Bringing Value to You

You've done a good job saving. Now, you need a good way to manage that wealth.

These materials are not intended to provide tax, accounting or investment advice.
Be sure to consult a qualified professional in these areas about your individual situation.

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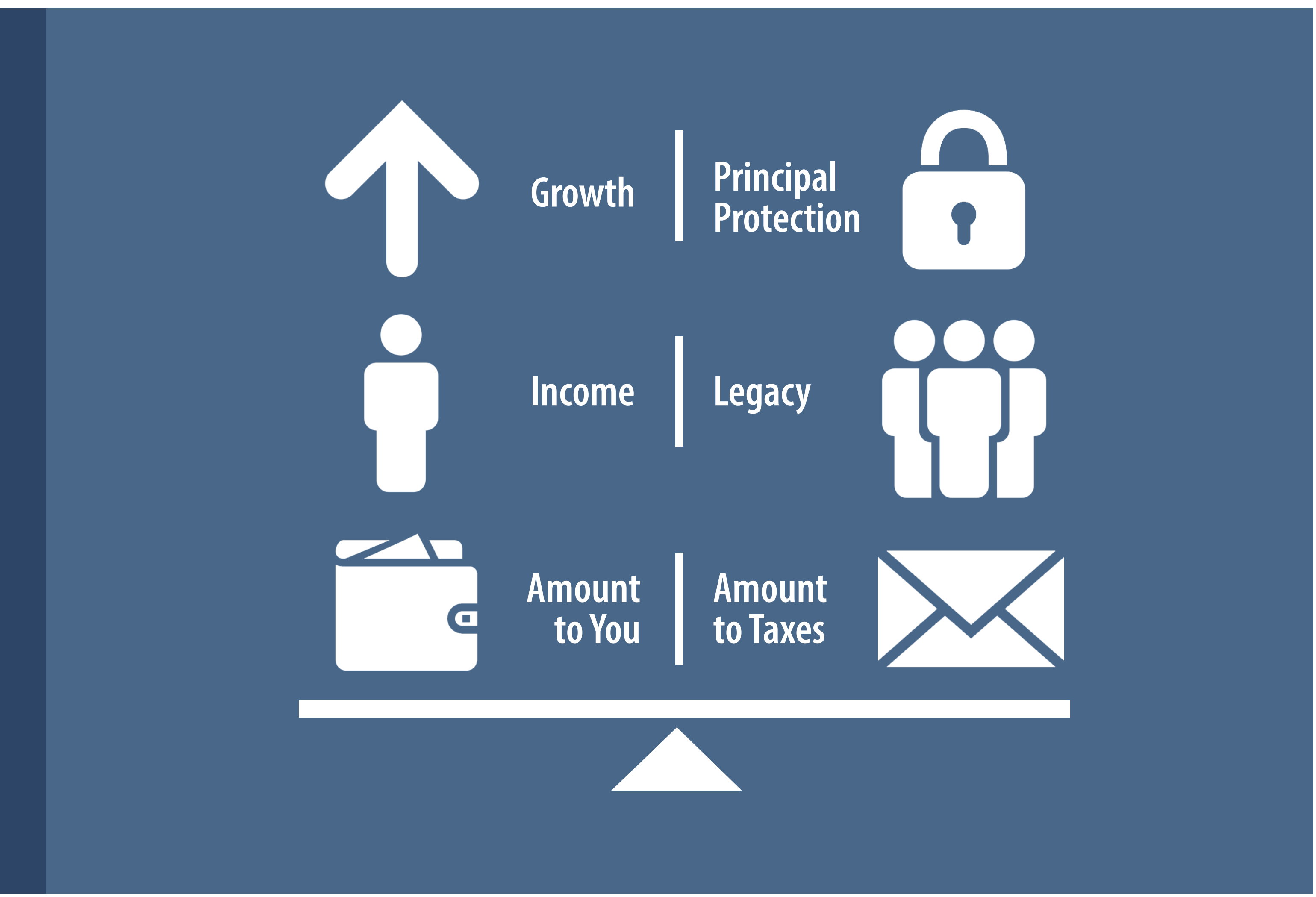
Planning for the future isn't just about saving money while you're working. It's about getting the most from your money in retirement.

We want to help you access an approach that benefits you and the money you've worked hard to save.

This brochure details the multiple ways you may want to use your funds in retirement, and explains how to choose an approach that can potentially meet your needs while living and your desire to pass some of that wealth on to your beneficiaries.

