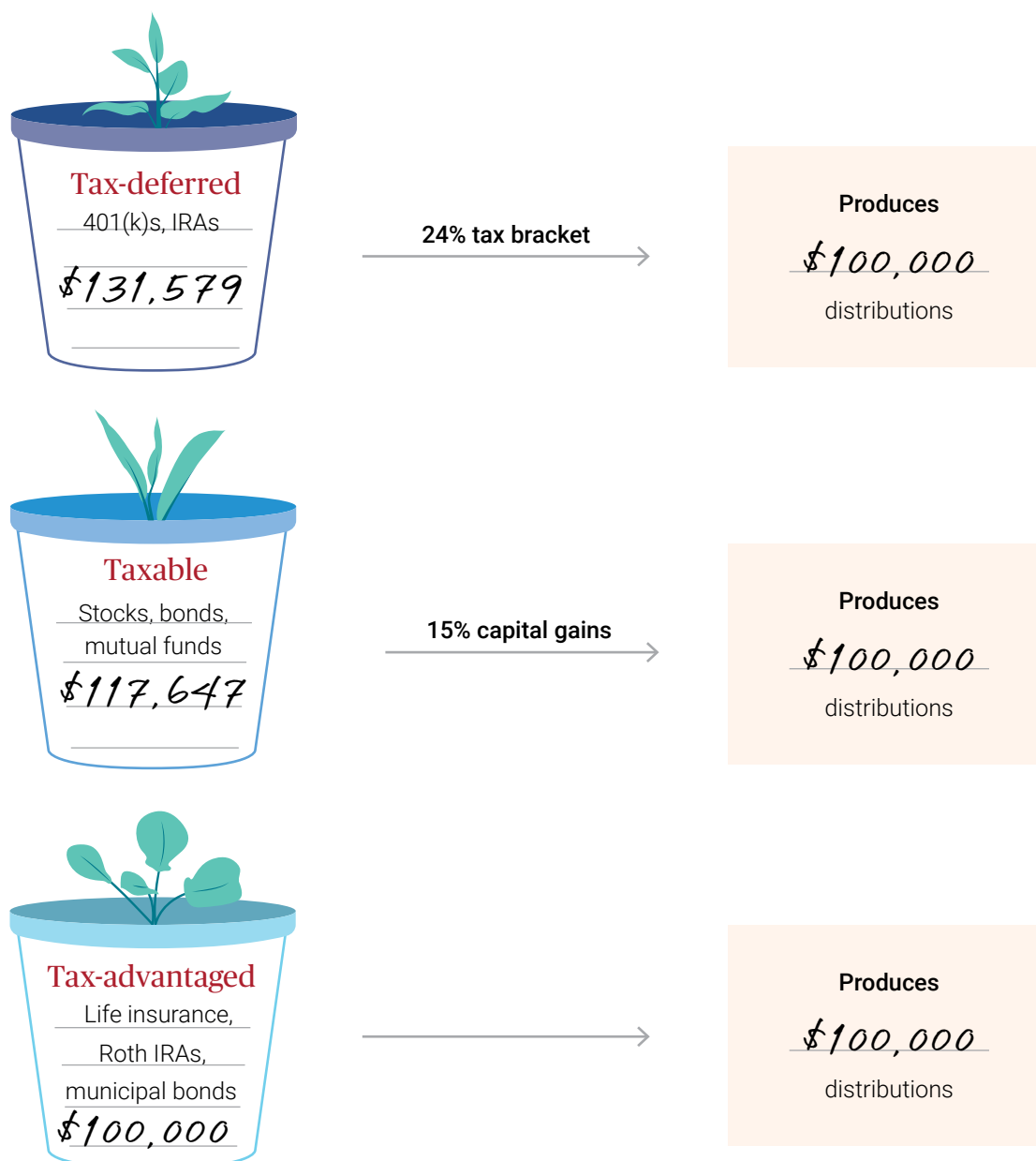


Prepare today for a tax-efficient future

Keep more of what you earned

As you plant the seeds for retirement, now is the time to understand how taxes will affect you when you begin spending your savings.

Review this sample illustration. See how taxes will affect your retirement plan, and how to diversify assets, so you can keep more income and pay less in taxes once you begin distributions. Diversification is not only important for growth, but also for distribution.



Get to know the different asset categories to create a diversified portfolio

Plans	Purchased with	What happens when you spend your savings?	Things to consider
Tax-deferred [IRA, 401(k), SEP, TSA]	Pretax dollars	Taxable	<ul style="list-style-type: none"> There are contribution limits You will be penalized for withdrawals made before age 59½ You are required to take minimum distributions, starting at age 72
Taxable (Stocks, bonds, mutual funds, checking, savings)	After-tax dollars	Taxable	<ul style="list-style-type: none"> You will be taxed on any capital gains on earnings There are no contribution limits There are no required distributions 85% of your Social Security benefits are taxed if you have too much adjusted gross income (MAGI)¹ Your Medicare premiums could increase if you have too much MAGI²
Tax-advantaged (Life insurance, Roth IRAs, municipal bonds)	After-tax dollars	Tax-free	<ul style="list-style-type: none"> Roth IRAs have contribution limits Municipal bond earnings have no contribution limits but are added to your MAGI and could affect Social Security benefits and Medicare premiums In addition to tax advantages, your life insurance has no effect on Social Security benefits or Medicare premiums, and no required distributions

