



Innovative Solutions has added two powerful tools that make working remotely with your prospects and clients more effective and engaging.

Clients depend on you to find the product that best meets their needs and to clearly present your recommendation to them. We know this is time consuming and difficult to do remotely, so we've added Ensign™ Intelligent Quote and Presentations to our suite of tools – available at no cost to you.

Using these tools, your Innovative Solutions team will provide **objective analysis using real-time data to benchmark solutions** that you can easily present to clients. These tools are integrated with WinFlex and support all carriers.

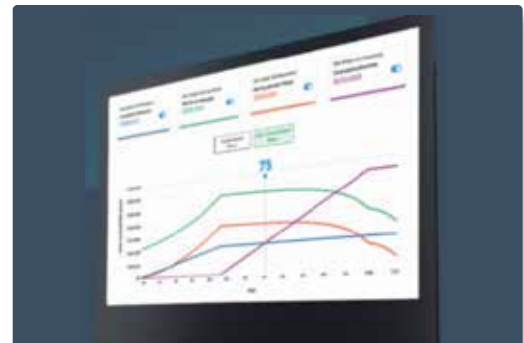
Transform Your Needs Analysis and Quote Process

- Review products and carrier analysis on a summary page
- Compare key features specific to the product and funding strategy
- Save time with streamlined output for multiple product comparisons
- Link to fully compliant illustrations



Interactive Experience Powers Your Remote Client Meetings

- Share easy to understand visuals with real-time analysis
- Review side-by-side product comparisons (including cash-value, income, and death benefit scenarios)
- Present sales concepts – GUL-IUL Protection, IUL Accumulation and Distribution, Cost of Waiting and more
- Use compliance-approved content with clients



Use the power of these tools in your next case.

Call us today at **310.851.8222**

or email us at **jkidd@innovativesolutions.net** to learn more.

Full Service. Dedicated Experts. Proven Results.



Valued Client						
Male • 40 • California • Preferred Best Non-Tobacco						
Pay to AGO • Solve For Death Benefit / Face with Minimum Non-MEC Option • Increasing DB switching to Level at AGI						
Carrier & Product	Initial Death Benefit	Initial Annual Premium	GLB Years	Non-GLB Years	Non-GLB Cash Value Year 80	Illustration
AG - American General Value Protector IUL ① Preferred Best Non-Tobacco	\$380,236	\$63,060	88	91	\$525,908	PDF
Protective Life Protective Interest Choice III, 102/101 ① Preferred Best Non-Tobacco	\$342,227	\$50,000	82	81	\$314,947	PDF
Symetra Life Insurance Company Symetra Protector IUL 2.0 ① Preferred Best Non-Tobacco	\$320,397	\$20,000	80	80	\$356,802	PDF
Prudential Prudential Foundation Plus III, 100/09 ① Preferred Best Non-Tobacco	\$293,945	\$50,000	82	81	\$499,900	PDF
Accordia Life and Annuity Company Global Accumulator IUL ① Preferred Best Non-Tobacco	\$288,058	\$20,000	40	81	\$709,233	PDF
Jurich American Life Insurance Company Jurich Benefit Index III ① Preferred Best Non-Tobacco	\$388,051	\$50,000	80	81	\$591,568	PDF
Symetra Life Insurance Company Symetra Accumulator IUL 2.0 ① Preferred Best Non-Tobacco	\$352,562	\$20,000	44	80	\$676,352	PDF
AAK Equitable Life Anytime Grow Income III Series 129 ① Preferred Best Non-Tobacco	\$316,906	\$20,000	42	80	\$370,571	PDF
Prudential Prudential Index Advantage III, 100/08 ① Preferred Best Non-Tobacco	\$293,945	\$50,000	81	81	\$599,200	PDF
AAK Equitable Life UL Project Series 802 ① Preferred Best Non-Tobacco	\$876,222	\$20,000	40	80	\$345,852	PDF
AG - American General Max Accumulator IUL (2019) ① Preferred Best Non-Tobacco	\$213,509	\$20,000	40	91	\$346,913	PDF
Jason Kidd • Innovative Solutions Insurance Services • 200 N Sepulveda Blvd El Segundo, CA 90245 • 312-818-5100						
This is a supplemental illustration. Illustrations that may contain non-guaranteed items which are subject to change and can be higher or lower than those illustrated. This Life Insurance Analysis is a summary illustration of the individual sales illustrations for each policy. Except for a policy for which only guaranteed information is shown, it is not valid unless preceded or accompanied by the Best Illustration from each company. Refer to the Best Illustrations for guaranteed amounts and other important information. The Internal Rate of Return is the rate at which net outlays prior to and including that year must be compounded at each and every year to generate the Net Death Benefit.						



Intelligent Quote

- Presents products from multiple carriers.
- Compares key features specific to the product and funding strategy.



Presentations

- Highlights illustration values in interactive charts.
- Helps build customer understanding and tell your sales story.
- Lets you present the illustration in a dynamic spreadsheet.

Valued Client											
45 year old male											
Carrier A RUL 1				Carrier B RUL 2				Carrier C RUL 3			
Preferred Best Non-Tobacco				Preferred Best Non-Tobacco				Preferred Best Non-Tobacco			
(\$40,000 only non-qualified death)				(\$40,000 only non-qualified death)				(\$40,000 only non-qualified death)			
Age	Net Cost Premium	Net Cost Premium	Net Cost Premium	Age	Net Cost Premium	Net Cost Premium	Net Cost Premium	Age	Net Cost Premium	Net Cost Premium	Net Cost Premium
40	\$24,000	\$24,000	\$24,000	40	\$24,000	\$24,000	\$24,000	40	\$24,000	\$24,000	\$24,000
45	\$24,000	\$24,000	\$24,000	45	\$24,000	\$24,000	\$24,000	45	\$24,000	\$24,000	\$24,000
50	\$24,000	\$24,000	\$24,000	50	\$24,000	\$24,000	\$24,000	50	\$24,000	\$24,000	\$24,000
55	\$24,000	\$24,000	\$24,000	55	\$24,000	\$24,000	\$24,000	55	\$24,000	\$24,000	\$24,000
60	\$24,000	\$24,000	\$24,000	60	\$24,000	\$24,000	\$24,000	60	\$24,000	\$24,000	\$24,000
65	\$24,000	\$24,000	\$24,000	65	\$24,000	\$24,000	\$24,000	65	\$24,000	\$24,000	\$24,000
70	\$24,000	\$24,000	\$24,000	70	\$24,000	\$24,000	\$24,000	70	\$24,000	\$24,000	\$24,000
75	\$24,000	\$24,000	\$24,000	75	\$24,000	\$24,000	\$24,000	75	\$24,000	\$24,000	\$24,000
80	\$24,000	\$24,000	\$24,000	80	\$24,000	\$24,000	\$24,000	80	\$24,000	\$24,000	\$24,000
85	\$24,000	\$24,000	\$24,000	85	\$24,000	\$24,000	\$24,000	85	\$24,000	\$24,000	\$24,000
90	\$24,000	\$24,000	\$24,000	90	\$24,000	\$24,000	\$24,000	90	\$24,000	\$24,000	\$24,000
95	\$24,000	\$24,000	\$24,000	95	\$24,000	\$24,000	\$24,000	95	\$24,000	\$24,000	\$24,000
100	\$24,000	\$24,000	\$24,000	100	\$24,000	\$24,000	\$24,000	100	\$24,000	\$24,000	\$24,000