Balancing Goals for Your Money.

There are many ways to save for the future. But whichever strategy you choose, we believe there are potentially three areas where you may have to balance different goals.

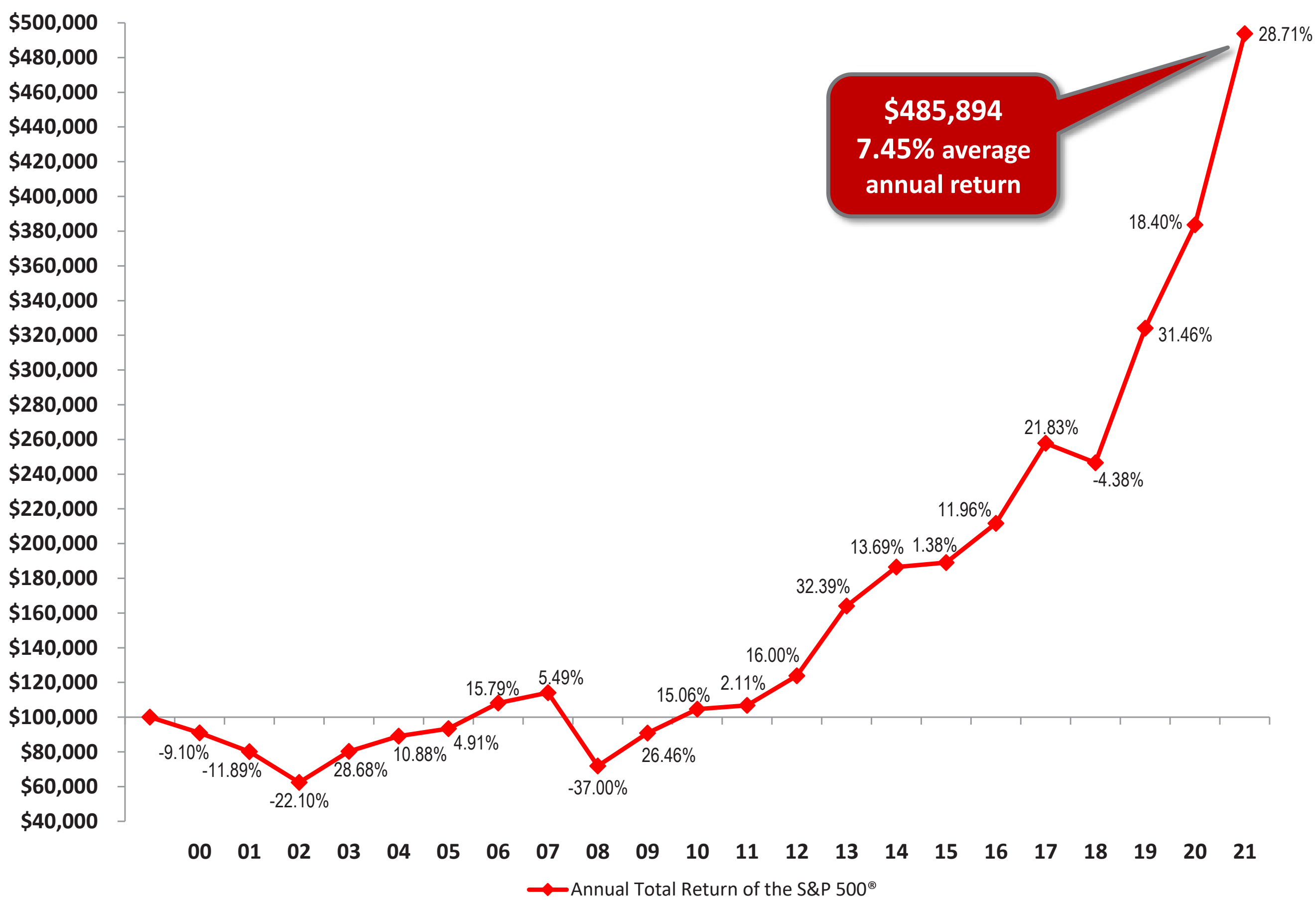


Growing Funds in Today's Stock Market.

Individuals who want their funds to have an opportunity for meaningful growth may choose options with exposure to the stock market.[1] This century the market has experienced significant volatility. The chart below shows how $100,000 in the S&P 500® (total return including dividends) has fared as the market has risen and fallen this century[2]:

S&P 500® from 2000 through 2021

The chart below shows a hypothetical investment of $100,000 in the stocks reflected by the movement of the S&P 500®, including dividends, made at the beginning of 2000 tracked through end of year 2021. During this time, the funds are tracked through two bear markets and two bull markets. At the end of this nineteen-year period, the S&P 500®, including dividends, had earned an average of 7.45% a year.



