## AN EVEN DISTRIBUTION OF AGE CLASSES



Back in the days of my work as a consulting forester I used to describe to clients the ultimate design of a forest management plan. For instance, suppose that you are an

owner of 4,000 acres of such property and that we plan to grow trees on a 40-year rotation. So we divide the land into 40 compartments of 100 acres each for management purposes.

Each year we plan to harvest one compartment and replant it. Next year we select another compartment and harvest and replant it, etc. It will take us 40 years to achieve "an even distribution

of age classes"—we have one compartment for each year in the rotation. About 25 years into the growth of each one we plan an improvement cutting—the removal of the less desirable trees. This brings in some income and  $\frac{10}{10}$ enables the land to concentrate the growth potential on the better specimens. Five years later we do the same thing on the same

compartment. And five years later we do the final "improvement cutting" on it. Notice that we are gradually removing inferior trees so that growth is concentrated on the superior one. Then we let the remaining trees grow to the ultimate age of 40 years.

When the cycle of replanting begins, we start with about 500 trees per acre and when the last improvement cutting is done, we are down to about 85 per acre that become the ultimate harvest. So, each year there is a final harvest on one compartment and three improvement cuttings on other compartments—a total of four sources of income per year while having only one expense of replanting (other than general operational expense, taxes, fire protection for the whole forest, etc.).

Once we have the whole system completely established it is a fabulous income producer, but it is going to take 40 years to get it done!

Something similar can be done with creating a "banking system" through life insurance and it can become vastly more profitable. But it is going to require a thorough knowledge of the concept. It all can work like the following example.

I know of a situation where an elderly couple (retired from business) were introduced to the idea of establishing substantial life insurance plans on their four grandchildren, two girls and two boys. The girls belonged to one of their sons and the boys belonged to the other son. The grandparents put \$2,000 per year of premium into policies on each

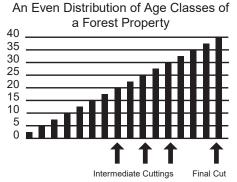
> of the grandchildren, retaining ownership until their death, with that time.

> ents and have a total of eight grandchildren collectively. They have diligently followed the example established by their parents, i.e. purchasing life insurance on each newborn in the

> ownership going to their sons at The sons are now grandpar-

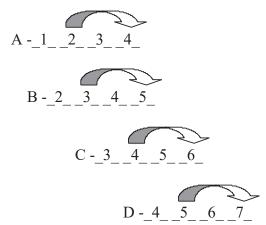
amount of \$2,000.00 annual premium. Premiums are planned for a payment period of 22 years (approximately one generation). Of course, the policies are designed according to the guidelines discussed back on page 37, that is, ones that emphasize cash accumulation and de-emphasize death benefit at the outset. So, after 22 years the "base premium" can be paid by dividends from the policy itself from that point forward. Surplus dividends buy additional paid-up insurance. The net effect of this is that the policy can be continued with no additional outlay, yet the face amount and cash values continue to grow very significantly over the years.

The mutual life insurance company that they



are using illustrates the cash value at the grandson's age 22 to be \$101,360. With no further outlay, the illustrated cash value at age 70 is \$4,104,852. If the insured so desires, dividend withdrawals can be used for retirement purposes at this time in the amount of \$225,000 per year and can be sustained at that level as long as the insured lives.

Suppose he dies at age 85. At that time he has recovered all the money that was paid into the policy (\$44,000) plus \$3,556,000 in income—and will still deliver \$6,375,923 in death benefit to the next generation! I think that you will have to admit that this is impressive, but what you probably don't understand is this: if the insured, at age 22 will finance all his automobile purchases during lifetime from the cash values of the policy and "play the game," i.e., pay back to the policy the car payments that would have gone to a finance company, then the aforementioned cash values will be greater than depicted, and so will the retirement income figures! If he will finance his house purchases (when the cash values are adequate to do so) and pay back to the policy "closing costs" that would have had to be paid to a mortgage company, plus the monthly payments to amortize the mortgage (at the rates that they would require), then the figures cited will increase even more.



