

**DATE:** April 25, 2018 **N° 2018-07**  
**CATEGORY:** Insurance  
**TO:** Managing General Agents, Associate General Agents, Advisors, General Agents, Independent Financial Advisors and National Accounts  
**SUBJECT:** AddCalc update

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## **ADDCALC.NET for Life Illustrator**

We are pleased to announce that we have an updated version of AddCalc available for download from the Empire Life Advisor site.

Based on user feedback, we have made the following enhancements to the Immediate Financing Arrangement (IFA)\* and the Corporate Legacy Builder (CLB) sales concepts in the AddCalc system:

### Personal Immediate Financing Arrangement

- We have added a new “Personal” version of the Immediate Financing Arrangement (IFA) to illustrate the advantages of this financial planning concept for small business owners and professionals who are not incorporated.
- This version of the concept uses personal tax rates instead of corporate tax rates
- Reference to the Capital Dividend Account (CDA) has been removed.

### Capitalization of Interest

- After a client has paid the annual loan interest due on the Line of Credit (LOC) they created for the Immediate Financing Arrangement (IFA); there may be funds available for borrowing. You can now illustrate the client borrowing back the loan interest they paid, maximizing the loan amount available to borrow.

### Corporate Legacy Builder (CLB)

- We have added an update to the Corporate Legacy Builder to correct an error in the Accumulated RDTOH column found in the Alternate Investment ledger.

ADDCALC.NET is a leading software package for illustrating life insurance-based solutions to any number of financial concerns, including estate planning, charitable giving, retirement planning, pension maximization and corporate insurance.

Launch date

April 25 2018

Reference

John Quirt ALMI. Product Manager, Insurance Marketing

\* Using life insurance as collateral in personal or business lending may be appropriate only for clients with higher risk tolerance. Clients should review the appropriateness of this strategy with their own legal and tax advisors before proceeding. The cash surrender value of a client's insurance policy will vary if not guaranteed, or if policy changes or withdrawals are made however they must meet their loan obligations and repay their loan in full in accordance with the arrangements made with their lender. The Empire Life Insurance Company acts solely in the capacity of issuing and administering life insurance policies and does not provide advice of any nature concerning CSV lending to individuals or advisors. The advisor is responsible for determining the appropriateness of CSV lending for their clients and informing them of the risks associated with borrowing to invest.