
A Life Insurance Illustration

Prepared For
John Smith

Presented By
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November 16, 2012

Supplemental Life Insurance Illustration
Term to age 80 with Increasing Premiums

Policy Form Number TT.TERM.IP80.(0105)

Northwestern Mutual Life - 720 E. Wisconsin Avenue - Milwaukee, Wisconsin 53202
Illustration No. PA2740-6DPDS-101844
ILLUS.T80.(0105)

Page 1 of 5

\$380,000 Term 80++
 For John Smith Age 31 Male

Initial Contract Premium \$254.20 # Initial monthly ISA payment \$21.94 #

This illustration assumes payment of all premiums when due.

Age (Beg Yr)	<i>Non-Guaranteed Dividends used to reduce premiums</i>								
	1 Total Insur- ance	2 Dividend*	3 — Contract Premium — Guaranteed Maximum (Beg Yr)	4 Non-Guar. Scheduled (Beg Yr)++	5 Annual Premium Outlay (Beg Yr)*	6 Total Premium Outlay++	7 Cash Surr. Values Total*	8 Values Guaranteed	9 Waiver Premium (Beg Yr)#
31	380,000	19	254	254	254	254	0	0	34
32	380,000	19	254	254	235*	489	0	0	34
33	380,000	19	258	258	239*	728	0	0	38
34	380,000	22	267	267	248*	976	0	0	46
35	380,000	22	270	270	248*	1,224	0	0	49
36	380,000	26	828	279	256*	1,480	0	0	53
37	380,000	26	915	292	266*	1,746	0	0	57
38	380,000	30	1,029	312	286*	2,031	0	0	65
39	380,000	30	1,158	331	300*	2,332	0	0	72
40	380,000	34	1,303	356	326*	2,658	0	0	84
41	380,000	38	1,466	385	351*	3,008	0	0	91
42	380,000	38	1,569	413	375*	3,383	0	0	99
43	380,000	41	1,690	451	413*	3,796	0	0	110
44	380,000	41	1,816	494	452*	4,248	0	0	122
45	380,000	45	1,960	541	499*	4,747	0	0	133
46	380,000	49	2,116	589	543*	5,290	0	0	144
47	380,000	53	2,283	636	587*	5,877	0	0	160
48	380,000	49	2,473	693	640*	6,517	0	0	182
49	380,000	45	2,682	748	699*	7,216	0	0	205
50	380,000	41	2,899	806	760*	7,976	0	0	228

Disability Waiver Premium included in columns 3 and 4.

Points to Consider

1. Term is in force to age 80 as long as premiums are paid.
2. Convertible to age 60 without evidence of insurability.
3. Disability Waiver, if included - If premiums are being waived during Term conversion period, Policyowner may convert to 90 Life or lower premium permanent plan. Premiums are waived on that policy while insured remains disabled. If disability begins after age 60, premiums not waived past age 65.

++The scheduled premiums are based on the company's expectations with regard to such factors as interest rates, expenses, mortality and persistency. These premiums are guaranteed for five years. After five years (with regulatory approval) they may be changed if the company's expectations change. The new premium is not guaranteed beyond one year and may be changed on each subsequent policy anniversary (with regulatory approval) but cannot exceed maximum levels. A change in premium will not result in a change in benefits or cash values. (Policy Form No. TT.TERM.IP80.(0105))

***Non-guaranteed illustrated values and benefits include dividends.** Illustrated dividends reflect current (2013 scale) claim, expense and investment experience and are not estimates or guarantees of future results. Dividends actually paid may be larger or smaller than those illustrated. This illustration does not recognize that, because of interest, a dollar in the future has less value than a dollar today. Premiums and values are different if indexed protection is included.

TT (2010) 0.40 Premier NT UB2

11/16/12

Submitted by Ronald Frey Jr.

Illustration No. PA2740-6DPDS-101844 17190 The Northwestern Mutual Life - Milwaukee

See current Basic Illustration for guaranteed elements and other information.