Beginning of cycle:

- 1- Senior Adult Generation Age 66 88
- 2- Middle-age Generation Age 44 -66
- 3- Child-Bearing Generation Age 22 44
- 4- Birth to Adult Generation Age 0 22

As each generation becomes grandparents,

they buy life insurance on their grandchildren. If the message is passed on to each child-bearing generation—as they become grand-parents—then you can create the same effect as "the even distribution of age classes" in the growing trees, but it is far more profitable and certain as to the results. No forest fires. No plant diseases. No storms. No property taxes. You have created "perpetual motion" in your family's financial world!

There are a number of significant advantages to this plan:

- It covers multiple generations—promotes long range planning.
- Underwriting problems are minimized.
- Tax-free build-up of cash values over a long period of time.
- Outlay is very small compared with the ultimate yield.
- Generation paying the premiums can most easily afford them.
- When death benefit occurs, the system becomes self-sustaining.
- Precludes any need for Social Security.
- Retirement income is assured.
- Estate planning is greatly simplified.
- Wealth "mentality" is transferred to succeeding generations over a long period of time to produce consistent understanding. They are learning a process—not buying a product.
- Promotes the understanding of what stewardship is all about.

Money won't buy happiness—but poor stewardship of money will steal happiness.

MALE AGE 0, \$139,896 Whole Life 100 Paid- Up insurance Rider Total Premium

\$600.00 \$1,400.00 \$2,000.00

						BASE			
	AGE AT				CUMULATIVE	GUARANTEE			
POLICY	START OF	ANNUAL	NET	CUMULATIVE	NET A/T	D CASH	CASH VALUE	NET CASH	NET DEATH
YEAR	YEAR	DIVIDEND	PREMIUM	NET PREMIUM	OUTLAY	VALUE	OF ALL ADDS	VALUE	BENEFIT
1	0	\$0.00	\$2,000.00	\$2,000.00	\$2,000.00	\$0.00	\$1,324.00	\$1,324.00	\$155,190.0
2	1	\$0.00	\$2,000.00	\$4,000.00	\$4,000.00	\$0.00	\$2,925.00	\$2,925.00	\$170,755.0
3	2	\$196.00	\$2,000.00	\$6,000.00	\$6,000.00	\$0.00	\$4,657.00	\$4,657.00	\$187,981.
4	3	\$276.00	\$2,000.00	\$8,000.00	\$8,000.00	\$0.00	\$6,541.00	\$6,541.00	\$205,598.
5	4	\$373.00	\$2,000.00	\$10,000.00	\$10,000.00	\$0.00	\$8,589.00	\$8,589.00	\$223,740.
6	5	\$477.00	\$2,000.00	\$12,000.00	\$12,000.00	\$548.00	\$10,814.00	\$11,362.00	\$242,412.
7	6	\$583.00	\$2,000.00	\$14,000.00	\$14,000.00	\$1,125.00	\$13,232.00	\$14,357.00	\$261,585.
8	7	\$697.00	\$2,000.00	\$16,000.00	\$16,000.00	\$1,733.00	\$15,860.00	\$17,593.00	\$281,273.
9	8	\$817.00	\$2,000.00	\$18,000.00	\$18,000.00	\$2,373.00	\$18,718.00	\$21,090.00	\$301,473.
10	9	\$951.00	\$2,000.00	\$20,000.00	\$20,000.00	\$3,040.00	\$21,826.00	\$24,866.00	\$322,243.
11	10	\$1,099.00	\$2,000.00	\$22,000.00	\$22,000.00	\$3,737.00	\$25,215.00	\$28,951.00	\$343,646.
12	11	\$1,265.00	\$2,000.00	\$24,000.00	\$24,000.00	\$4,456.00	\$28,908.00	\$33,364.00	\$365,776.
13	12	\$1,456.00	\$2,000.00	\$26,000.00	\$26,000.00	\$5,193.00	\$32,936.00	\$38,129.00	\$388,777.
14	13	\$1,677.00	\$2,000.00	\$28,000.00	\$28,000.00	\$5,941.00	\$37,339.00	\$43,281.00	\$412,821.
15	14	\$1,941.00	\$2,000.00	\$30,000.00	\$30,000.00	\$6,700.00	\$42,150.00	\$48,850.00	\$438,152.
16	15	\$2,235.00	\$2,000.00	\$32,000.00	\$32,000.00	\$7,463.00	\$47,402.00	\$54,865.00	\$464,916.
