

Learn the Advantages:

CASH VALUE LIFE INSURANCE

*Presented by: James R. Grazioli - President
Comprehensive Financial Group Inc.
Financial Service Professional - 33Yrs.*

Learn the Importance of:

1. Access to Cash, Liquidity, Use, & Control of Your Money
2. Share of Market Gains
3. Protection - No Market Losses
4. Saving Taxes



NATIONAL ETHICS ASSOCIATION

REGISTERED MEMBER

James R Grazioli

The aforementioned individual is a registered member of the National Ethics Association, a community of business owners and professionals who support enhanced transparency and ethical business practices.

This Certificate of Membership is valid through:

01/06/2025



**National Ethics
Association™**

ethics.net



HOW SHOULD YOU PAY FOR LARGE
TICKET ITEMS THAT YOU CANNOT PAY
WITH YOUR MONTHLY CASH FLOW?

AUTOMOBILES
BUSINESS EXPANSIONS
YOUR RESIDENTIAL HOME
HOUSEHOLD IMPROVEMENTS
INVESTMENT PROPERTIES
COLLEGE EDUCATION
WEDDINGS
VACATIONS


- IS IT BETTER TO PAY CASH?
- THE PROBLEM WITH THE SAVER WHO PAYS CASH FOR LARGE TICKET ITEMS:

THE SAVER WHO PAYS CASH

Private Reserve Strategy

Your Circle of Wealth

The Problems with Paying Cash



➤ To pay cash, you need to first save cash

Exit F5M Jump Draw Back Fwd

Search the web and Windows

PR5: 9/17 © MoneyTees, Inc. 7:10 AM 4/5/2016

THE SAVER WHO PAYS CASH

Private Reserve Strategy

Your Circle of Wealth

The Problems with Paying Cash



To pay cash, you need to first save cash



Annual tax leakage



Exit PEM Jump Draw Back Fwd



PRS- 9/17 © MoneyTrax, Inc.

Search the web and Windows



7:11 AM
4/6/2016

THE SAVER WHO PAYS CASH

Your Circle of Wealth

The Problems with Paying Cash



To pay cash, you need to first save cash



Annual tax leakage



You must drain the tank to make your purchase

You lose the interest you could have earned had you not drained the tank.

BECOME YOUR OWN BANKER!

HOW TO BECOME A
WEALTH CREATOR &
NOT INTERRUPT
COMPOUNDING INTEREST OF
YOUR MONEY?

Your Circle of Wealth

Consider This..



What if you could make the purchase without "emptying the tank?"

This would allow your private capital reserve to continue to employ the benefits of compounding.



If I don't use my capital, whose do I use?

You collateralize a loan from a financial institution. Securing the loan by pledging a portion of your Private Reserve.

The Solution:

A Properly Structured Cash Value Index Universal Life Insurance Policy

MAXIMUM *Cash Value*

1. Death Benefit - Income Tax Free -Day 1
2. Access to your Cash Value -
Liquidity, Use & Control
3. EARN INTEREST - ON MONEY USED FOR
MAJOR CAPITAL PURCHASES
4. Tax Free Growth
5. No Market Losses - Only Gains
6. Tax-Free Retirement - Non-Reportable
7. Creditor Proof - Lawsuit Protected
8. Disability Waiver (Optional)
9. Chronic Illness Rider With -
Long Term Care Benefits - Included

LEARN HOW TO :

