



Versatile LifeSM Insurance Policy Illustration

North Coast Life Insurance Company

1116 West Riverside Avenue
P.O. Box 1445, Spokane, WA 99210-1445
509.838.4235 / 800.541.5858

Ordinary Life Policy

Designed for:
<Insured Name>

Presented by:
<Agents Name>

12345678

Class: Non-Smoker	Sex: Male
Issue Age: 30	Plan: Ordinary Life

SUMMARY OF BENEFITS

Benefit Plan	Insured	Death Benefit	Annual Premium
Basic Life Coverage	<Insured Name>	100,000	759.00
Accidental Death		25,000	25.00
5 Year Level Term	<Insured Name>	50,000	47.00
Total Annual Premium			\$ 831.00

Optional Payment Modes:

<u>Annual</u>	<u>Semi-Annual</u>	<u>Quarterly</u>	<u>Checkless-12</u>
\$ 831.00	\$ 423.96	\$ 216.96	\$ 73.00



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Life Insurance Policy Illustration Explanation

The Versatile Life Insurance Policy is an interest-sensitive life insurance policy offering permanent protection as long as the policy remains in force. If the required premiums are paid and the insured lives to age 100, the policy endows with the cash values equaling the death benefit of the policy. Premium payments are required to maintain the death benefit during the life of the policy and are subject to change on the policy anniversary date. This illustration is intended to assist you in understanding how the policy works, not to predict actual performance. Actual results are likely to vary and may be more or less favorable than those shown in this illustration.

Many aspects of your life insurance contract are guaranteed, including the minimum interest rate of 4% (effective annual rate) and the maximum mortality charges. The nonguaranteed illustration provides a snapshot of your policy assuming higher interest and lower mortality charges than those guaranteed. Since interest and expenses cannot be predicted with absolute certainty, ranges of results are illustrated. Variations in these factors could affect the death benefit, the cash values, and the total out-of-pocket payments over the lifetime of the policy.

On all Versatile Life Policies the payment period of the policy and the cash values include prefunding for any added supplemental benefits to the date of termination of the rider. This can result in lengthening the payment period of the basic Versatile Life plan's pre-defined payment period.

If North Coast Life makes a change in the current credited interest rate or mortality charges, you will be notified of the change two months in advance. You are given a choice as to how this change will affect your policy. Each year on your policy anniversary date you will receive an annual report that will illustrate your policy values based on the current credited rates and charges.

Death Benefit

This is the amount payable in the event of death. The actual amount payable may be increased by additional insurance benefits or decreased by any loans or liens held against the policy.

Policy Charges Deducted

Included in these deductions are an annual policy fee and mortality charges. All policy charges are disclosed in the annual report provided to the insured on the policy anniversary date.

Premium Outlay

Premiums for this coverage are calculated using your age, sex, class of Smoker (S), Non-Smoker (NS), or Juvenile(JV) and any underwriting risk class. There is a policy fee included in the premium. These premiums are assumed to be paid annually at the beginning of the policy year. If they are paid other than annually, a modal factor is applied to each payment.

Cash Value

The cash value is the amount available to you upon surrender of the policy. The actual amount payable may be decreased by any loans or liens held against the policy.

Guaranteed Death Benefit

The guaranteed assumptions assume after the first year of the contract guaranteed mortality charges and interest rates dropping to the guaranteed rate of 4.0% for the life of the contract if no extra premium is paid this results in the insurance coverage ceasing prior to endowment at age 100. Using these guaranteed assumptions, your insurance coverage of \$ 100,000 can be maintained to endowment at age 100 by paying \$ 1,276 annually for life beginning in policy year 11.



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Federal Income Tax Considerations

Any gain in the Insurance contract is taxable upon full surrender of the policy. Under the Technical and Miscellaneous Revenue Act of 1988 (TAMRA), a life insurance contract becomes a Modified Endowment Contract (MEC) when actual premiums paid exceed a specified 7-pay premium limit or when there are certain changes to policy benefits. If this policy is a MEC any amounts received prior to death whether by loan or cash surrender may be taxable. In addition, if the owner is not yet 59 1/2, the amount received may be subject to an additional penalty. You should consult your tax advisor for specific tax advice.

Accelerated Benefit Option Rider

The Accelerated Benefit Option rider is provided on each policy. It permits the owner to apply for a pre-payment of a portion of the death benefit if it is determined that the insured has a life expectancy of 12 months or less. The amount of the benefit is the lesser of \$50,000 or 50% of the difference between the death benefit and the cash value. The payment of the benefit creates a lien on future policy proceeds.

Premium Deposit Fund

The Premium Deposit Fund rider is provided on each policy free of charge. If the policy is in force and on a premium paying basis, deposits of not less than \$10 per month will be accepted. Any amount on deposit on the last day of the month will be credited with interest, compounded at the effective rate adopted by North Coast Life, but not less than 4% annually.

Term Insurance Rider(s)

Provide level term insurance for 5, 10, 15, or 20 years as indicated. Current annual premium guaranteed for the length of the initial term period. Premiums may then be increased, but can never exceed the maximum guaranteed premium. Renewable to age 70. Conversions to age 65.