Source: Yahoo Finance GSPC Historical Prices, Accessed January 2022

[1]This historical performance of the S&P 500® is not intended as an indication of its future performance and is not guaranteed. This graph is only intended to demonstrate how the S&P 500®, including dividends, would be impacted by the hypothetical growth cap of 11% and the hypothetical floor of 0%, and is not a prediction of how any Indexed Universal Life Insurance product might have operated had it existed over the period depicted above. The actual historical growth of an IUL product existing over the period depicted above may have been higher or lower than assumed, and likely would have fluctuated subject to product guarantees.

Growing Funds with Low Interest Rates

Individuals who do not want their retirement funds exposed to the market may choose other options, such as bank savings. However, today's low interest rates have made it difficult to achieve meaningful returns on money in less volatile approaches. Below are current average interest rates for popular savings vehicles holding $100,000 or more:

Savings Account[1]	0.06%
Money Market Account[1]	0.08%
1-Year CD[1]	0.13%
5-Year CD[1]	0.28%

Income for You, Legacy for Your Beneficiaries

Some individuals have accrued money in their qualified accounts, such as 401(k)s and IRAs. In a qualified account, you may want to accomplish two goals with your funds: First, use the money as income, and second, leave some of the money to your beneficiaries as a legacy.

In a tax-deferred account, you can choose to receive funds for income penalty-free after age 59 ½. At age 72, the IRS will require you to receive funds from the account in the form of Required Minimum Distributions, or RMDs. Taxes are due when qualified account funds are distributed.

You can also leave all or a portion of the remaining account value to your beneficiaries when you and your spouse are no longer living. The funds will generally be taxed at your beneficiaries' tax rate.[1]

Your Use	Your Beneficiaries' Use
Planned Expenses	Legacy
Emergency Needs	
Medical Cost of Aging	

[1]*Rates taken from FDIC Weekly National Rates and Rate Caps https://www.fdic.gov/regulations/resources/rates - accessed 01/20/22*

Tax Options in Qualified Accounts

Because tax-deferred accounts require participants to ultimately pay income tax on contributions and accumulation, it's important to consider the overall taxes projected to be paid. Below is an example of a tax-deferred account, like an IRA. This example shows the taxes that could potentially be owed today and in the future if the account grows. This is a hypothetical example only.

For this example, we assume a **65-year old** individual is in the **25% tax** liability and has an IRA worth **$500,000**. We assume the individual's IRA grows at **5%** annually. We have also assumed the account holder **lives to age 90**. In our first example, the individual pays taxes on his RMDs and reinvests the remainder in another financial vehicle earning **4%** annually, where taxes will be paid on the growth. In our second example, the individual converts his IRA to a Roth IRA, pays the taxes due, and then accumulates funds in the Roth IRA tax-free.

IRA Value: $500,000			
Keep Tax-Deferred Account		**Convert to Roth IRA[1]**	
Receives RMDs to age 90	Per IRS rules	Converts Traditional IRA to Roth IRA	$500,000
Total taxes paid on RMDs at withdrawal	$151,430	Taxes paid on Roth conversion	$125,000
Taxes paid on growth from reallocated RMDs	$64,724	Taxes paid on Roth IRA growth	$0
Taxes paid on remaining IRA value at death	$100,641	Taxes paid on remaining Roth IRA value at death	$0
TOTAL TAXES PAID (hypothetical example)	**$316,795**		**$125,000**

[1]Contributions to a Roth IRA are subject to strict limitations by the IRS. Please consultant a tax professional about your situation. This hypothetical example does not consider every product or feature of tax-deferred accounts and is for illustrative purposes only. It should not be deemed a representation of past or future results, and is no guarantee of return or future performance. Your tax bracket may be lower or higher in retirement, unlike this hypothetical example. Every effort has been made to ensure the accuracy of these numbers. Example assumes 1% fees in the qualified account. RMD calculation data gathered and is hypothetical only.