Protect Your Circle of Wealth

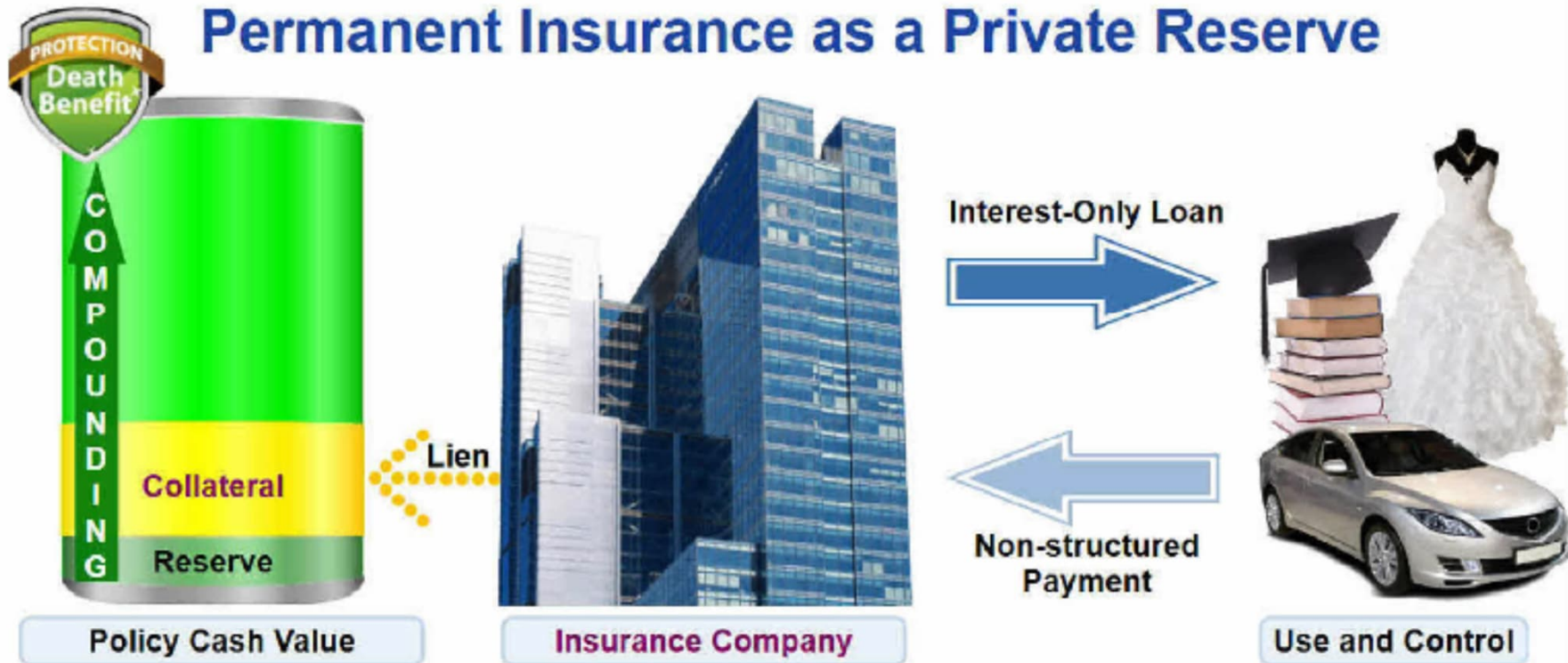
- Build Tax Free Cash Value in an Index Universal Life Insurance Policy
- Access Cash to pay for large ticket items
- Earn Market Index Interest on Money Borrowed
- Retire Tax Free with Non-Reportable Income

HOW TO PAY FOR LARGE TICKET ITEMS

- Why would you want to take a loan against your life insurance policy not out of the cash value, to pay for things like: Cars, Business Expenses or Expansions, College Education, Home Improvements, etc.?
- **The reason is because the money you receive to pay for these items, is still earning COMPOUNDING interest from the market without losses*.**
- Example: If you need \$30K to buy a car, you receive a check from the life insurance company for \$30K. That \$30K is still earning compounding interest inside the cash value of your life insurance policy. The loan does not come out of your cash value but against it.
- SEE THE NEXT SLIDE TO SEE AN EXAMPLE OF BUYING A CAR WITH A COLATERALIZED LOAN AGAINST YOUR CASH VALUE OF \$30,000 AND PAYING THE LOAN BACK WHILE STILL EARNING INTEREST ON THE MONEY BORROWED.
- **Full Illustration Will Be Provided At Appointment**
- * The Insurance Company charges interest for the loan, but the money continues to compound in the Policy Cash Value.

Your Circle of Wealth

Permanent Insurance as a Private Reserve



Permanent life insurance, when designed and utilized properly, can provide stable growth, cash value collateralization, guaranteed loan access, no annual tax on growth and death benefits. Additional benefits are available with additional policy riders.



US Debt Clock.org

Follow us on



State Debt Clocks

World Debt Clocks

Time Machine

US NATIONAL DEBT

\$34,273,481,148,247

DEBT PER CITIZEN

\$101,945

DEBT PER TAXPAYER

\$265,178

US FEDERAL SPENDING (OFFICIAL)

\$6,434,342,248,421

US FEDERAL BUDGET DEFICIT (OFFICIAL)

\$1,765,989,976,495

US FEDERAL SPENDING (ACTUAL)

\$6,575,621,446,541

US FEDERAL BUDGET DEFICIT (ACTUAL)

