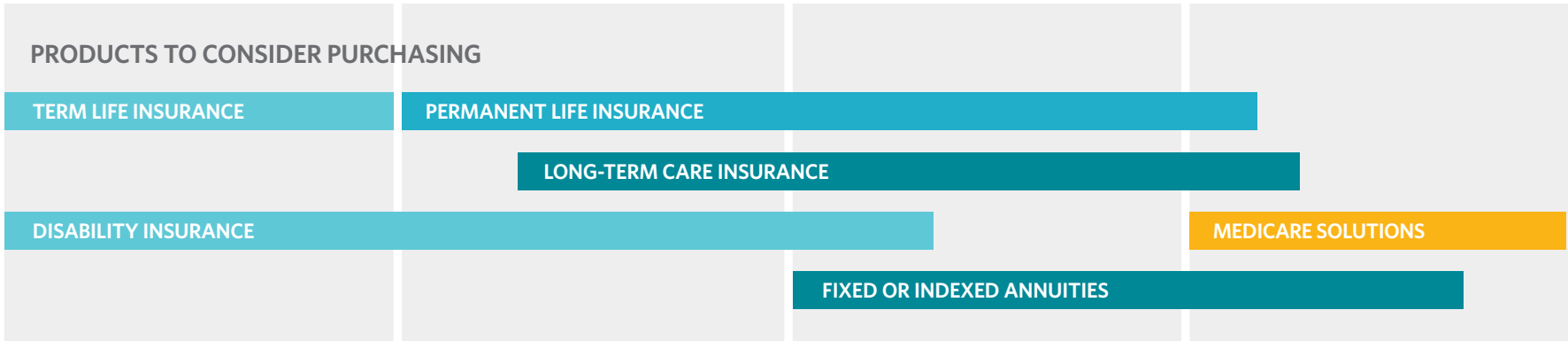
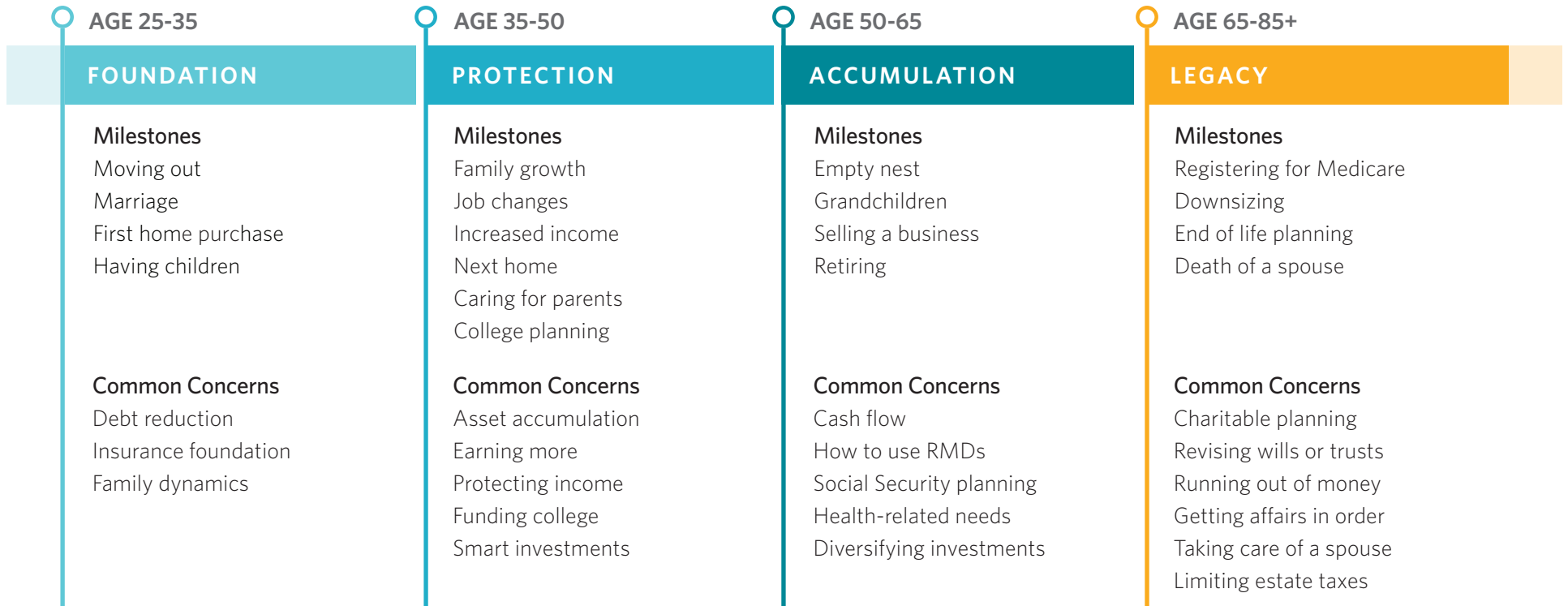


# Holistic Financial Planning for All of Life's Events

## NEW MILESTONES CAN BRING EXCITEMENT — AND CONCERN

As life brings big changes, financial goals change along with them. While every journey is different, this timeline maps out what you may be experiencing — or may soon. Use it to guide your planning, then ask your advisor for specific advice.