\$380,000 Term 80++
 For John Smith Age 31 Male

Initial Contract Premium \$254.20 # Initial monthly ISA payment \$21.94 #

This illustration assumes payment of all premiums when due.

Age (Beg Yr)	<i>Non-Guaranteed Dividends used to reduce premiums</i>								
	1 Total Insur- ance	2 Dividend*	3 — Contract Premium — Guaranteed Maximum (Beg Yr)	4 Non-Guar. Scheduled (Beg Yr)++	5 Annual Premium Outlay (Beg Yr)*	6 Total Premium Outlay++	7 Cash Surr. Values Total*	8 Values Guaranteed	9 Waiver Premium (Beg Yr)#
51	380,000	38	3,157	866	824*	8,800	0	0	251
52	380,000	38	3,450	927	889*	9,689	0	0	274
53	380,000	34	3,799	1,019	981*	10,670	0	0	319
54	380,000	26	4,194	1,113	1,079*	11,749	0	0	361
55	380,000	19	4,624	1,210	1,183*	12,932	0	0	403
56	380,000	15	5,099	1,312	1,293*	14,225	0	0	448
57	380,000	7	5,597	1,417	1,402*	15,627	0	0	486
58	380,000	0	6,132	1,546	1,539*	17,166	0	0	528
59	380,000	0	6,725	1,696	1,696	18,862	0	0	562
60	380,000	155	7,193	1,689	1,689	20,551	0	0	407
61	380,000	155	7,892	1,882	1,726*	22,276	0	0	414
62	380,000	155	8,678	2,102	1,946*	24,222	0	0	414
63	380,000	163	9,602	2,383	2,227*	26,450	0	0	441
64	380,000	136	10,548	2,582	2,418*	28,868	0	0	369
65	380,000	0	11,300	2,506	2,369*	31,237	0	0	
66	380,000	0	12,509	2,833	2,833	34,070	0	0	
67	380,000	0	13,816	3,186	3,186	37,256	0	0	
68	380,000	0	15,222	3,574	3,574	40,829	0	0	
69	380,000	0	16,753	3,992	3,992	44,821	0	0	
70	380,000	0	18,482	4,436	4,436	49,257	0	0	

Disability Waiver Premium included in columns 3 and 4.

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\$380,000 Term 80++
 For John Smith Age 31 Male

Initial Contract Premium \$254.20 # Initial monthly ISA payment \$21.94 #

This illustration assumes payment of all premiums when due.

Non-Guaranteed Dividends used to reduce premiums

Age (Beg Yr)	1	2	3		4	5	6	7	8	9
	Total Insur- ance	Dividend*	— Contract Premium — Guaranteed Maximum (Beg Yr)	Non-Guar. Scheduled (Beg Yr)++	Annual Premium Outlay (Beg Yr)*	Total Premium Outlay++	Cash Surr. Values Total*	Guaranteed	Waiver Premium (Beg Yr)#	
71	380,000	0	20,759	4,915	4,915	54,172	0	0		
72	380,000	0	22,700	5,420	5,420	59,592	0	0		
73	380,000	0	25,300	5,960	5,960	65,552	0	0		
74	380,000	0	28,214	6,530	6,530	72,082	0	0		
75	380,000	0	31,342	7,127	7,127	79,209	0	0		
76	380,000	0	34,670	7,757	7,757	86,966	0	0		
77	380,000	0	38,174	8,415	8,415	95,381	0	0		
78	380,000	0	41,807	9,106	9,106	104,488	0	0		
79	380,000	0	45,664	9,828	9,828	114,316	0	0		
80	0	0			0	114,316	0	0		

Disability Waiver Premium included in columns 3 and 4.

Points to Consider

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See current Basic Illustration for guaranteed elements and other information.

\$380,000 Term 80
For John Smith Age 31 Male

Interest-adjusted Indices (calculated at 5%)

	Basic Policy	
	10 Years	20 Years
Surrender Cost Index*	0.61	0.79
Net Payment Cost Index*	0.61	0.79
Equivalent Dividend Index*	0.00	0.00

Adjusting for interest takes into account what is called the "time value" of money. "Time value" is the most fundamental aspect of the use of money. Stated simply, it means that because of interest, \$1 in the future has less value than \$1 today.