\$1,907,269,184,624

US FEDERAL DEBT TO GDP RATIO

1960 • **53.22%** 1980 • **34.52%** 2000 • **59.09%** NOW • **122.84%**

US FEDERAL TAX REVENUE

\$4,668,352,271,926

REVENUE PER CITIZEN

\$13,898

INCOME TAX REVENUE

\$2,250,089,418,772

PAYROLL TAX REVENUE

\$1,589,693,894,560

EXCISE TAX

\$78,730,384,053

CHARITABLE DONATIONS

\$560,796,003,208

TOTAL STATE REVENUE

\$2,327,760,231,396

TOTAL LOCAL REVENUE

\$1,249,190,700,481

CORPORATE TAX REVENUE

\$476,560,223,089

TARIFF TAX REVENUE

\$73,205,747,625

ESTATE & GIFT TAX

\$32,830,201,365

PER ADULT

\$2,157



STATE DEBT

\$1,289,814,787,107

DEBT PER CITIZEN

\$3,840

LOCAL DEBT

\$2,422,211,234,516

DEBT PER CITIZEN

\$7,211

MUNICIPAL EMPLOYEES

19,501,232

AVERAGE SALARY

\$74,322

US GROSS DOMESTIC PRODUCT

\$27,900,106,219,359

TOTAL WORKER COMPENSATION

\$14,454,761,021,428

TOTAL FEDERAL/STATE/LOCAL SPENDING

\$10,300,402,705,015

TOTAL DEBT TO GDP RATIO

136.15%

REVENUE TO GDP RATIO

29.56%

SPENDING TO GDP RATIO

36.92%

Largest Budget Items

MEDICARE/MEDICAID

\$1,736,927,008,307

SOCIAL SECURITY

\$1,402,756,840,989

DEFENSE/WAR

\$860,395,541,620

INTEREST ON DEBT (NET)

\$753,003,222,980

Unfunded Debt/Interest

US TOTAL INTEREST PAID

\$4,357,729,449,094

INTEREST PER ADULT

\$16,762

US TOTAL DEBT

\$97,684,094,948,729

SAVINGS PER FAMILY

\$11,165

BANK INTEREST RECEIVED

\$922,908,743,934

BANK INTEREST PAID

\$135,358,699,456

TOTAL PERSONAL DEBT

\$25,395,685,526,540

PERSONAL DEBT PER CIT.