17	16	\$2,561.00	\$2,000.00	\$34,000.00	\$34,000.00	\$8,234.00	\$53,045.00	\$61,279.00	\$493,160.
18	17	\$2,827.00	\$2,000.00	\$36,000.00	\$36,000.00	\$9,018.00	\$59,167.00	\$68,185.00	\$522,512.
19	18	\$3,168.00	\$2,000.00	\$38,000.00	\$38,000.00	\$9,817.00	\$65,807.00	\$75,623.00	\$553,350.
20	19	\$3,526.00	\$2,000.00	\$40,000.00	\$40,000.00	\$10,640.00	\$73,004.00	\$83,645.00	\$585,681.
21	20	\$3,892.00	\$2,000.00	\$42,000.00	\$42,000.00	\$11,348.00	\$80,812.00	\$92,160.00	\$619,455.
22	21	\$4,277.00	\$2,000.00	\$44,000.00	\$44,000.00	\$12,084.00	\$89,276.00	\$101,360.00	\$654,678.
23	22	\$4,681.00	\$0.00	\$44,000.00	\$44,000.00	\$12,855.00	\$96,380.00	\$109,235.00	\$679,617.
24	23	\$5,015.00	\$0.00	\$44,000.00	\$44,000.00	\$13,662.00	\$104,111.00	\$117,773.00	\$705,822.
25	24	\$5,383.00	\$0.00	\$44,000.00	\$44,000.00	\$14,509.00	\$112,529.00	\$127,038.00	\$733,368.
26	25	\$5,774.00	\$0.00	\$44,000.00	\$44,000.00	\$15,396.00	\$121,700.00	\$137,096.00	\$762,280.
27	26	\$6,204.00	\$0.00	\$44,000.00	\$44,000.00	\$16,326.00	\$131,699.00	\$148,025.00	\$792,649.
28	27	\$6,677.00	\$0.00	\$44,000.00	\$44,000.00	\$17,297.00	\$142,599.00	\$159,896.00	\$824,581.
29	28	\$7,205.00	\$0.00	\$44,000.00	\$44,000.00	\$18,310.00	\$154,479.00	\$172,789.00	\$858,207
30	29	\$7,783.00	\$0.00	\$44,000.00	\$44,000.00	\$19,363.00	\$167,425.00	\$186,788.00	\$893,636
31	30	\$8,418.00	\$0.00	\$44,000.00	\$44,000.00	\$20,460.00	\$181,537.00	\$201,997.00	\$930,984
32	31	\$9,121.00	\$0.00	\$44,000.00	\$44,000.00	\$21,594.00	\$196,903.00	\$218,498.00	\$970,395.
33	32	\$9,886.00	\$0.00	\$44,000.00	\$44,000.00	\$22,772.00	\$213,639.00	\$236,412.00	\$1,011,974.
34	33	\$10,721.00	\$0.00	\$44,000.00	\$44,000.00	\$23,988.00	\$231,854.00	\$255,842.00	\$1,055,850.
35	34	\$11,635.00	\$0.00	\$44,000.00	\$44,000.00	\$25,246.00	\$251,683.00	\$276,928.00	\$1,102,160
36	35	\$12,632.00	\$0.00	\$44,000.00	\$44,000.00	\$26,542.00	\$273,254.00	\$299,797.00	\$1,151,048.
37	36	\$13,723.00	\$0.00	\$44,000.00	\$44,000.00	\$27,880.00	\$296,697.00	\$324,577.00	\$1,202,666
38	37	\$14,905.00	\$0.00	\$44,000.00	\$44,000.00	\$29,255.00	\$322,191.00	\$351,446.00	\$1,257,162
39	38	\$16,206.00	\$0.00	\$44,000.00	\$44,000.00	\$30,668.00	\$349,876.00	\$380,544.00	\$1,314,729
40	39	\$17,616.00	\$0.00	\$44,000.00	\$44,000.00	\$32,119.00	\$379,961.00	\$412,080.00	\$1,375,543
41	40	\$19,165.00	\$0.00	\$44,000.00	\$44,000.00	\$33,607.00	\$412,625.00	\$446,232.00	\$1,439,817.
42	41	\$20,844.00	\$0.00	\$44,000.00	\$44,000.00	\$35,129.00	\$448,053.00	\$483,182.00	\$1,507,720.
43	42	\$22,657.00	\$0.00	\$44,000.00	\$44,000.00	\$36,689.00	\$486,461.00	\$523,150.00	\$1,579,430.
44	43	\$24,618.00	\$0.00	\$44,000.00	\$44,000.00	\$38,284.00	\$528,110.00	\$566,394.00	\$1,655,134.
45	44	\$26,739.00	\$0.00	\$44,000.00	\$44,000.00	\$39,918.00	\$573,233.00	\$613,151.00	\$1,735,025
46	45	\$29,028.00	\$0.00	\$44,000.00	\$44,000.00	\$41,585.00	\$622,044.00	\$663,630.00	\$1,819,289
. •	46	\$31,482.00	\$0.00	\$44,000.00	\$44,000.00	\$43,292.00	\$674,875.00	\$718,168.00	\$1,908,095
47				Ψ,σσσ.σσ	Ψ,000.00	¥ .0,202.00	¥0,0. 0.00	20,.00.00	. , . ,
47 48	47	\$34,113.00	\$0.00	\$44,000.00	\$44,000.00	\$45,035.00	\$732,011.00	\$777,046.00	\$2,001,647