The Surrender Cost Index and Net Payment Cost Index are measures of the relative cost of similar plans of insurance. For these indices, a low index number represents a lower cost than a higher index number.

Surrender Cost Index: The average annual cost of insurance upon surrender, adjusted for the time value of money.

Net Payment Cost Index: The average annual net payment (premium minus the equivalent annual dividend), adjusted for the time value of money.

Equivalent Dividend Index: A component used in determining a policy's interest-adjusted cost or payment index. It is the average annual dividend, adjusted for the time value of money. It should not be used for comparison purposes.

*The above indices are based on non-guaranteed dividends. Actual dividends may be larger or smaller than those illustrated. Dividends, which are subject to change by Northwestern Mutual, are based on the Company's current (2013) claim, expense, and investment experience. This illustration assumes no policy loans; loans will reduce dividends and likewise the non-guaranteed benefits and values.

See current Basic Illustration for guaranteed elements and other information.

Modal Premium Calculator

\$380,000 Term 80
For age 31, Male

Included in the Illustration:

	Annual	Semi-annual	Quarterly	Monthly
Initial Contract Premiums				
Insurance	\$ 220.00	\$ 112.11	\$ 56.61	\$ 18.99
Disability Waiver	34.20	17.43	8.80	2.95
Total	\$ 254.20	\$ 129.54	\$ 65.41	\$ 21.94
Amount in Excess of Annual Premium*	\$ 0.00	\$ 4.88	\$ 7.44	\$ 9.08

Additional benefits not illustrated:

	Annual	Semi-annual	Quarterly	Monthly
IPB	11.40	5.81	2.93	0.98
IPB Waiver	26.60	13.56	6.84	2.30

Note: To determine the actual modal premium for a combination of benefits that is different than what is included in the illustration, either rerun the illustration with the new combination of benefits or calculate the modal premium as follows:

$$(\text{Sum of Annual Premium Components}) \times (\text{Modal Factor}) + \text{Policy Factor}$$

rounded to nearest cent

<u>Mode</u>	<u>Modal Factor</u>	<u>Non-ISA Policy Factor</u>	<u>ISA Policy Factor</u>
Annual	1.0000	0.00	0.00
Semi-annual	0.5096	1.35	0.00
Quarterly	0.2573	2.00	0.00
Monthly	0.0863	Not Available	0.00

* Premium amounts for future years, the difference between the annual premium and total payments on other frequencies in future years, and an annual percentage rate (APR) calculation, may be obtained from your Financial Representative. The APR calculation is also available through www.northwesternmutual.com.

11/16/12

Submitted by Ronald Frey Jr.

(For Field Office Use Only - Consult DSR for actual requirements)

Life Insurance Underwriting Guidelines

The requirements displayed are based strictly on the amount of insurance applied for. Any waiver of these requirements and the acceptability of existing medical requirements are also determined by Northwestern Mutual. Additional requirements may be necessary as determined by Northwestern Mutual.

**For John Smith
\$380,000 T80, Age 31, Male, Premier NT
Underwriting Amount \$380,000**

Paramed Paramedical. An exam performed by a Northwestern Mutual authorized paramedical facility.
Blood Blood Profile. Blood chemistry tests including HIV antibody by a Northwestern Mutual authorized insurance lab.
Urine Urine. Urine specimen analyzed by a Northwestern Mutual authorized insurance lab.

	<u>Scheduled</u>	<u>Completed</u>	<u>Field Received</u>	<u>Date Ordered</u>
Paramed	_____	_____	_____	
Blood	_____	_____	_____	
Urine	_____	_____	_____	

Basic Financial Requirements/CHI/Inspection Reports

\$1 - \$2,000,000 Application question #96
\$300,001 - \$2,000,000 CHI
(These reports ordered by Home Office)

The Home Office reserves the right to order current medical studies, exams, physicians' reports, MVRs or any other information necessary for underwriting. (See the LIFE INSURANCE UNDERWRITING GUIDELINES 17-0528, or consult New Business for exact requirements needed.)