\$75,513

STUDENT LOAN DEBT

\$1,727,643,655,336

PER STUDENT

\$38,895

CREDIT CARD DEBT

\$1,382,755,098,769

PER HOLDER

\$8,178

Money Creation

USA TREASURY DOLLARS 2025

\$1,548,455,894,165

US M2 MONEY SUPPLY NOW

\$20,859,447,942,353

CURRENCY AND CREDIT DERIVATIVES NOW

\$620,655,935,397,881

USA TREASURY DOLLARS 2000

\$3,550,543,748

US M2 MONEY SUPPLY 2000

\$4,699,399,020,717

CURRENCY AND CREDIT DERIVATIVES 2000

\$89,006,368,423,523

Trade Balance

US DEBT HELD BY FOREIGN COUNTRIES

\$7,931,281,163,570

US TRADE DEFICIT

\$1,025,792,740,097

US TRADE DEFICIT - CHINA

\$241,037,559,934

US IMPORTED OIL

\$250,523,248,249

US POPULATION

336,091,535

US WORKFORCE NOW

161,762,708

OFFICIAL UNEMPLOYED

6,395,073

HEALTHCARE COST NOW

\$14,638

OIL TO SOLAR RATIO NOW

\$1 = 267.08 WATTS

DOLLAR SUPPLY NOW

-\$502,364,474,121

US INCOME TAXPAYERS

128,903,322

US WORKFORCE 2000

160,942,700

ACTUAL UNEMPLOYED

11,686,284

HEALTHCARE COST 2000

\$5,360

OIL TO SOLAR RATIO 2000

\$1 = 4.68 WATTS

DOLLAR SUPPLY ADDED 1913

\$653,853,604

PRIVATE SECTOR JOBS

128,957,493

NOT IN LABOR FORCE NOW

100,753,659

FULL-TIME WORKERS

133,368,547

COLLEGE TUITION NOW

\$26,509

US TO SILVER RATIO NOW

*** \$0 PER OUNCE**

DOLLAR TO SILVER RATIO 5YR

\$1,561 PER OUNCE

US SELF-EMPLOYED

9,049,467

NOT IN LABOR FORCE 2000

82,257,315

PART-TIME WORKERS

27,885,977

COLLEGE TUITION 2000

\$10,617

US TO SILVER RATIO 1913

\$2.67 PER OUNCE

DOLLAR TO SILVER RATIO 10YR

\$1,123 PER OUNCE

US UNION WORKERS

15,622,156

MEDIAN INCOME NOW

\$39,383

MEDIAN NEW HOME NOW

\$420,230

AVERAGE NEW CAR NOW

\$50,060

US TO GOLD RATIO NOW

*** \$0 PER OUNCE**

DOLLAR TO GOLD RATIO 5YR

\$12,622 PER OUNCE

GOVERNMENT EMPLOYEES

23,764,876

MEDIAN INCOME 2000

\$31,660

MEDIAN NEW HOME 2000

\$162,104

AVERAGE NEW CAR 2000

\$22,138

US TO GOLD RATIO 1913

\$28.39 PER OUNCE

DOLLAR TO GOLD RATIO 10YR

\$9,346 PER OUNCE

MANUFACTURING JOBS NOW

12,988,675

US BANKRUPTCIES

391,458

LIVING IN POVERTY

43,510,604

US HOMELESS

611,689

PAPER TO SILVER RATIO NOW

392.33 TO 1

G7 GDP TO GOLD RATIO

\$72,286 PER OZ.

MANUFACTURING JOBS 2000

17,259,160

US FORECLOSURES

110,996

WITHOUT INSURANCE

27,172,400

US DRUG DEATHS

121,356

PAPER TO GOLD RATIO NOW

120.31 TO 1

BRICS GDP TO GOLD RATIO

\$136,406 PER OZ.

US RETIREES

58,432,446

MEDICARE ENROLLEES

64,445,431

US MILLIONAIRES

23,358,938

TOP 1% WEALTH

\$18,218,570

DOLLAR TO CRYPTO RATIO NOW

\$12.83 TO \$1

M2 \$ TO USA \$ RATIO NOW

\$1,775 TO \$1

US DISABLED

8,504,509

MEDICAID RECIPIENTS

87,127,799

FOOD STAMP RECIPIENTS

41,317,037

BOTTOM 50% WEALTH

\$36,437

DOLLAR TO CRYPTO RATIO 2013

\$9,451 TO \$1

M2 \$ TO USA \$ RATIO 2000

\$523 TO \$1

SMALL BUSINESS ASSETS

CORPORATE ASSETS

HOUSEHOLD ASSETS

US TOTAL NATIONAL ASSETS

ASSETS PER CITIZEN

SOCIAL SECURITY LIABILITY

MEDICARE LIABILITY

US UNFUNDED LIABILITIES

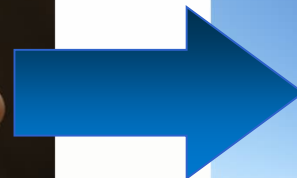
LIABILITIES PER CITIZEN

There are only two ways
to combat the growing
debt...

1. Spend Less
2. Tax More

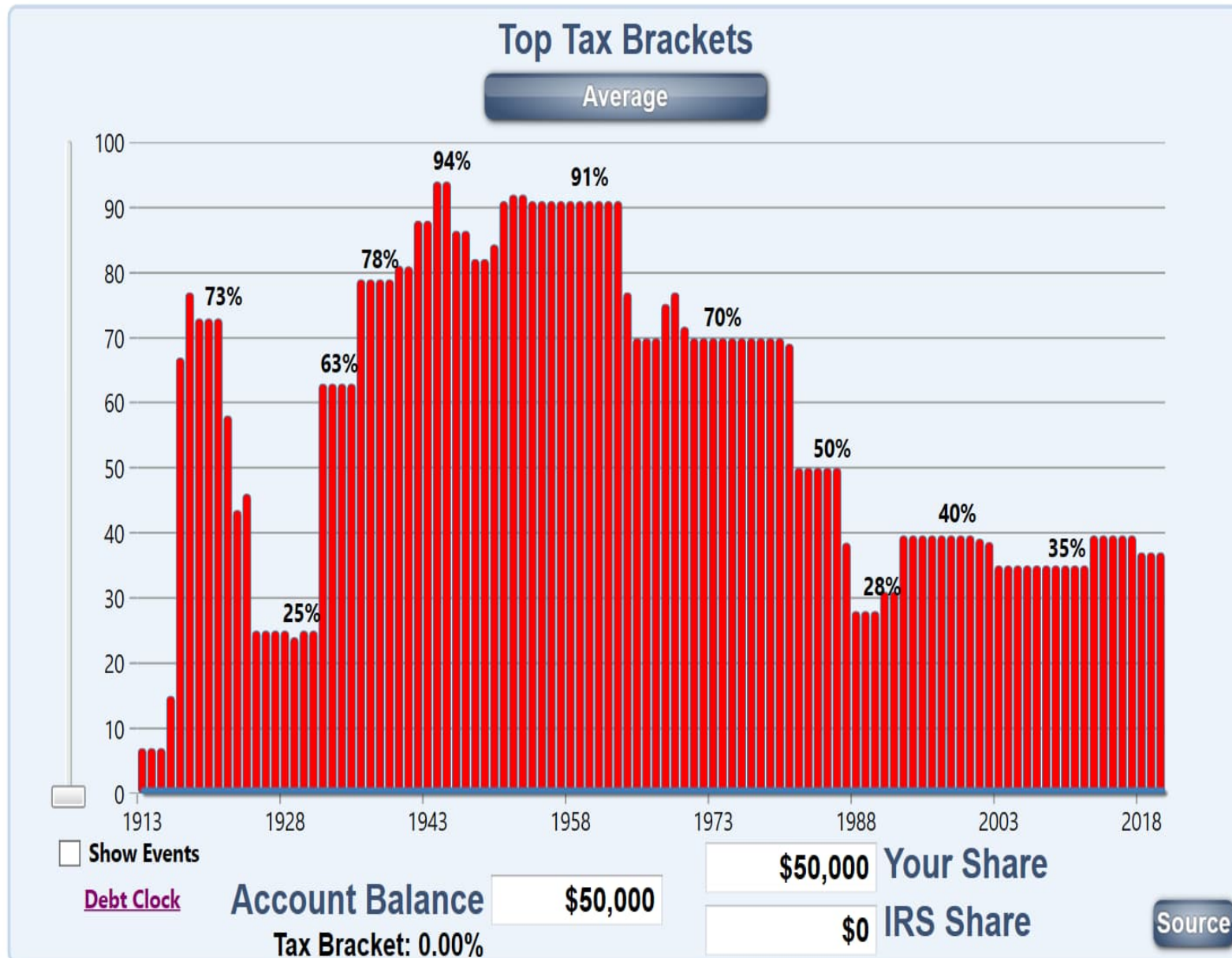
How important is Tax-Free?

