required to maintain the policy, support the loan, repay the lender, prevent a lapse, or continue the strategy.

________ **INCOME MAY VARY**

Illustrated income may be lower, delayed, reduced, unavailable, or may require additional funding depending on actual policy performance and loan results.

________ **TAX AND LEGAL REVIEW**

Policy loans, withdrawals, lapse, surrender, ownership structure, collateral assignment, and financing terms should be reviewed by the client's independent tax and legal advisors.

________ **LEAD ADVISOR REVIEW REQUIRED**

The lead advisor has reviewed the strategy, risks, illustrations, financing assumptions, and client obligations with the client and has determined that the client understands the strategy and has the financial ability to maintain it.

________ **ANNUAL REVIEW REQUIRED**

The strategy should be reviewed at least annually with the lead advisor, lender documents, carrier illustration, loan terms, collateral requirements, and updated assumptions.

Advisor / Writing Agent Signature / Date: ______________________________

Client Signature / Date: ______________________________

This acknowledgement is intended to support, not replace, the complete carrier illustration, insurance application, lender documents, compensation disclosures, and professional tax/legal advice.

MORE DETAILED INFORMATION CAN BE SOURCED THROUGH THE NORTHSTAR FUNDING PARTNERS RESOURCE LIBRARY

CONSUMER GUIDE TO PREMIUM FINANCE
LOAN TYPES AND CASE PLANNING
MODELING AND STRESS TESTING
FOREIGN NATIONAL GUIDELINES
STEP BY STEP PROCESSING GUIDE FOR TRUSTS AND COMMERCIAL LOANS

POINTS OF REFERENCE

1 Premium financing relies on internal policy funding to pay back the loan. This is not guaranteed and results may be more or less favorable than illustrated. The ability to internally fund a life insurance contract will be dependent upon the performance of the contract and is not guaranteed. If remaining policy values and scheduled premiums are insufficient, additional out-of-pocket payments may be needed to keep the policy in force or to repay the loan.

2 Increases in the death benefit may be subject to additional underwriting approval, changes in the type of death benefit may be limited by policy values.

3 The use of cash value life insurance to provide a tax-free resource for retirement assumes that there is first a need for the death benefit protection. The ability of a life insurance contract to accumulate sufficient cash value to help meet accumulation goals will be dependent upon the amount of extra premium paid into the policy, and the performance of the policy, and is not guaranteed. Policy loans and withdrawals reduce the policy's cash value and death benefit and may result in a taxable event. Withdrawals up to the basis paid into the contract and loans thereafter will not create an immediate taxable event, but substantial tax ramifications could result upon contract lapse or surrender. Surrender charges may reduce the policy's cash value in early years.

4 However, monthly deductions continue to be taken from the account value, including a monthly policy fee, monthly expense charge, cost of insurance charge, and applicable rider charges, regardless of interest crediting.

5 It is possible that coverage will expire when either no premiums are paid following the initial premium, or subsequent premiums are insufficient to continue coverage.

#REF!

TAKE THE NEXT STEPS AND LEARN MORE ABOUT ENHANCED FUNDING

Valued Advisor