A Basic Life Insurance Illustration

Prepared For:
John Smith

Prepared By:
Ronald Frey Jr., Agent
4431 N. Front St.
Ste. 102
Harrisburg, PA, 17110
(717) 724-8982
November 16, 2012

Narrative Summary

<i>Insured:</i>	John Smith Male, Age 31	<i>Initial Insurance Amount:</i>	\$380,000
<i>Underwriting Class:</i>	Premier.	<i>Initial Contract Premium:</i>	\$254.20 Annually (see Premium Summary for other premium frequencies)
<i>Dividend Option:</i>	Either reduce premium or cash options	<i>Premium Payable:</i>	To policy anniversary nearest insured's 80th birthday
<i>Conversion Period:</i>	To policy anniversary nearest insured's 60th birthday		
<i>Policy Type:</i>	Term 80		

T80 - This is an increasing premium term life insurance policy with a level insurance amount. It terminates on the policy anniversary nearest the insured's 80th birthday. It has no cash surrender value.

Guaranteed Amounts - These numbers are based on the assumption that no dividends are paid and that Northwestern Mutual Life is charging the maximum premiums allowed in the contract. The scheduled premiums are guaranteed for 5 years.

Non-Guaranteed Amounts - These numbers are based on the assumption that the non-guaranteed amounts currently illustrated will continue unchanged for all years shown. Northwestern Mutual Life is required to state that this is not likely to occur and that actual results may be more or less favorable. The scheduled premiums are guaranteed for 5 years.

Illustrated Dividends are based on the assumption that the non-guaranteed dividends currently illustrated will continue unchanged under the assumed dividend scale for all years shown. This is not likely to occur; actual results may be more or less favorable.

Future dividends may be larger or smaller than illustrated as a result of changes in the dividend scale and/or any policy changes you make, which includes changing the face amount and adding or dropping additional benefits.

Conversion Rights - During the conversion period, this policy may be converted to a single life permanent policy with the same Additional Benefits without providing further evidence of insurability. The insurance amount on the resulting permanent policy can be equal to or less than this policy's insurance amount, and is subject to established Northwestern Mutual Life minimums.

Conversion Rights if Disabled - Inclusion of the Disability Waiver of Premium benefit requires premiums to be paid by Northwestern Mutual Life in the event of the insured's total disability. If total disability occurs when the policy is within the conversion

period, this term policy may be converted to a single life permanent policy where the premiums for the permanent policy will also be covered by Northwestern Mutual Life. The premium for the resulting permanent policy may not be more than Northwestern Mutual Life's Whole Life Paid-up at Age 90 premium.

Explanation of Terms

Cash Surrender Value - The policy has no cash surrender value.

Contract Premium - The amount required to be paid to keep a life insurance policy in full force. Premium amounts for future years, the difference between the annual premium and total payments on other frequencies in future years, and an annual percentage rate (APR) calculation, may be obtained from your Financial Representative. The APR calculation is also available through www.northwesternmutual.com.

Disability Waiver of Premium - Under this optional benefit, premiums are paid by Northwestern Mutual during the insured's total disability as defined in the provision. The Premium Summary indicates whether this benefit is included.

Dividends - Although an illustration may show dividends being paid at the end of each year, they are not guaranteed. A dividend represents a return of premium due to

favorable mortality experience, investment results and expense control. Depending on the elements of the policy and personal choice, the dividend may be used to reduce premium payments, be left to accumulate at interest, or be taken in cash.

Indexed Protection Benefit (IPB) - This optional benefit provides a compounded increase in insurance amount, based on the Consumer Price Index and subject to a cap of 8% in the second year through 10th year. The Premium Summary indicates whether this benefit is included.

Insurance - The amount that the insurance company pays on the death of the insured person. Total Insurance is the face amount of the policy plus any dividend accumulations.