- **The following example will illustrate the beauty and magic of tax-free growth**
- **Which would you choose to pay taxes on?**
- **The seed or the full grown tree?**



Your Circle of Wealth

Top Tax Brackets



Whose Retirement are we *really* planning?



*Ours or
Uncle
Sam's?*

Why is this Product Tax Favored?

Section 72(e) and 7702

- The most unique feature of permanent life insurance is that under Section 72(e) and 7702 of the Internal Revenue Code the accumulation of cash inside the insurance contract is tax advantaged. Not only can the cash value accumulate tax free, but the cash can also be **ACCESSED TAX FREE VIA POLICY LOANS**, and is **NOT CONSIDERED A DISTRIBUTION OF INCOME!**
- Hence, the beauty and magic of life insurance: It is a unique vehicle that allows **TAX FREE ACCOUNT VALUE ACCUMULATION**, **ALLOWS YOU TO ACCESS YOUR MONEY TAX FREE**, and, **WHEN YOU DIE**, The Death Benefit is Paid **INCOME TAX FREE** to your Beneficiary!

YOU MAY BE SHOCKED TO KNOW WHO OWNS CASH VALUE LIFE INSURANCE?

- 1. Banks are required by regulators to keep large amounts of cash on hand to meet unexpected obligations. This is called their Tier One Capital. Banks must be able to access this money immediately and it cannot be at risk. By law Banks must keep 4% of their assets in Tier One Capital. Banks in the US own over 140 Billion of Cash Value Life Insurance because of the following reasons: Immediate access to cash, no risk, tax free growth of their money, income tax free death benefit.
- 2. Walt Disney started his investments in Disney World from his Cash Value Life Insurance Policy.
- 3. James Cash Penny borrowed money from his Cash Value Life Insurance Policy in 1929 after the crash to keep the famous J.C Penny's Stores from closing.
- 4. Ray Kroc borrowed money from his Cash Value Life Insurance policy to keep the famous McDonalds going when he first started the empire back in 1955.

401K or IRA Bucket



This Bucket Represents \$1,000,000 in a 401K or IRA Bucket.

If you choose this bucket, and you file your taxes, Married Filing Jointly, You will pay taxes on every Dollar you pull out for Retirement.

Example: If you are in a 22% tax bracket and you withdraw \$100,000, you will only net \$86,283, and the IRS will receive \$13,717 for the retirement plan you built for them.

Brokerage Account Bucket



This Bucket Represents \$1,000,000 in a Brokerage Account Bucket.

If you choose this bucket, you will pay capital gains taxes on your Retirement,

Example: If you are in a 22% tax bracket, you will pay 15% Capital Gains and if you withdraw \$100,000, you will only net \$85,000 and the IRS will receive \$15,000 from the Retirement Plan you built for them.

Life Insurance Cash Value Bucket



This Bucket Represents \$1,000,000 in a Life Insurance Cash Value Bucket.