An Alternative Approach

Certain kinds of life insurance can also be used both to create a legacy for your beneficiaries' through the death benefit and to accumulate funds that can be accessed in retirement. One such type is a permanent, flexible kind of life insurance called Indexed Universal Life[1] (IUL). Qualifying for an IUL policy depends on your age and health. This brochure outlines some of the features and benefits of indexed universal life. The primary purpose of life insurance is death benefit for your beneficiaries. Here are the basics:

Growth Potential and Protection

The "indexed" in an IUL refers to the potential for a portion of your cash value to grow when a market index rises, be protected when the market index drops, and how that portion of your premiums are credited annually.

Income and Legacy

An IUL immediately creates a legacy for your beneficiaries with the death benefit. This amount is separate from the value of your underlying assets. One benefit of an IUL may be the ability to take loans from your policy to use for supplemental income if needed in retirement. Outstanding loans and interest will reduce the death benefit amount.

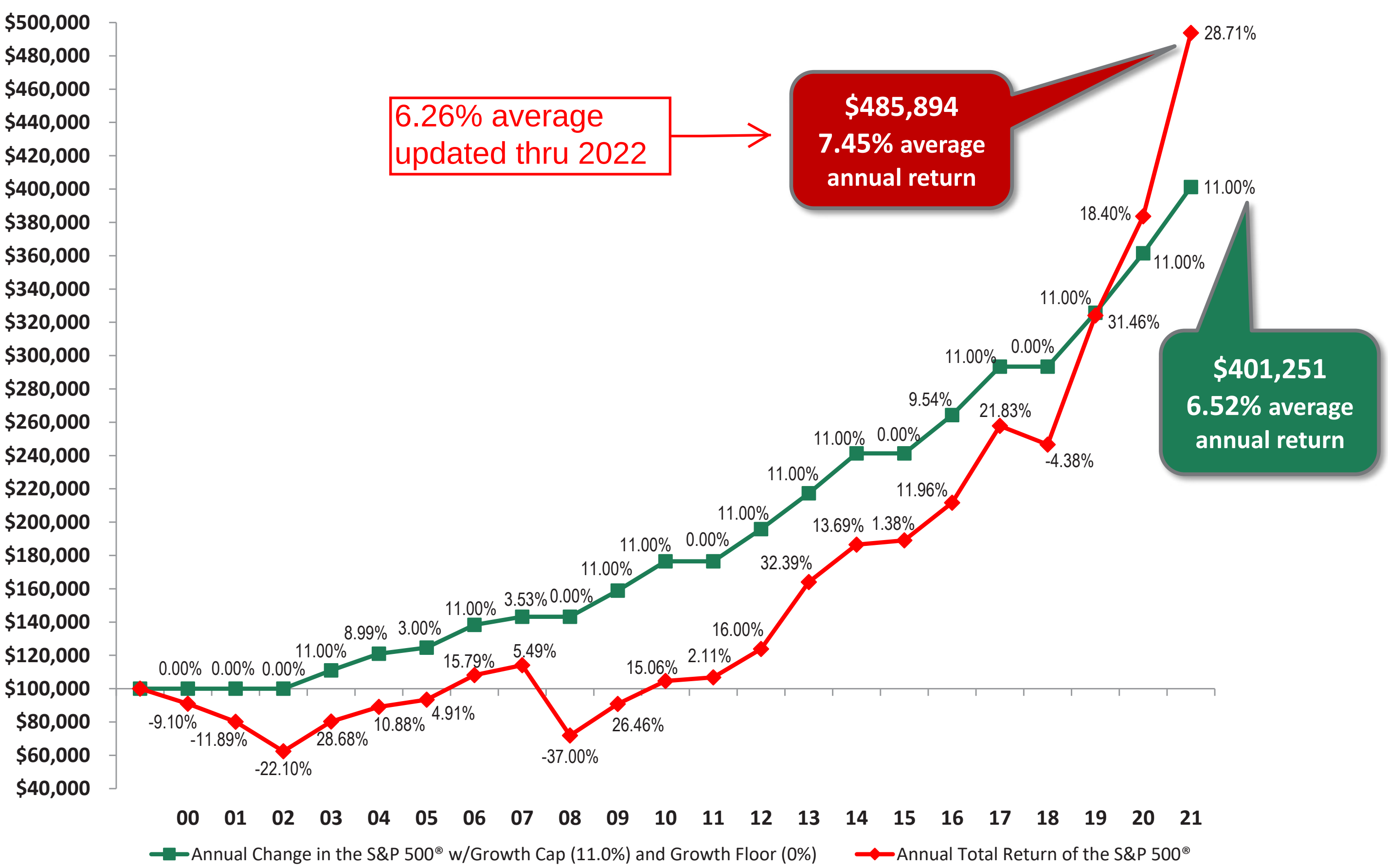
Taxation

With an IUL, your policy premiums are paid with after-tax dollars. Your cash value within the account grows income-tax free in most cases. You will generally not pay income tax on loans you take from the policy in retirement. Your death benefit is paid generally tax free.