Supplemental Illustrations - These may show premium outlays using non-guaranteed dividend values to pay a portion of the premiums. If dividends are smaller than illustrated, additional premium amounts not shown on the illustration may have to be paid in cash.

IMPORTANT: THIS GLOSSARY GIVES ONLY A PARTIAL DESCRIPTION OF POLICY TERMS AND PROVISIONS AND DOES NOT MODIFY POLICY PROVISION IN ANY WAY. THE POLICY CONTRACT MUST BE REFERRED TO FOR EXACT DEFINITIONS.

Premium Summary

Insured: John Smith
Male, Age 31

Policy Type:
Initial Insurance:

Term 80
\$380,000

Premiums may be paid directly or through an Insurance Service Account (ISA). ISA is Northwestern Mutual's unique billing system, allowing customers to combine payments for up to 15 policies on one bill.

Payments can be made automatically by using electronic funds transfer. You have four premium frequencies to choose from (the monthly frequency is available only through ISA):

	Annual	Semi-Annual*	Quarterly*	Monthly*
Initial Contract Premiums				
Insurance	\$160.00	\$81.54	\$41.18	\$13.81
Disability Waiver	34.20	17.43	8.80	2.95
Policy Fee	60.00	30.57	15.43	5.18
Total*	\$254.20	\$129.54	\$65.41	\$21.94
Total First Year ISA Payments	\$254.20	\$259.08	\$261.64	\$263.28
Amount in Excess of Annual Premium	0.00	4.88	7.44	9.08

Direct billings and payments are also available for non-ISA payments. You have three premium frequencies to choose from:

	Annual	Semi-Annual*	Quarterly*
Total Non-ISA Payments*	\$254.20	\$261.78	\$269.64

Additional Benefits not included in this illustration:

	Annual	Semi-Annual*	Quarterly*	Monthly*
IPB	\$11.40	\$5.81	\$2.93	\$0.98
IPB Waiver	26.60	13.56	6.84	2.30

* The total may not be the sum of the initial individual contract premiums because the actual calculation multiplies the total by a factor. The monthly frequency is available only through ISA.

Numeric Summary

Insured: John Smith
Male, Age 31

Policy Type:
Initial Insurance:

Term 80
\$380,000

		Non-Guaranteed*		
		Guaranteed Maximum Premiums	Avg. Maximum & Scheduled*	Scheduled Premiums*
Year 5:	Total Premiums	\$1,303	\$1,303	\$1,303
	Total Dividends	\$0	\$51	\$103
	Cash Surr Value	\$0	\$0	\$0
	Insurance	\$380,000	\$380,000	\$380,000
Year 10:	Total Premiums	\$6,536	\$4,705	\$2,874
	Total Dividends	\$0	\$125	\$251
	Cash Surr Value	\$0	\$0	\$0
	Insurance	\$380,000	\$380,000	\$380,000
Year 20:	Total Premiums	\$27,489	\$18,059	\$8,629
	Total Dividends	\$0	\$348	\$695
	Cash Surr Value	\$0	\$0	\$0
	Insurance	\$380,000	\$380,000	\$380,000
@Age 70:	Total Premiums	\$183,779	\$115,121	\$46,462
	Total Dividends	\$0	\$821	\$1,642
	Cash Surr Value	\$0	\$0	\$0
	Insurance	\$380,000	\$380,000	\$380,000

*The scheduled premiums are based on the Northwestern Mutual Life's expectations with regard to such factors as interest rates, expenses, mortality and persistency. These premiums are guaranteed for five years. After five years (with regulatory approval) they may be changed if the company's expectations change. The new premium is not guaranteed beyond one year and may be changed on each subsequent policy anniversary (with regulatory approval) but cannot exceed maximum levels. A change in premium will not result in a change in benefits or cash values.

I have received a copy of this illustration and understand that any non-guaranteed elements illustrated on this or any supplemental illustration shown to me are subject to change and could be either higher or lower. The agent has told me they are not guaranteed. I understand that if the policy is issued other than as illustrated here, the policyowner will receive a revised illustration on or before policy delivery.