If you choose this bucket, you will pay NO TAXES on your Retirement,

Example: If you withdraw \$100,000 from you Cash Value, you will **NET \$100,000!**

This Retirement money is **NON REPORTABLE!**

Which bucket would you choose for your Retirement?

Case Study:



- 50 -Year Old Male
- \$25,000 Contribution Per Year for 15 Years
- **\$528,409 Cash Value at Age 65***
- **Access To Cash Value Via Loans When Needed**
- **\$345,821 Income Tax Free Death Benefit Day 1****
- **Tax Free Income: (Non-Reportable) \$30,909 From Age 66 to Age 100***
- **Chronic Illness Benefit – Included in the Policy and Can Be Used for Long Term Care Needs**

***Assuming 6.05% Annual Rate of Return (Not Guaranteed)**

Actual 25 Year Average Return = 6.05

**** Assuming a Preferred Plus Non Tobacco Male Age 50**

Next Slide Shows How To Buy a Car

- \$30,000 Car is Purchased in Year 5
- Increase Premiums from Year 6 to 9 to Pay Off Car.
- Index Returns are still applied to Policy Cash Values During Purchase Period.

Insured: **Mr. Client - 50**

Male, Age 50, Preferred Plus Non-Tobacco
Premium Mode: Annual
Initial Premium: \$25,000.00

Initial Specified Amount: \$345,821

Initial Death Benefit Option: Increasing

Basic Ledger

Assumptions

Guaranteed:

For the illustrated premium outlay, the values produced under these assumptions are based on guaranteed maximum policy charges and guaranteed interest. Any loans or partial withdrawals illustrated are not guaranteed.

Non-Guaranteed:

These assumptions are subject to change by Penn Insurance and Annuity and are not guaranteed, actual results may be more or less favorable.

For the illustrated premium outlay, the values produced under these assumptions are not guaranteed and are based on current policy charges and illustrated interest. Any loans or partial withdrawals illustrated are not guaranteed.

For purposes of this illustration only, the Indexed Loan Account return is as follows:

- Alternate Scenario: No greater than the Indexed Loan Rate charged in that year
- Illustrated Scenario: No greater than 0.50% above the Indexed Loan Rate charged in that year

Capped 1-Yr 1% Floor Indexed Acct:
Indexed Loan Account:
Fixed Account:

Premium Allocations	Guaranteed Interest	Non-Guaranteed Alternate Scenario	Non-Guaranteed Illustrated Scenario
100%	1.00%	3.25%	6.05%
n/a	1.00%	3.25%	5.50%
0%	1.00%	3.25%	3.25%*

*Please see the Scheduled Assumptions page for variations. PVE is credited in addition to the indexed and fixed account returns shown in the table and is reflected in the Ledger values below.

Year	Age	NLG Req. Met	Premium Outlay	Total Income	Guaranteed Assumptions			Non-Guaranteed Assumptions			Illustrated Scenario		
					Net Policy Value	Net Cash Surrender Value	Net Death Benefit	Alternate Scenario	Illustrated Scenario	Net Policy Value	Net Cash Surrender Value	Net Death Benefit	
1	51	Yes	25,000	0	17,840	7,006	363,661	20,138	9,304	365,959	20,731	9,897	366,552
2	52	Yes	25,000	0	35,774	24,940	381,595	41,743	30,909	387,564	43,555	32,721	389,376
3	53	Yes	25,000	0	53,773	43,155	399,594	64,022	53,405	409,843	67,737	57,119	413,558
4	54	Yes	25,000	0	71,799	61,507	417,620	86,975	76,682	432,796	93,339	83,046	439,160
5	55	No	25,000	30,000	58,315	48,672	404,136	79,106	69,464	424,927	88,766	79,124	434,587
6	56	No	33,599	0	83,728	75,278	429,549	112,202	103,752	458,023	126,042	117,591	471,863
7	57	No	33,599	0	109,361	102,319	455,182	146,369	139,327	492,190	165,413	158,371	511,234
8	58	No	33,599	0	135,159	129,634	480,980	181,612	176,087	527,433	206,972	201,447	552,793
9	59	Yes	33,001	0	160,442	156,758	506,263	217,304	213,620	563,125	250,182	246,498	596,003
10	60	Yes	25,000	0	177,329	177,329	523,150	245,635	245,635	591,456	287,327	287,327	633,148
11	61	Yes	25,000	0	196,501	196,501	542,322	277,826	277,826	623,647	329,839	329,839	675,660
12	62	Yes	25,000	0	215,721	215,721	561,542	311,113	311,113	656,934	375,033	375,033	720,854
13	63	Yes	25,000	0	234,962	234,962	580,783	345,525	345,525	691,346	423,076	423,076	768,897
14	64	Yes	25,000	0	254,191	254,191	600,012	381,091	381,091	726,912	474,139	474,139	819,960
15	65	Yes	25,000	0	273,374	273,374	619,195	417,842	417,842	763,663	528,409	528,409	874,230