## WHOLE LIFE 100

	AGE AT				CUMULATIVE	BASE GUARANTEE			
POLICY	START OF	ANNUAL	NET	CUMULATIVE	NET A/T	D CASH	CASH VALUE	NET CASH	NET DEAT
YEAR	YEAR	DIVIDEND	PREMIUM	NET PREMIUM	OUTLAY	VALUE	OF ALL ADDS	VALUE	BENEFIT
50	49	\$40,049.00	\$0.00	\$44,000.00	\$44,000.00	\$48,639.00	\$860,542.00	\$909,181.00	\$2,204,006
51	50	\$43,344.00	\$0.00	\$44,000.00	\$44,000.00	\$50,497.00	\$983,174.00	\$983,174.00	\$2,313,302
52	51	\$46,941.00	\$0.00	\$44,000.00	\$44,000.00	\$52,388.00	\$1,010,601.00	\$1,062,989.00	\$2,428,502
53	52	\$50,888.00	\$0.00	\$44,000.00	\$44,000.00	\$54,312.00	\$1,094,675.00	\$1,148,987.00	\$2,549,98
54	53	\$55,120.00	\$0.00	\$44,000.00	\$44,000.00	\$56,262.00	\$1,185,438.00	\$1,241,700.00	\$2,678,18
55	54	\$59,812.00	\$0.00	\$44,000.00	\$44,000.00	\$58,236.00	\$1,283,399.00	\$1,341,635.00	\$2,813,71
56	55	\$64,959.00	\$0.00	\$44,000.00	\$44,000.00	\$60,232.00	\$1,388,964.00	\$1,449,196.00	\$2,956,92
57	56	\$70,376.00	\$0.00	\$44,000.00	\$44,000.00	\$62,250.00	\$1,502,669.00	\$1,564,919.00	\$3,108,11
58	57	\$76,218.00	\$0.00	\$44,000.00	\$44,000.00	\$64,291.00	\$1,625,053.00	\$1,689,344.00	\$3,267,62
59	58	\$82,421.00	\$0.00	\$44,000.00	\$44,000.00	\$66,354.00	\$1,756,817.00	\$1,823,171.00	\$3,435,89
60	59	\$89,167.00	\$0.00	\$44,000.00	\$44,000.00	\$68,441.00	\$1,898,438.00	\$1,966,879.00	\$3,613,26
61	60	\$96,225.00	\$0.00	\$44,000.00	\$44,000.00	\$70,548.00	\$2,050,512.00	\$2,121,060.00	\$3,800,00
62	61	\$103,774.00	\$0.00	\$44,000.00	\$44,000.00	\$72,670.00	\$2,213,662.00	\$2,286,333.00	\$3,996,59
63	62	\$111,885.00	\$0.00	\$44,000.00	\$44,000.00	\$74,802.00	\$2,388,590.00	\$2,463,392.00	\$4,203,67
64	63	\$120,679.00	\$0.00	\$44,000.00	\$44,000.00	\$76,937.00	\$2,576,387.00	\$2,653,324.00	\$4,422,28
65	64	\$130,520.00	\$0.00	\$44,000.00	\$44,000.00	\$79,069.00	\$2,777,421.00	\$2,856,490.00	\$4,653,12
66	65	\$140,814.00	\$0.00	\$44,000.00	\$44,000.00	\$81,196.00	\$2,992,671.00	\$3,073,866.00	\$4,896,76