(Applicant's Signature)

(Date)

I certify that this illustration has been presented to the applicant and that I have explained that any non-guaranteed elements illustrated are subject to change. I have made no statements that are inconsistent with the illustration.

(Agent's Signature)

(Date)

11/16/2012

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Tabular Detail

Insured: John Smith
Male, Age 31

Policy Type:
Initial Insurance:

Term 80
\$380,000

Beginning of Year	Total Insurance	Guaranteed Maximum Contract Premium (Beg Yr)	Non-Guaranteed Scheduled Contract Premium (Beg Yr)++	End of Yr Non-Guaranteed Dividend*	Cash Surr. Value	Waiver Premium (Beg Yr)#
1	380,000	254	254	19	0	34
2	380,000	254	254	19	0	34
3	380,000	258	258	19	0	38
4	380,000	267	267	22	0	46
5	380,000	270	270	22	0	49
6	380,000	828	279	26	0	53
7	380,000	915	292	26	0	57
8	380,000	1,029	312	30	0	65
9	380,000	1,158	331	30	0	72
10	380,000	1,303	356	34	0	84
11	380,000	1,466	385	38	0	91
12	380,000	1,569	413	38	0	99
13	380,000	1,690	451	41	0	110
14	380,000	1,816	494	41	0	122
15	380,000	1,960	541	45	0	133
16	380,000	2,116	589	49	0	144
17	380,000	2,283	636	53	0	160
18	380,000	2,473	693	49	0	182
19	380,000	2,682	748	45	0	205
20	380,000	2,899	806	41	0	228
25	380,000	4,624	1,210	19	0	403
30	380,000	7,193	1,689	155	0	407
35	380,000	11,300	2,506	0	0	
40	380,000	18,482	4,436	0	0	
45	380,000	31,342	7,127	0	0	
49	380,000	45,664	9,828	0	0	
50	0			0	0	

***Non-guaranteed benefits and values include dividends that are not guaranteed and are subject to change by Northwestern Mutual. Dividends are based on the Company's current (2013) claim, expense, and investment experience. Actual results may be more or less favorable. See Narrative Summary and Explanation of Terms.**

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#Included in Contract Premiums

11/16/2012

Page 5 of 6

\$380,000 Term 80
For John Smith Age 31 Male

Interest-adjusted Indices (calculated at 5%)

	Basic Policy	
	10 Years	20 Years
Surrender Cost Index*	0.61	0.79
Net Payment Cost Index*	0.61	0.79
Equivalent Dividend Index*	0.00	0.00

Adjusting for interest takes into account what is called the "time value" of money. "Time value" is the most fundamental aspect of the use of money. Stated simply, it means that because of interest, \$1 in the future has less value than \$1 today.

The Surrender Cost Index and Net Payment Cost Index are measures of the relative cost of similar plans of insurance. For these indices, a low index number represents a lower cost than a higher index number.

Surrender Cost Index: The average annual cost of insurance upon surrender, adjusted for the time value of money.

Net Payment Cost Index: The average annual net payment (premium minus the equivalent annual dividend), adjusted for the time value of money.

Equivalent Dividend Index: A component used in determining a policy's interest-adjusted cost or payment index. It is the average annual dividend, adjusted for the time value of money. It should not be used for comparison purposes.

*The above indices are based on non-guaranteed dividends. Actual dividends may be larger or smaller than those illustrated. Dividends, which are subject to change by Northwestern Mutual, are based on the Company's current (2013) claim, expense, and investment experience. This illustration assumes no policy loans; loans will reduce dividends and likewise the non-guaranteed benefits and values.

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Term to age 80 with Increasing Premiums (2010)
Policy Form Number TT.TERM.IP80.(0105) PM NT
Illustration No. PA2740-6DPDS-101844 - 2012 Issue

The Northwestern Mutual Life Insurance Company
720 East Wisconsin Avenue, Milwaukee, WI 53202
(414) 271-1444