Insured: **Mr. Client - 50**

Male, Age 50, Preferred Plus Non-Tobacco
Premium Mode: Annual
Initial Premium: \$25,000.00

Initial Specified Amount: \$345,821

Initial Death Benefit Option: Increasing

Year	Age	NLG Req. Met	Premium Outlay	Total Income	Guaranteed Assumptions			Non-Guaranteed Assumptions			Illustrated Scenario		
					Net Policy Value	Net Cash Surrender Value	Net Death Benefit	Alternate Scenario Net Policy Value	Net Cash Surrender Value	Net Death Benefit	Net Policy Value	Net Cash Surrender Value	Net Death Benefit
16	66	No	0	30,909	237,309	237,309	583,130	399,131	399,131	744,952	528,572	528,572	874,393
17	67	No	0	30,909	199,187	199,187	545,008	379,144	379,144	724,965	528,909	528,909	874,730
18	68	No	0	30,909	158,898	158,898	504,719	357,809	357,809	703,630	529,443	529,443	875,264
19	69	No	0	30,909	116,317	116,317	462,138	335,041	335,041	680,862	530,194	530,194	876,015
20	70	No	0	30,909	71,293	71,293	417,114	310,746	310,746	656,567	531,174	531,174	876,995
21	71	No	0	30,909	27,556	27,556	373,377	284,809	284,809	630,630	532,384	532,384	878,205
22	72	No	0	30,909	0	0	0	257,103	257,103	602,924	533,819	533,819	879,640
23	73	No	0	30,909	0	0	0	227,492	227,492	573,313	535,469	535,469	881,290
24	74	No	0	30,909	0	0	0	195,830	195,830	541,651	537,325	537,325	883,146
25	75	No	0	30,909	0	0	0	161,975	161,975	507,796	539,385	539,385	885,206
26	76	No	0	30,909	0	0	0	125,784	125,784	471,605	541,658	541,658	887,479
27	77	No	0	30,909	0	0	0	86,930	86,930	432,751	543,973	543,973	889,794
28	78	No	0	30,909	0	0	0	45,209	45,209	391,030	546,287	546,287	892,108
29	79	No	0	30,909	0	0	0	0	0	0	548,544	548,544	894,365
30	80	No	0	30,909	0	0	0	0	0	0	550,648	550,648	896,469
31	81		0	30,909	0	0	0	0	0	0	552,468	552,468	898,289
32	82		0	30,909	0	0	0	0	0	0	553,852	553,852	899,673
33	83		0	30,909	0	0	0	0	0	0	554,647	554,647	900,468
34	84		0	30,909	0	0	0	0	0	0	554,636	554,636	900,457
35	85		0	30,909	0	0	0	0	0	0	553,542	553,542	899,363
36	86		0	30,909	0	0	0	0	0	0	551,321	551,321	897,142
37	87		0	30,909	0	0	0	0	0	0	547,291	547,291	893,112
38	88		0	30,909	0	0	0	0	0	0	540,986	540,986	886,807
39	89		0	30,909	0	0	0	0	0	0	531,895	531,895	877,716
40	90		0	30,909	0	0	0	0	0	0	519,579	519,579	865,400
41	91		0	30,909	0	0	0	0	0	0	503,610	503,610	849,431
42	92		0	30,909	0	0	0	0	0	0	483,576	483,576	829,397
43	93		0	30,909	0	0	0	0	0	0	459,221	459,221	805,042
44	94		0	30,909	0	0	0	0	0	0	430,331	430,331	776,152
45	95		0	30,909	0	0	0	0	0	0	396,877	396,877	742,698
46	96		0	30,909	0	0	0	0	0	0	359,009	359,009	704,830
47	97		0	30,909	0	0	0	0	0	0	315,861	315,861	661,682
48	98		0	30,909	0	0	0	0	0	0	266,882	266,882	612,703
49	99		0	30,909	0	0	0	0	0	0	211,371	211,371	557,192
50	100		0	30,909	0	0	0	0	0	0	148,687	148,687	494,508

To Summarize The Benefits of: Cash Value Life Insurance & Tax Free Retirement

1. Build Cash Value Tax Deferred – Learn to Be In Control Your Own Money.

2. Ability To Borrow Against Your Cash Value for Major Purchases While:

You Still Earn Interest on the Borrowed Money:

Autos, Mortgages, Children Education, Health Insurance Deductibles, Investment Opportunities, and Emergencies. This Way You Do Not Break the Compounding Effect of Your Long-Term Growth.