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\$100,000 Ordinary Life Policy Detail

Premiums are assumed to be paid at the beginning of the year and policy values are illustrated as of the end of the year.

Policy Year	Age	Basic Life Premium Outlay	Guaranteed Assumptions		Nonguaranteed Assumptions	
			Cash Value	Death Benefit	Current Cash Value	Death Benefit
1	31	\$ 759.00	\$ 0	\$ 100,000	\$ 0	\$ 100,000
2	32	759.00	264	100,000	302	100,000
3	33	759.00	848	100,000	932	100,000
4	34	759.00	1,453	100,000	1,593	100,000
5	35	759.00	2,079	100,000	2,285	100,000
6	36	759.00	2,725	100,000	3,010	100,000
7	37	759.00	3,390	100,000	3,765	100,000
8	38	759.00	4,071	100,000	4,552	100,000
9	39	759.00	4,875	100,000	5,477	100,000
10	40	759.00	5,692	100,000	6,432	100,000
11	41	759.00	6,521	100,000	7,417	100,000
12	42	759.00	7,360	100,000	8,435	100,000
13	43	759.00	8,208	100,000	9,486	100,000
14	44	759.00	9,060	100,000	10,570	100,000
15	45	759.00	9,915	100,000	11,716	100,000
16	46	759.00	10,771	100,000	12,900	100,000
17	47	759.00	11,520	100,000	14,016	100,000
18	48	759.00	12,267	100,000	15,170	100,000
19	49	759.00	13,011	100,000	16,363	100,000
20	50	759.00	13,747	100,000	17,593	100,000

Premium outlay is for Basic Life Coverage only and does not include any supplemental riders or modal fees.

Guaranteed Assumptions

Based on your planned premium outlay of \$759 for 69 years, assuming after year one the guaranteed interest rate of 4.00% and the guaranteed charges, the insurance coverage of \$100,000 would cease at the end of policy year 44.

Nonguaranteed Assumptions

Assumes that the current policy charges and current interest rate of 5% through year 14 and 5.25% thereafter, will remain in effect. Based on a payment of \$759 each year for 69 years, insurance coverage would remain in force to age 100. Actual results may be more or less favorable than illustrated.

On a current basis, the lump sum payment into the drop in rider needed to pre-pay future premiums through the end of the limited payment period is \$ 15,096.



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\$100,000 Ordinary Life Policy Detail

Premiums are assumed to be paid at the beginning of the year and policy values are illustrated as of the end of the year.

Policy Year	Age	Basic Life Premium Outlay	Guaranteed Assumptions		Nonguaranteed Assumptions	
			Cash Value	Death Benefit	Current Cash Value	Death Benefit
25	55	759.00	17,100	100,000	24,356	100,000
30	60	759.00	19,252	100,000	32,207	100,000
35	65	759.00	18,847	100,000	41,372	100,000
40	70	759.00	12,998	100,000	51,842	100,000
45	75	759.00	0	0	63,634	100,000
50	80	759.00	0	0	77,767	100,128
55	85	759.00	0	0	94,279	113,768
60	90	759.00	0	0	111,629	128,366
65	95	759.00	0	0	131,997	144,296
69	99	759.00	0	0	157,659	157,659

Premium outlay is for Basic Life Coverage only and does not include any supplemental riders or modal fees.

Guaranteed Assumptions

Based on your planned premium outlay of \$759 for 69 years, assuming after year one the guaranteed interest rate of 4.00% and the guaranteed charges, the insurance coverage of \$100,000 would cease at the end of policy year 44.

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Designed for:
<Insured Name>

Class: Non-Smoker	Sex: Male
Age: 30	Plan: Five Year Term Rider

Life-Style Term Insurance Rider Illustration Term to Age 70 with Options to Age 100

Policy Years	Guaranteed		Current
	Death Benefit	Maximum Premiums	Projected Premiums
1	\$ 50,000	\$ 47.00	\$ 47.00
2	50,000	47.00	47.00
3	50,000	47.00	47.00
4	50,000	47.00	47.00
5	50,000	47.00	47.00
6	50,000	92.00	77.00
7	50,000	92.00	77.00
8	50,000	92.00	77.00
9	50,000	92.00	77.00
10	50,000	92.00	77.00
11-15	50,000	130.50	126.00
16-20	50,000	191.00	191.00
21-25	50,000	291.00	291.00
26-30	50,000	470.50	470.50
31-35	50,000	769.00	769.00
36-40	50,000	1,280.50	1,280.50

Premiums shown above are for Basic Term Coverage only and do not include any additional supplemental riders.

Upon written request at the end of the initial insurance period shown and each renewal insurance period thereafter, the Insured has the option to elect decreasing term coverage to age 100. Prior to the final conversion date and age 65, the Insured has the option to convert the policy to any permanent insurance plan offered by the Company if issued prior to age 60.

Guaranteed

Death Benefit, Maximum Premium, and first 5 years of premium.

Nonguaranteed

This illustration assumes the rider will continue unchanged. Projected current premiums are guaranteed for 5 years after which these premiums may not exceed the Guaranteed Maximum Premiums. This rider may be renewed using current renewal premiums based on the attained age.