67	66	\$151,933.00	\$0.00	\$44,000.00	\$44,000.00	\$83,315.00	\$3,223,199.00	\$3,306,514.00	\$5,154,14
68	67	\$164,001.00	\$0.00	\$44,000.00	\$44,000.00	\$85,430.00	\$3,469,947.00	\$3,555,378.00	\$5,426,05
69	68	\$176,840.00	\$0.00	\$44,000.00	\$44,000.00	\$87,541.00	\$3,733,458.00	\$3,820,999.00	\$5,712,58
70	69	\$189,936.00	\$0.00	\$44,000.00	\$44,000.00	\$89,650.00	\$4,015,202.00	\$4,104,852.00	\$6,014,63
71	70		-\$225,000.00	-\$181,000.00	-\$181,000.00	\$91,745.00	\$4,074,061.00	\$4,165,806.00	\$5,986,00
72	71	\$207,320.00	-\$225,000.00	-\$406,000.00	-\$406,000.00	\$93,821.00	\$4,135,769.00	\$4,229,591.00	\$5,963,28
73	72	\$211,264.00	-\$225,000.00	-\$631,000.00	-\$631,000.00	\$95,864.00	\$4,200,502.00	\$4,296,365.00	\$5,947,32
74	73	\$215,796.00		-\$856,000.00	-\$856,000.00	\$97,857.00	\$4,268,421.00	\$4,366,278.00	\$5,938,71
75	74	\$220,951.00	-\$225,000.00	-\$1,081,000.00	-\$1,081,000.00	\$99,795.00	\$4,339,728.00	\$4,439,523.00	\$5,937,78
76	75	\$226,429.00	-\$225,000.00	-\$1,306,000.00	-\$1,306,000.00	\$101,671.00	\$4,414,306.00	\$4,515,977.00	\$5,944,45
77	76	\$231,970.00		-\$1,531,000.00	-\$1,531,000.00	\$103,487.00	\$4,492,315.00	\$4,595,802.00	\$5,958,38
78	77	\$237,417.00	-\$225,000.00	\$1,756,000.00	\$1,756,000.00	\$105,467.00	\$4,573,734.00	\$4,678,987.00	\$5,979,01
79	78	\$242,546.00	-\$225,000.00	-\$1,981,000.00	-\$1,981,000.00	\$106,978.00	\$4,658,850.00	\$4,765,829.00	\$6,005,76
80	79	\$242,340.00		-\$2,206,000.00	-\$2,206,000.00	\$100,978.00	\$4,747,712.00	\$4,856,383.00	\$6,038,25
81	80	\$252,127.00	-\$225,000.00	-\$2,431,000.00	-\$2,431,000.00	\$110,328.00	\$4,840,645.00	\$4,950,973.00	\$6,076,58
82	81	\$257,137.00	-\$225,000.00	-\$2,656,000.00	-\$2,656,000.00	\$110,328.00	\$4,938,000.00	\$5,049,942.00	\$6,121,20
83	82	\$262,681.00	-\$225,000.00	-\$2,881,000.00	-\$2,881,000.00	\$113,500.00	\$5,039,995.00	\$5,153,495.00	\$6,172,85
84	83	\$268,975.00	-\$225,000.00 -\$225,000.00	-\$3,106,000.00	-\$3,106,000.00	\$113,300.00	\$5,039,995.00	\$5,261,998.00	\$6,232,41