3. Income Tax Free Death Benefit - From Day 1

4. Income Tax Free Retirement – Non-Reportable - \$30,909 From Age 66 to Age 100

5. Chronic Illness Rider – Chronic Illness Rider Included – Used for Long Term Care needs.

6. Access to Your Cash Value – With no Pre 59½ Penalties, like 401K or IRA.

7. Creditor Proof – Protection From Lawsuits.

What to look for when selecting an *Insurance Company*

- *Solvency (Assets over Liabilities to meet all obligations)*
- *Liquid Assets (To meet unforeseen emergency cash requirements that may arise)*
- *Capital & Surplus to Assets (Capital & surplus divided by total assets)*
- *AM Best Rating (Performance in Investment Quality, Policy Reserves, Cost Control, Management Experience)*



■ 1912
Penn Mutual Pays \$130,000 in Death
Claims on the Victims of the Titanic.



■ 1863

In Mid-June, Trustees Consider How to Safeguard Penn Mutual's Securities Against a Possible Attack on Philadelphia During the Civil War.

Building on Financial Strength

Our ratings — based on evaluations of our financial condition and operating performance — are a clear sign of our continuing strength and stability.

A.M. Best: A+ Superior

A.M. Best's A+ (Superior) rating reflects the following:

- Strong risk-adjusted and absolute capitalization
- Diversified business profile within core product lines
- Well-established and focused on growth strategy
- Commitment to maintaining mutuality.

A.M. Best's Financial Strength Rating (FSR) is an opinion of an insurer's ability to meet its obligations to policyholders. A.M. Best uses letter grades ranging from A++, the highest, to F, companies in liquidation. Rating modifiers and affiliation codes may also be associated with these ratings. Penn Mutual's A+ (Superior) rating, which was affirmed in March 2018, ranks the second highest out of 16 ratings.

Standard & Poor's: A+ Strong

Standard & Poor's attributes its A+ (Strong) rating to the following factors:

- Extremely strong financial risk profile
- Extremely strong capital adequacy
- Strong business profile.

Standard and Poor's uses a letter grade scale that ranges from AAA, the highest rating to CCC, the lowest rating. Ratings from AA to B may be modified by a plus or minus sign to show relative standing within those grades. An insurer rated 'BBB' or higher is regarded as having financial security characteristics that outweigh any vulnerability, and is highly likely to have the ability to meet financial commitments. Penn Mutual's A+(Strong) rating was applied in December 2017 and ranks fifth highest out of 21 ratings.

Moody's Investors Service: Aa3 Excellent

Moody's Aa3 (Excellent) rating is a result of the following:

- Excellent capitalization
- Good asset quality and excellent liquidity
- Stability of earnings.

Moody's uses a letter grade scale that ranges from Aaa, the highest rating, to C, the lowest rating. It also applies modifiers (1, 2 or 3) for ratings below Aaa to indicate the approximate rank of the company in a particular class. These rating gradations provide investors with a system for measuring an insurance company's ability to meet its policyholder claims and obligations. Penn Mutual's Aa3 (Excellent) rating, which was reaffirmed in October 2017, ranks the fourth highest out of 21 ratings.

Kroll Bond Rating Agency: AA- Strong

Kroll Bond Rating Agency's AA- (Strong) rating is based on the following:

- Flexible approach to distribution as a competitive advantage
- Steady GAAP earnings
- Unwavering commitment to mutuality
- Profitably growing the business in a balanced, diversified manner

Kroll Bond Rating Agency uses a letter grade scale that ranges from AAA, the highest rating to D, the lowest rating. Ratings from AA through CCC may be modified by a plus or minus sign to indicate upper and lower risk levels within the broader category. Penn Mutual's insurance financial strength rating of AA- was assigned in January 2019, ranks the fourth highest out of 22 ratings, and includes a positive outlook.

For more information about our ratings, please visit www.pennmutual.com. The ratings quoted above apply only to our claims-paying ability and not to the products we offer or their underlying investments.



Remember the Nature of

Procrastination

People Don't Plan to Fail

They Fail to Plan

Thank You For Attending This Presentation

Where Do You Go From Here?

Presented by: James R. Grazioli - President
Comprehensive Financial Group Inc.
Financial Service Professional – 32 Yrs.

Call James R. Grazioli
Receive a Customized illustration of the:
Cash Value Life Insurance Plan &
Tax Free Retirement Concept”
772-286-4324 or Cell/Text – 772-485-4288
Email: jamesgraz@hotmail.com
Website: www.jamesgraz.com