For illustrative purposes only. Ages are representative of common life stages. Consult your financial advisor prior to making any investments or purchases.

# Life Stage – Foundation

During this stage of life, the focus is on building your financial foundation.

## COMMON CONCERNS

- What's the best way to pay off my debt?
- What can I do financially to prepare to start a family?
- How can I protect my home and family if something happens to me?

## PRODUCT CONSIDERATIONS



### Term Insurance

A great option for younger families, term insurance offers a simpler application process and lower premiums. With term, you select how long you'd like the policy to be active. The policy pays a tax-free benefit if you pass away while it's active. It's a great way to get protection for a mortgage or other debt without breaking the bank.



### Disability Insurance

If you're worried about how your family would survive without your income, disability insurance might be the answer. It offers income replacement if you suffer an accident or illness that keeps you from working.

## LOOKING AHEAD

Many term products offer the option to convert to permanent coverage later. Conversion might be a good option a little further down the road.

# Life Stage – Protection



During this stage, you're in your prime earning years.

## COMMON CONCERNS

- How can I grow my assets for retirement?
- How do I provide an income for my family if I'm not able to work?
- When should I start planning for retirement?
- How will I pay for college for my kids?

## PRODUCT CONSIDERATIONS



### Disability Insurance

If you're worried about how your family would survive without your income, disability insurance might be the answer. It offers income replacement if you suffer an accident or illness that keeps you from working.



### Permanent Life Insurance

Unlike term insurance, permanent insurance includes cash value, a separate account that can be accessed if it's needed. Also unlike term, permanent insurance is designed to last your lifetime and can be used to not only provide a death benefit, but also to diversify taxes and fund unexpected expenses.



### Long-Term Care Insurance

LTC is designed to help cover costs associated with long-term health care needs. This includes home care, adult day care as well as assisted living and nursing facilities. Policies last for a set number of years, most offering a maximum dollar amount per day.

## LOOKING AHEAD

It's never too early to start thinking about the next phase of life. Start considering your plan for LTC so you can put it in place when you're ready.

# Life Stage – Accumulation

At this stage of life, retirement is getting closer and it's time to maximize your assets.

## COMMON CONCERNS

- Will I have enough income to last through retirement?
- How does Social Security work?
- How do I use my RMDs most profitably?
- How can I limit my tax exposure?
- What's the best way to leave assets to a charity?

## PRODUCT CONSIDERATIONS



### Cash Value Life Insurance

Cash value life insurance is one of the most versatile products on the market. In addition to a tax-free death benefit, it's a powerful savings and tax diversification vehicle. With cash value, you can fund college, prepare for emergencies, and generate income in retirement.



### Fixed and Indexed Annuities

An annuity is the only product proven to guarantee an income for life. Although indexed annuities are linked to the S&P 500, they offer a floor that guarantees that you won't lose money even if rates go down.



### Linked-Benefit Long-Term Care

LTC is designed to help cover costs associated with long-term health care needs. This includes home care, adult day care as well as assisted living and nursing facilities. Linked benefit plans are built on either a life insurance or annuity chassis, meaning that if long-term care isn't needed there's still a benefit available.



### Medicare Supplement

Medicare supplement plans offer benefits Medicare doesn't. Depending on the plan, the supplement can offer help with prescription drugs and office visit or hospital co-pays or deductibles.

## LOOKING AHEAD

It's never too early to start thinking about the next phase of life. Some of the products we've already discussed can be used to transfer assets to children or grandchildren.

Annuities are long-term investments designed for retirement planning. A fixed annuity is a contract between your client and an insurance company, under which the insurer agrees to make periodic payments to your client. There may be a surrender charge imposed during the first several years the client owns the fixed annuity contract. Withdrawals prior to age 59 ½ may result in a 10 percent federal tax penalty, in addition to any ordinary income tax. The guarantee of the annuity is backed by the claims-paying ability of the issuing insurance company. Although it is possible to have guaranteed income for life with a fixed annuity, there is no assurance that this income will keep up with inflation. Optional riders may increase the internal cost of the product.

# Life Stage – Legacy



You've made it. Retirement. Travel and leisure. And thoughts of leaving a legacy to children or grandchildren. Instead of just planning for your lifetime, you're looking ahead to future generations. In addition to having enough assets for your lifetime, you want to leave your mark.

## COMMON CONCERNS

- How can I make sure I don't outlive my income?
- What do I need to do to get my affairs in order?
- How will my spouse get along if I die first?
- How much of my family's inheritance will get swallowed up in estate taxes?

## PRODUCT CONSIDERATIONS



### Wealth Transfer Gifting

Insurance products, including cash value life insurance, can be a tax-effective way to gift assets to heirs.



### Survivorship Life Insurance

Survivorship life insurance is a joint policy. The death benefit is paid at the death of the second person. It's an effective planning tool for spouses wishing to leave an inheritance. It's often called second-to-die coverage.



### Charitable Trusts

These irrevocable trusts allow individuals to transfer assets to charitable organizations while enjoying tax breaks. Charitable trusts offer control and flexibility.



### Final Expense Burial Policy

Ensure that end-of-life expenses are covered with a final expense burial policy. It can ensure that heirs aren't hit with legal or medical expenses.

## LOOKING AHEAD

The main consideration at this stage is preparing to transfer assets and leave behind a legacy.