

# Death Benefit Protection and Accumulation for Retirement Needs

## How Life Protection Advantage IUL Can Help With Both

In real life, retirees are often concerned with running out of money after their working years. Who is going to pay their expenses when their life savings are depleted? With our Life Protection Advantage IUL policy, we can help alleviate these worries. This product provides death benefit protection and can also help supplement retirement income for your clients.

### Let's look at Life Protection Advantage IUL as the solution:

#### SCENARIO 1: Using the Death Benefit

When the retiree runs out of funds, often their adult child pays for their parents' expenses from their own pocket. In this scenario, the child and the parent are both comfortable with the child paying these expenses since they know the child will be reimbursed later with the Life Protection Advantage death benefit.



#### SCENARIO 2: Using the Cash Value

In scenario two, there is pre-planning involved using the cash value of the Life Protection Advantage policy. If the policy's cash value<sup>1</sup> has grown, the policyowner can access that cash value through loans and withdrawals. This reduces the death benefit, but keeps the child from dipping into their personal savings.

### But what if the retiree saved enough and their retirement savings do not run out?

A Life Protection Advantage policy can still be a great planning tool. The full death benefit can be used to provide extra security for their loved ones, or it could even be used to benefit a favorite charity.

### Why Life Protection Advantage?

It's simple. Life Protection Advantage works well with this planning situation because it balances long-term death benefit protection with the potential for growth.

**Protection** — When clients pay the long-term no-lapse protection premium, their coverage is guaranteed to

age 90.<sup>2</sup> And, by paying this premium, their coverage is typically projected to last to age 120 (using a 4.5% or higher illustrated rate and non-guaranteed assumptions).

**Accumulation** — A Life Protection Advantage policy has the potential for cash value accumulation that can be accessed in the future through income-tax free loans and withdrawals.<sup>3,4</sup> It also has added security with the protection of a downside floor of 0%.

Using Life Protection Advantage IUL as a planning solution can help clients with many needs, including: long-term death benefit protection, the desire for flexibility, potential for cash value growth and the ability to access that cash value while they're still living.

Learn more about Life Protection Advantage IUL at [www.DiscoverIUL.com](http://www.DiscoverIUL.com)

<sup>1</sup> The amount that may be available through loans or withdrawals, as defined in the contract.

<sup>2</sup> For insureds issue ages 80 and above, a guarantee to age 90 is provided by paying the short-term no-lapse protection premium.

<sup>3</sup> For federal income tax purposes, tax-free income assumes (1) withdrawals do not exceed tax basis (generally, premiums paid less prior withdrawals); and (2) the policy does not become a modified endowment contract. See IRC §72, 7702(f)(7)(B), 7702A.

<sup>4</sup> Any policy withdrawals, loans and loan interest will reduce policy values and benefits.