Keep more of what you earned

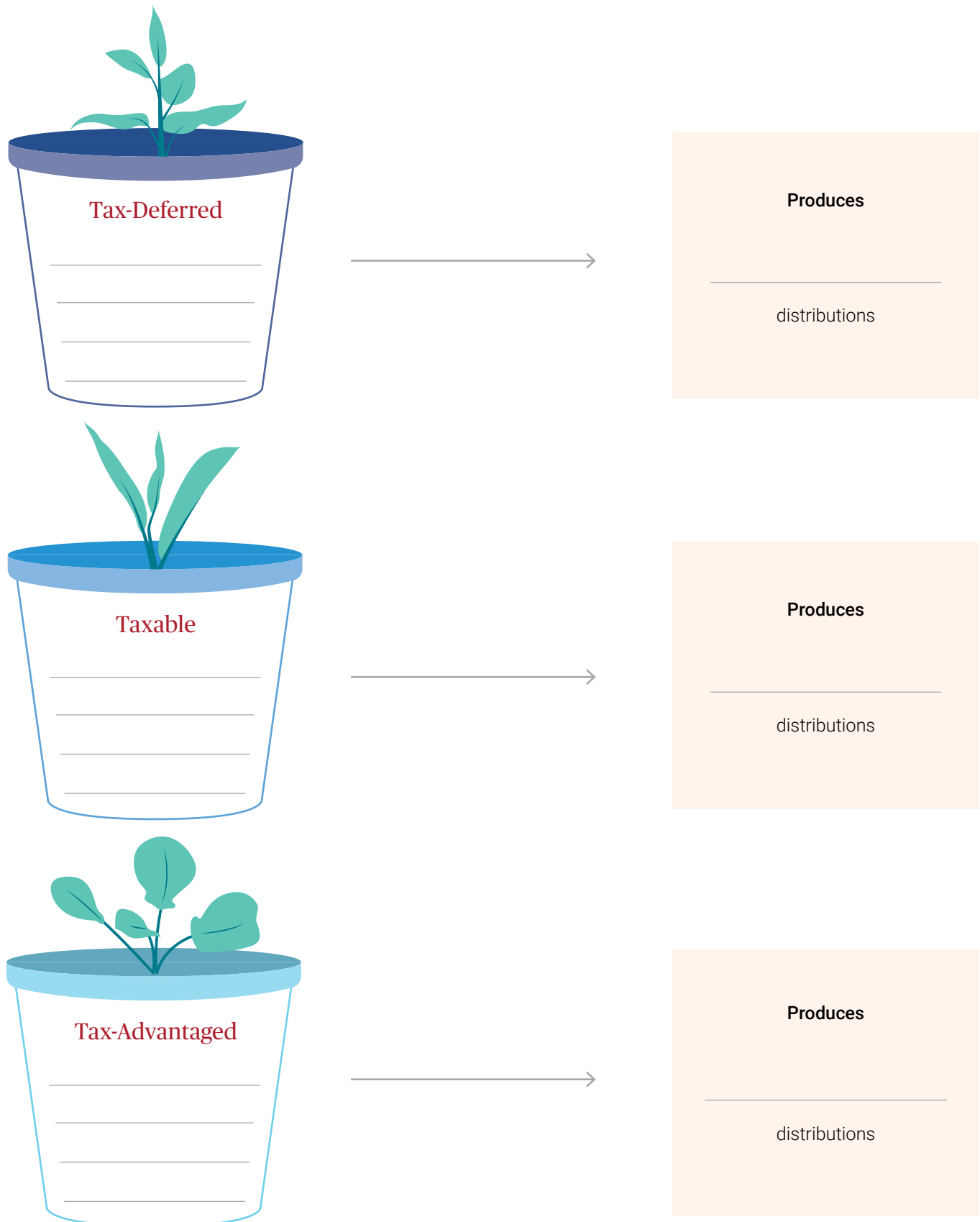
When creating a retirement plan, consider adding a tax-advantaged product to your portfolio. Adding cash value life insurance can help protect savings and may provide:

- Tax-deferred growth opportunities
- Income tax-free long-term care benefits
- Income tax-free death benefit for beneficiaries

¹ Individuals with MAGI above \$34,000; \$44,000 filing jointly.

² Individuals with MAGI above \$170,000 – \$340,000 filing jointly.

Fill out the illustration below to understand how taxes affect your retirement plan.





Talk to your financial professional about tax-advantage solutions for your retirement plan.

Not a deposit
Not FDIC-insured
Not insured by any federal government agency
Not guaranteed by any bank or savings association
May go down in value

Life insurance policy distributions are taken through loans and withdrawals, which reduce a policy's cash value and death benefit and may cause the policy to lapse. Loans are not considered income and are tax-free. Withdrawals and surrenders are tax-free up to your cost basis, provided your policy is not a modified endowment contract (MEC). A MEC policy is one in which the life insurance limits exceed certain high levels of premium or the cumulative premium payments exceed certain amounts specified under the Internal Revenue Code. For policies that are MECs, distributions during the life of the insured, including loans, are first treated as taxable to the extent of income in the contract, and an additional 10% federal income tax may apply for withdrawals made prior to age 59½.

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