

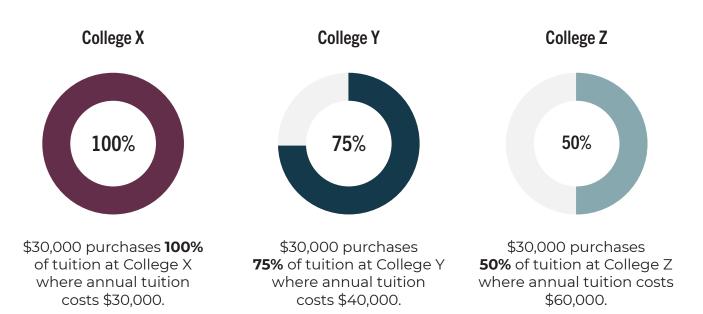
SAVING SCENARIOS

SAVING IN THE PLAN — ONE LUMP SUM

Since the Plan allows families to save at hundreds of colleges and universities, and the cost of tuition is different at each school, the amount they purchase for each school will also be different.

Let's say a family opens an account with \$30,000. If annual tuition costs \$30,000 at College X, they have purchased (or locked in) one full year of tuition and fees.

At College Y, where annual tuition costs \$40,000, they have purchased 75% of one year, and at College Z, which costs \$60,000, 50% of one year.



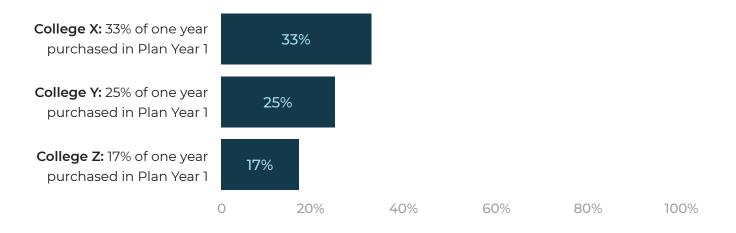
10 years after one lump sum: When families purchase tuition at the current rate, they're essentially hedging against tuition inflation. The tuition value of a Tuition Certificate is guaranteed to increase at the same rate as the cost of tuition and fees at each member college in the Plan.

It's now 10 years in the future, and tuition and fees have increased 4% per year at each college, so College Y now costs \$59,210. If your client's child enrolls at College Y, the redeemable value of their prepaid tuition (what they locked in) is 75% of one year of tuition and fees at the current rate, or \$44,407 (75% of \$59,210). In this scenario, that's equivalent to approximately \$14,407 in tax-free growth.

SAVING IN THE PLAN – MULTIPLE YEARS

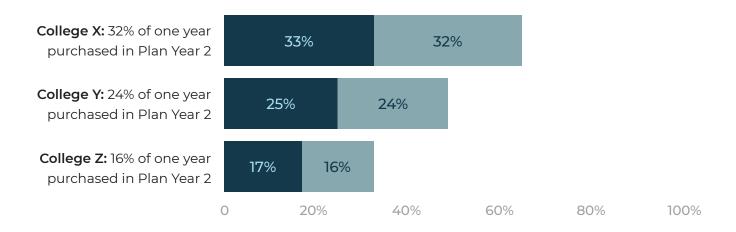
In Plan Year 1 (July 1 – June 30), a family opens an account with \$10,000. Current tuition and mandatory fees cost \$30,000 at College X, \$40,000 at College Y and \$60,000 at College Z.

Like the previous example of saving with one lump sum, the family is purchasing a certain percentage of tuition and fees at each college. But, because their initial contribution is lower, the percentages they purchase are lower too — approximately 33%, 25% and 17%, respectively.



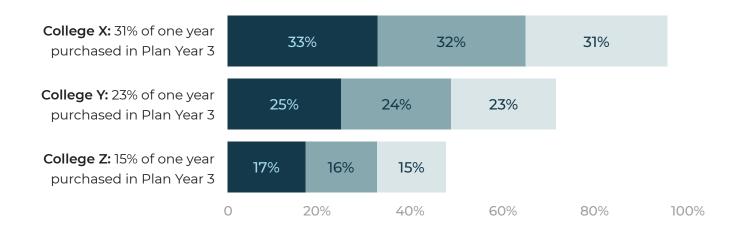
In Plan Year 2, the family makes another \$10,000 contribution to their account. We will assume College X, Y and Z's tuition and fees have gone up 4%. College X now costs \$31,200, College Y \$41,600 and College Z \$62,400.

Since the family's contribution is the same (\$10,000), but tuition and fees have gone up (4%), the percentages they purchase are slightly less — approximately 32%, 24% and 16%, respectively.



In Plan Year 3, the family makes another \$10,000 contribution. Again, we will assume College X, Y and Z's tuition and fees have gone up 4%. College X now costs \$32,448, College Y \$43,264 and College Z \$64,896.

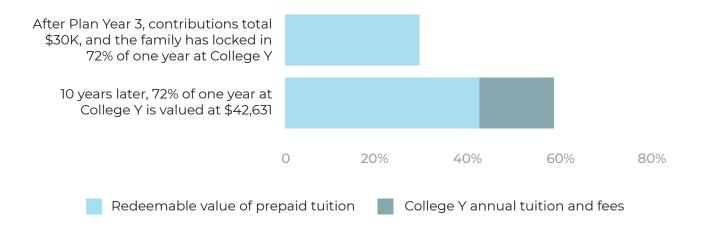
Since the family's contribution is the same (\$10,000), but tuition and fees have gone up (4%), the percentages they purchase are even less — approximately 31%, 23% and 15%, respectively.



10 years after Plan Year 3

It's now 10 years in the future, and we'll assume the family stopped making contributions after Plan Year 3. College X, Y and Z's tuition and mandatory fess have continued to rise 4% per year. Tuition and fees for one year at College X are now \$44,407, up from \$30,000; College Y is \$59,210, up from \$40,000; and College Z is \$88,815, up from \$60,000.

If their child enrolls at College Y, the redeemable value of their prepaid tuition (what they locked in) is approximately 72% of one year of tuition and fees at the current rate, or \$42,631 (72% of one year of tuition at College Y). In this scenario, that's equivalent to approximately \$12,631 in tax-free growth.





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The refund value of a Tuition Certificate is calculated as your total contributions adjusted for net investment returns up to a maximum increase of 2 percent per year compounded annually. If the refunded amount is not used to pay qualified higher education expenses, the earnings portion will be subject to federal income tax and an additional 10 percent tax penalty. See Disclosure Statement for details.

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