# Qualified Plan Roll-Out Analyzer

## Simple Step-by-Step User Guide

A practical guide for building, validating, reviewing and documenting either a Retirement Income strategy or a Legacy / No Income strategy - including the required Columbus Life illustration workflow.

### What this application does

The analyzer compares keeping qualified retirement assets in the current plan with a controlled roll-out to a Columbus Life indexed universal life strategy. It can be used for either **Retirement Income** or **Legacy / Wealth Transfer**. The Qualified Plan side is modeled by the application; actual Columbus Life policy values, charges, premiums, income and death benefits come from the imported carrier illustrations.

| INCOME OUTCOME | LEGACY OUTCOME | FINAL DELIVERABLE |
| --- | --- | --- |
| Compares both strategies against the same spendable retirement-income goal and shows taxes, fees, market pressure, RMDs, IRMAA, cash value and legacy. | Compares the after-tax value of the Qualified Plan for beneficiaries with Columbus Life cash value and death benefit when no policy income is modeled. | Generates a professional client PDF after the case is complete and provides supporting calculation detail for the advisor file. |

# The Application Workflow

Complete the application in order. Do not move forward when required values are showing $0, dashes, “waiting,” or “load illustrations to complete analysis.”

| 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|
| **Build the Case** | **Load Columbus Illustrations** | **Review the Strategy** | **Income / Legacy Comparison** | **Cost of Ownership** |

### Simple workflow

**Enter the client** → Calculate the roll-out → **Build Columbus with the Funding Amount** → Load the Columbus illustrations → Choose Income or Legacy → Review the result → Generate the client PDF → Save and export the case.

### Before you begin

Have the client’s basic tax and retirement information available. For the Columbus portion, be prepared to create and import the required complete illustrations, including the **UL supplemental expenses** report / Cost Ledger information. For important completed cases, save the case and also use **Export Case File** as a separate backup.

## What “ready” looks like

- The client information and Qualified Plan assumptions are populated.
- The QP Roll-Out Snapshot contains non-zero values.
- The Columbus Life Funding Amount is populated and reconciles logically.
- The required Columbus illustrations show **LOADED**.
- The Case Ready Checklist indicates the selected strategy is ready.
- The selected Income or Legacy comparison displays complete results.

# Build the Case

Open **1. Build the Case**. This section establishes the client facts, tax assumptions, roll-out design and Qualified Plan assumptions that drive the entire analysis.

## Client & Tax

- **Client Name and Date of Birth:** enter both. Current Age should calculate automatically.
- **Federal Filing Status:** select the client's filing status.
- **Qualified Account Balance:** enter the current qualified retirement balance.
- **State Tax Rate:** enter the planning assumption.
- **Spouse Information:** open only when spouse information is needed for household tax or Medicare planning.

## Income Timeline

- **Current Taxable Income:** enter annual taxable income after deductions.
- **Current Taxable Income COLA:** enter the annual growth assumption, if any.
- **Current Taxable Income End Age:** enter the last age this current income remains in the model.
- **Other Existing Taxable Retirement Income:** add pension, rental income or other taxable retirement income, along with its start age and COLA.
- **Social Security:** enter only when you want Social Security included in the case.

## Roll-Out Design

- **Roll-Out Start Age:** age at which qualified distributions begin.
- **Roll-Out Years:** available planning window for the roll-out.
- **Roll-Out Method:** in the normal design, "Fill Selected Federal Bracket" lets the application determine the annual distribution within the selected bracket.
- **Fixed Roll-Out Rate / Holding Bucket Rate:** enter the fixed rate used while near-term premium dollars wait to be transferred.
- **Fixed Holding Bucket Fee:** enter the applicable annual fee.

## Qualified Plan Assumptions

- **Return Method:** choose Historical S&P or Fixed.
- **Historical Sequence:** when using Historical S&P, select the starting S&P year.
- **QP Management Fee:** enter the annual management fee assumption.

### Stop-and-check before continuing

Look at the **QP Roll-Out Snapshot**. Starting QP, Gross QP Roll-Out, Estimated Roll-Out Taxes and After-Tax QP Principal Released should all contain reasonable values. If these show $0 or dashes, review the inputs before moving on.

## Load the Columbus Illustrations

This section converts the client-selected QP roll-out into the amount used to build the Columbus Life policy and then reconciles the actual carrier premium schedule after the illustrations are imported.

# A. Confirm the Funding Amount

- **Estimated Capital Available:** after-tax QP principal plus modeled net fixed-account earnings.
- **Design Cushion:** small conservative buffer used to avoid unnecessary carrier reruns.
- **Columbus Life Funding Amount:** the amount used to build the Columbus illustration set.

