

<b>Premium Finance Programs - Traditional</b>				
	<b>CMS Express</b>	<b>Insurative</b>	<b>Enterprise</b>	<b>HSBC</b>
<b>Out of Pocket Expense</b>	None	\$1,500 yr 1, \$1,000 annually thereafter, 50 bps loan origination fee on premium only	\$3,000 - \$5,000 legal fees	\$10,000 - \$15,000 legal fees
<b>Term of Agreement</b>	5 years	3 years	3 years with option to renew at bank's discretion	5 years with option to renew at bank's discretion
<b>Loan Interest Rate</b>	Prime + 125 - 350 bps	LIBOR + 150 bps roll up avail 20 yrs	LIBOR + 225 - 250 bps can be fixed or floating	LIBOR + 175 bps
<b>Death Within Loan Period</b>	Repay Loan & Interest	Repay Loan & Interest	Repay Loan & Interest	Repay Loan & Interest
<b>Right to Repay Loan?</b>	Repay Loan & Interest	Repay Loan & Interest (no penalties on anniversary)	Repay Loan & Interest plus 2% of outstanding amount prepayment penalty	Repay Loan & Interest
<b>Minimum Net Worth</b>	\$5,000,000	None	\$10,000,000	\$25,000,000
<b>Minimum Premium</b>	\$750,000 over 5 years	\$100,000	\$500,000	\$1,000,000
<b>Probable Min. Age</b>	None	21 - 95	None	None
<b>Underwriting Required</b>	Up to slightly rated or better	Up to slightly rated or better	Up to slightly rated or better	Up to slightly rated or better
<b>Collateral Required</b>	Fully Collateralized	Fully Collateralized (LOC)	Fully Collateralized	Fully Collateralized
<b>Residency Req't</b>	None	None	None	None
<b>Carriers</b>	AXA, Hancock, ING, Lincoln, Pac, Phoenix, Sun, Trans, Union Central, North American, Protective	Please call (approx 20 carriers)	Hancock, Trans (call for others)	Hancock
<b>Additional Notes</b>	Arrangement fee of up to 1% of principal loan balance	No financial underwriting beyond carrier req's; MA trust	Small origination fee	

	<b>Premium Finance Programs - Traditional</b>		
	<b>Cool Springs</b>	<b>PFG</b>	<b>VRDO</b>
<b>Out of Pocket Expense</b>	None	None	None
<b>Term of Agreement</b>	5 years with option to renew at bank's discretion	5 years with option to renew at bank's discretion	5 years with option to renew at bank's discretion
<b>Loan Interest Rate</b>	LIBOR + 125 bps (floor of 4.65% and cap of 6.25%)	PRIME + 1.25 - 3.5 LIBOR + 1.50 - 3.0 LIBOR + 1.25	Currently approx 60 bps
<b>Death Within Loan Period</b>	Repay Loan & Interest	Repay Loan & Interest	Repay Loan & Interest
<b>Right to Repay Loan?</b>	Repay Loan & Interest	Repay Loan & Interest	Repay Loan & Interest
<b>Minimum Net Worth</b>	\$5,000,000	\$5,000,000	\$10,000,000
<b>Minimum Premium</b>	\$1,000,000 minimum loan	\$100,000	\$2,000,000 minimum loan
<b>Probable Min. Age</b>	None	None	None
<b>Underwriting Required</b>	Up to slightly rated or better	Up to slightly rated or better	Up to slightly rated or better
<b>Collateral Required</b>	Fully Collateralized	Fully Collateralized	Fully Collateralized
<b>Residency Req't</b>	None	None	None
<b>Carriers</b>	Various	Various	ING
<b>Additional Notes</b>	50 bps annual commitment fee	3 tiers of interest rate based on client net worth	1% of total loan structuring fee; 1.5% of total loan structuring fee