[1]Indexed Universal Life is underwritten and issued according to the insured's health and age. Life insurance policies contain terms, conditions. Indexed universal life is a flexible premium adjustable life insurance product where a portion (or all) of the interest credited is tied to an outside index. There are no set premium payments required, but regular deductions are required to pay the policy's mortality costs and expenses, which will typically increase as the insured gets older. As long as there is cash value to pay the next deductions for mortality and expenses, the policy will continue. Current cost of insurance rates and interest rates are not guaranteed.
Life insurance policies contain terms, conditions and restrictions that vary by insurance company and by policy. Read your policy carefully before purchasing. The guarantees of life insurance policies rely on the financial strength and claims-paying ability of the issuing insurer.

How Funds Grow With Indexing

An IUL can help deliver potential growth and protection through Indexing. Indexing is a method that enables policy holders to participate in a portion of the potential rise in the value of a stock market index, while being protected from a potential drop in the index's value. There are many different kinds of indexes. As an example, a common indexing method uses the S&P 500® with a cap and a floor. Below is a comparison of $100,000 invested this century in stocks reflected by the movement of the S&P 500® total return including dividends (red line) and the interest credited under an Indexing method using the S&P 500® with a hypothetical cap of 11% and a floor of 0% (green line).[1] This comparison does not include any charges for the mortality costs of life insurance nor any stock investment fees, so the actual comparative values may vary from what is shown.



Source: Yahoo Finance GSPC Historical Prices, Accessed January 2022
https://finance.yahoo.com/quote/%5EGSPC/history?p=%5EGSPC

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Protection with Indexing

No one can predict the future, so we can't know how an IUL with these features will perform in the future. However, we want you to understand a range of potential performances that could be delivered.

Below are four examples of how an Indexing method using the S&P 500® with a hypothetical cap of 11% and a floor of 0% interest credited may have performed in various 10-year periods.[1] These examples can show you a potential range of results you could experience.

Average Annual Interest Credited[1]
Indexing Method using S&P 500® with 11% cap and 0% floor:

1997 - 2006	6.6%
2000 - 2009	4.7%
2003 - 2012	7.0%
2006 - 2015	6.8%
2009 - 2018	7.4%

[1]This historical performance is not intended as an indication of its future performance and is not guaranteed. This table is only intended to demonstrate how an indexing method using the S&P 500®, with a cap of 11% and a floor of 0%, could have potentially performed in a variety of market conditions, and is not a prediction of how any Indexed Universal Life Insurance product might have operated had it existed over the period depicted above. The actual historical growth of an IUL insurance product existing over the period depicted above may have been higher or lower than assumed, and likely would have fluctuated subject to product guarantees. This table does not reflect the impact of life insurance policy charges.

Income for You or Legacy for Your Beneficiaries

The primary purpose of life insurance is death benefit protection for your beneficiaries, and a death benefit, payable to your beneficiaries upon your death, is established when you purchase an IUL policy. IUL can also provide access to supplemental income in retirement. If needed, a policy holder may take loans from the account value of their IUL policy.