### Quick arithmetic check

The Funding Amount should reconcile logically. Example: if Estimated Capital Available is $789,963 and the Design Cushion is $790, the Columbus Life Funding Amount should be approximately **$789,173**.

# B. Open Columbus Life Illustration Software

The recorded Columbus Life procedure requires a specific sequence so the illustration system does not overwrite the policy design while cash-flow options are being calculated.

- **Create / open the client profile.**
- **Select the Index Explorer Plus UL 2025 product.**
- **Turn on the "UL supplemental expenses" report** in the report-selection menu. This is required so the rollout application receives the policy expense information it needs.
- **Use the Columbus Life Funding Amount from the application** as the guideline single premium / after-tax qualified-plan funding amount used to establish the policy design.

### System-critical setup

Do not skip the **UL supplemental expenses** report. The recorded SOP specifically identifies this report as required for the downstream application analysis.

# The four required policy designs

| Purpose | Carrier design / file |
|---|---|
| Legacy_No Income | Full illustration - maximum funded, zero loans (Legacy / No Income baseline). |
| Max Index Loan | Maximum Loan using the Index loan provision. |
| Fixed Loan | Minimum Loan using the Standard / Fixed loan provision. |
| Middle design | Conservative middle loan amount between the upper and lower bounds; save/import into the application's corresponding Designed Middle slot. |

# Columbus Life Illustration Build - Step by Step

Follow this sequence carefully. The recorded SOP warns that running cash-flow calculations can reset the face amount, so the established face amount must be preserved and restored when required.

## Phase 1 - Build the Full / No-Income Baseline

**Enter the funding amount**
Input the **Columbus Life Funding Amount** from the application as the guideline single premium for the initial one-year funding setup.

**Temporarily disable Prevent MEC**
Turn **Prevent MEC** off so the illustration can calculate the minimum required face amount and corresponding MEC premium limit.

**Capture the carrier results**
Record the resulting **face amount** and **MEC limit** before proceeding.

**Hardcode the design**
Enter the calculated face amount and MEC limit back into the policy, then re-enable **Prevent MEC**.

**Run and export the Full Illustration**
Run the values with no policy loans and export the complete Full Illustration with the required supplemental expense / cost information.

### Data-preservation warning

Before activating **Max Cash Flow**, copy the established face amount. The recorded SOP states that clicking the cash-flow button can automatically reset the face amount to minimum. Paste the preserved face amount back in before exporting the loan illustrations.

## Phase 2 - Establish the Maximum and Minimum Loan Bounds

- **Activate Max Cash Flow** and restore the previously preserved face amount if Columbus resets it.
- **Verify the MEC limits** after restoring the face amount.
- **Set the loan distribution window** for the case (the SOP example uses ages 76-90; use the actual case design).
- **Loan Type = Index:** calculate and export the **Maximum Loan** illustration.
- **Loan Type = Standard:** calculate and export the **Minimum Loan** illustration.

# Complete the Columbus Illustration Set

## Phase 3 - Build the Conservative Middle Design

- **Disable the automatic maximum cash-flow parameters.**
- **Determine a middle-ground annual loan amount** between the Maximum and Minimum results. The recorded example is: Max $122,000 and Min $114,000, so use approximately $118,000.
- **Manually enter the middle annual loan amount** using the standard-loan design described in the SOP.
- **Generate and export the final Conservative Middle illustration.** In the application, place this file in the corresponding Designed Middle illustration slot used for your case workflow.

### Four-PDF completion check

Before returning to the Qualified Plan Roll-Out Analyzer, confirm that you have exported all four complete Columbus files: **Full / No Income**, **Maximum Loan**, **Minimum / Fixed Loan**, and the **Conservative Middle** design. Each file should include the required supplemental expense / cost information.

## C. Import the Columbus Illustrations into the Application

- **Income case:** load Max Index Loan, Designed Middle Index Loan and Fixed Conservative Loan into their corresponding application slots.
- **Legacy case:** load the Full / Legacy / No Income illustration.
- **Best practice:** load all four illustrations whenever practical so the agent can move between Income and Legacy analysis without rebuilding the case.
- **Use complete illustrations** containing the required policy values and Cost Ledger / UL supplemental expense information.

## D. Confirm the Case Ready Checklist

- The appropriate illustration cards should show **LOADED**.
- The selected strategy should show ready for analysis.
- If the application says an illustration is missing, do not rely on downstream reports until it is supplied.

## E. Review Funding Reconciliation

- Review **Funding Reconciliation - QP Release vs. Columbus Premium Timing**.
- The actual carrier premium schedule should reconcile to the QP release timing.
- The ending fixed-account balance should normally be a small positive amount within design tolerance, not a large surplus or material deficit.