85	84	\$208,975.00	-\$225,000.00 -\$225,000.00	-\$3,331,000.00	-\$3,331,000.00	\$114,989.00	\$5,147,339.00	\$5,375,451.00	\$6,300,14
86	85	\$276,137.00		-\$3,556,000.00		\$110,399.00	\$5,259,052.00	\$5,375,451.00	\$6,300,14
87	86	\$290,888.00	-\$225,000.00	-\$3,781,000.00	-\$3,781,000.00	\$117,734.00	\$5,498,257.00	\$5,617,256.00	\$6,459,42
88	87	\$290,888.00	-\$225,000.00 -\$225,000.00	-\$4,006,000.00	-\$4,006,000.00	\$118,998.00	\$5,498,257.00	\$5,746,156.00	\$6,550,25
89	88	\$304,994.00	-\$225,000.00	-\$4,231,000.00	-\$4,231,000.00	\$120,211.00	\$5,759,473.00	\$5,880,859.00	\$6,647,90
90	89	\$304,994.00	-\$225,000.00 -\$225,000.00	-\$4,456,000.00	-\$4,456,000.00	\$121,386.00	\$5,759,473.00	\$6,022,087.00	\$6,752,06
91	90	\$317,956.00	-\$225,000.00	-\$4,681,000.00	-\$4,681,000.00	\$122,349.00	\$6,047,362.00	\$6,171,083.00	\$6,752,00
92	91	\$317,950.00	-\$225,000.00	-\$4,906,000.00	-\$4,906,000.00	\$123,721.00	\$6,204,334.00	\$6,329,271.00	\$6,979,68
93	91	\$324,412.00	-\$225,000.00 -\$225,000.00	-\$4,906,000.00 -\$5,131,000.00	-\$4,906,000.00 -\$5,131,000.00	\$124,937.00	\$6,204,334.00	\$6,498,739.00	\$7,103,27
93	93	\$337,786.00	-\$225,000.00	-\$5,356,000.00	-\$5,356,000.00	\$120,212.00	\$6,554,776.00	\$6,682,434.00	\$7,103,27
95	93	\$345,039.00		-\$5,581,000.00	-\$5,581,000.00	\$127,658.00	\$6,754,156.00	\$6,883,400.00	\$7,233,68
96	94	\$345,039.00		-\$5,806,000.00	-\$5,806,000.00	\$129,244.00			
96	95	\$353,718.00			-\$5,806,000.00 -\$6,031,000.00		\$6,973,987.00		\$7,520,75
				-\$6,031,000.00		\$132,935.00	\$7,216,844.00	\$7,349,779.00	\$7,682,26
98	97	\$378,555.00	-\$225,000.00	-\$6,258,000.00	-\$6,258,000.00	\$134,962.00	\$7,482,925.00	\$7,617,887.00	\$7,858,65
99	98 99	\$394,710.00 \$408,616.00	-\$225,000.00 -\$225,000.00	-\$6,481,000.00 -\$6,706,000.00	-\$6,481,000.00 -\$6,706,000.00	\$136,930.00 \$139,896.00	\$7,762,225.00 \$8,046,006.00	\$7,899,155.00 \$8,185,902.00	\$8,047,29 \$8,185,90