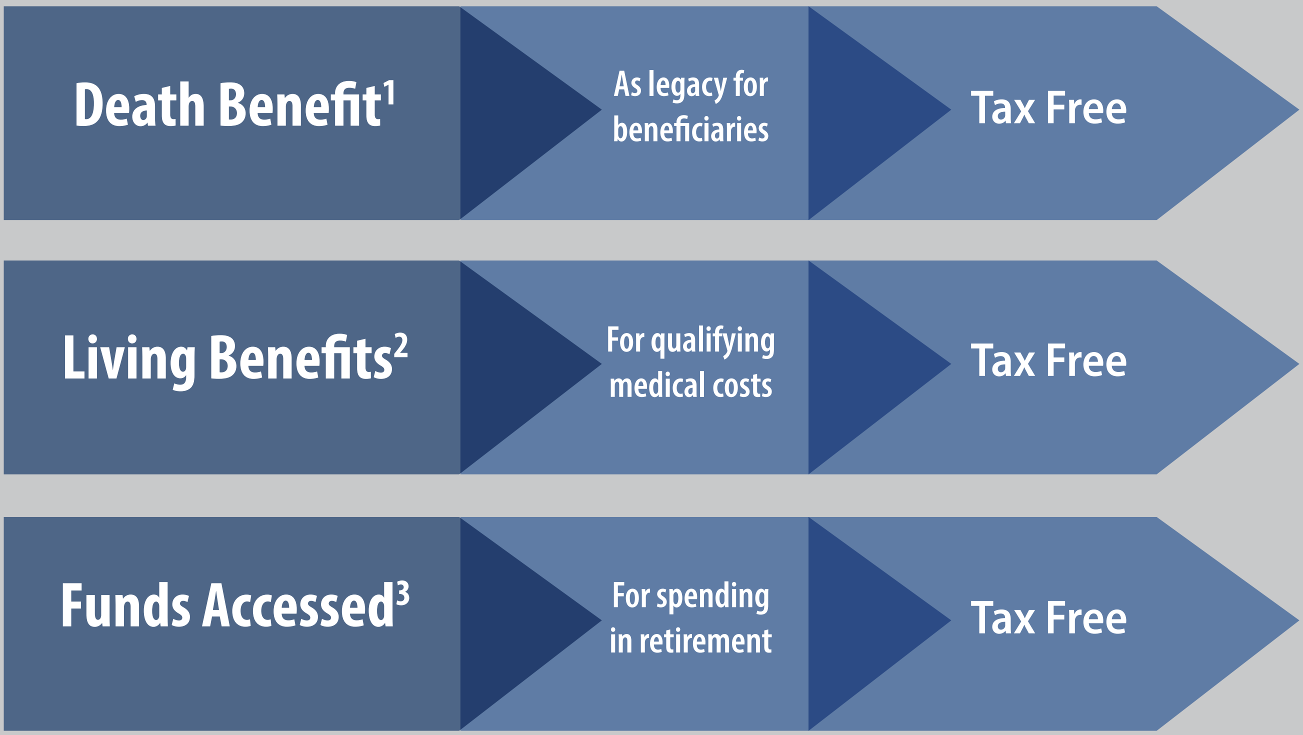
Additionally, many IUL policies make living benefits available, either through the contract or through an optional rider you can purchase. You can accelerate a portion of the death benefit for certain qualifying medical conditions, according to policy guidelines.

Any outstanding loan and applicable interest or utilization of a living benefit may reduce the death benefit.

Read your policy carefully to see the terms, conditions and restrictions on for policy loans and/or living benefits.

Potential Tax Benefits

Below is a description of the tax benefits you may potentially access through an IUL.[1] Please note this information is not intended to provide tax, legal or investment advice. Be sure to consult with a qualified professionals in these areas about your individual situation.



[1]Benefits paid at the death of a policy holder are, according to the current tax law, distributed generally income-tax-free to beneficiaries.
[2]Living Benefits triggered by pre-established guidelines.
[3]Through use of policy loans. Please see policy illustration for complete details.

Putting It All Together

An Indexed Universal Life insurance policy[1] can potentially deliver:

Potential for Accumulation

A portion of the IUL premium can be linked to a stock market index but not exposed to stock market risk. If that index increases in value, your policy will be credited with a portion of the increase each year.

Principal Protection[2]

If the index drops, the credited value is protected and does not drop. Guaranteed interest may be as little as 0%. You do not lose principal or any credited interest to stock market volatility

Income for You

Some IUL policies allow owners to borrow a portion of the accrued value through policy loans. If not repaid, loans reduce the death benefit by the amount of the loan and interest charged. Some IUL policies allow owners to withdraw all or a portion of the accrued value without penalty through a liquidity clause or rider, purchased for an additional charge. See your policy illustration for complete conditions and options.

Legacy for Your Beneficiaries

Beneficiaries receive a death benefit when the policy holder dies while the policy is in force. Death benefit is delivered less outstanding policy loans.

Tax Advantages

There is no IRS requirement to access money at age 70 ½ since premiums are paid with after-tax money. Principal and accumulation in the policy's cash value are generally not subject to income tax. Death benefit is paid generally income-tax free.

[1]Life insurance policies are contracts between the client and issuing insurance carrier. Life insurance guarantees rely on the fiscal strength and claims paying ability of the issuing insurer. Life Insurance products are not bank or FDIC insured.
[2]Life insurance products are not an investment in the stock market and are subject to all policy fees and charges associated with Life policies.
This information is not intended to provide tax, legal or investment advice. Individuals are encouraged to consult with a qualified professional in these areas about their personal situations.