## Review the Strategy

- Start with the **Strategy Decision Dashboard**. Confirm Starting QP, Gross QP Roll-Out, Estimated Roll-Out Taxes, After-Tax QP Principal Released, carrier cash flow and the illustrated horizon.
- If the dashboard says **LOAD COLUMBUS ILLUSTRATIONS TO COMPLETE ANALYSIS**, something required is still missing.
- Review the **Strategy Timeline** and make sure today's age, roll-out period, retirement-income period when applicable, and strategy horizon make sense.
- Set **Strategy View Through Age** to the age you want the reports and charts to evaluate, such as 90, 100 or 120.

### Choose the objective

**Income:** select Max Index Loan, Designed Middle Index Loan or Fixed Conservative Loan. The spendable income and income years should come from the imported carrier illustration.

**Legacy:** select Legacy / No Income. No policy income should be modeled; the application should evaluate cash surrender value, death benefit and after-tax Qualified Plan legacy.

## Review the Income or Legacy Comparison

For an **Income** case, open the Retirement Income Comparison. Both strategies are being asked to deliver the same spendable income. The Qualified Plan generally must withdraw more because distributions are taxable.

- Review Spendable Income Goal.
- Compare QP income actually delivered with Columbus income delivered.
- Review years fully funded and the first QP shortfall, if one occurs.
- Review taxes, IRMAA and the value remaining at the strategy horizon.

### A QP shortfall is not an application error

It means that, under the selected market sequence and assumptions, the Qualified Plan could no longer fully support the same spendable-income target. If the QP fully funds the goal, the report should state that clearly.

# For a Legacy / No Income case

- Focus on **Gross QP Value, Estimated Beneficiary Tax, Net QP Legacy Value, IUL Cash Surrender Value, IUL Death Benefit** and **Additional IUL Legacy**.
- Legacy mode should not display retirement-income shortfall language because no policy income is modeled.

## Cost of Ownership

This section compares the modeled economic drag of the Qualified Plan with the actual policy charges from the selected Columbus Life illustration.

- The Qualified Plan side may include management fees and applicable tax / Medicare effects.
- The IUL side uses actual Columbus policy charges from the imported illustration.
- Make sure the selected Columbus illustration is identified as the carrier cost source.

### How to explain this correctly

Do not present this as simply a “401(k) fee versus life insurance fee” comparison. The Qualified Plan side measures modeled economic drag associated with owning and accessing taxable retirement dollars. The IUL side represents actual policy charges. Higher economic drag does not automatically mean the strategy produced the worse overall outcome - review the actual income and remaining-value comparisons.

# Calculation Detail - use when proof is needed

Calculation Detail is the supporting audit area. It is primarily for the advisor, case designer or reviewer - not the normal client presentation.

- QP Roll-Out - Tax Reconciliation Detail
- Same-Spendable Income Detail - Columbus Income vs. QP Withdrawal Required
- Master QP Performance & Distribution Ledger
- Columbus Life Funding Amount - Validation Detail
- RMD Detail
- Medicare IRMAA Detail
- Year-by-Year Cost of Ownership Ledger
- Legacy Wealth Detail and Beneficiary Tax Audit when Legacy is selected

### Use the detailed reports to verify - not to overwhelm

If a summary number looks unusual, open the appropriate detail report and trace the calculation before presenting the case.

# Finish the Case

Once the selected Income or Legacy strategy is fully populated and reviewed, finish the case with the client report and case-file controls.

## Generate the Client PDF

• Choose the final Income design or Legacy / No Income.

• Click **Generate Client PDF** in Case Management.

• The application should automatically use the correct report template for Income or Legacy.

• Before giving the report to the client, verify the client name, starting QP value, Funding Amount, selected Columbus design, strategy horizon and major results against the application.

## Save and Protect the Case

• Save the completed case using a clear case name.

• A saved case should retain the planning inputs and imported Columbus illustration datasets.

• For important completed cases, also use **Export Case File** so there is a separate backup outside the browser.

| | |
|---|---|
| Client facts complete | Name, DOB, filing status, state tax rate and Qualified Account Balance are populated. |
| QP Roll-Out Snapshot complete | Starting QP, Gross QP Roll-Out, Estimated Taxes and After-Tax QP Principal Released are not zero or blank. |
| Funding calculation complete | Estimated Capital Available, Design Cushion and Columbus Life Funding Amount reconcile logically. |
| Columbus illustration set complete | All required files are exported with supplemental expense / cost information and the appropriate application cards show LOADED. |
| Selected strategy complete | Income or Legacy results display complete values and no waiting/error indicators. |
| Client PDF reviewed | The report agrees with the active application case before delivery. |
| Case saved and exported | The browser case is saved and an exported backup exists for important cases. |

### The simplest agent rule

**Enter client → Calculate roll-out → Build Columbus → Generate four illustrations → Load files → Choose Income or Legacy → Review → Generate PDF → Save and export.**