

The Great Wealth Transfer

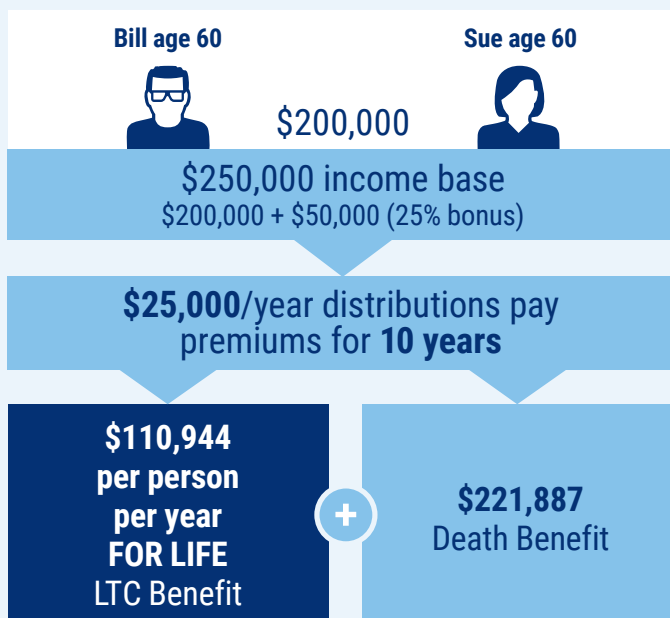
Use IRA dollars to fund Asset Care[®]

With wealth transfers to heirs or charities through 2045 expected to total \$84.4 trillion*, “The Great Wealth Transfer” represents an amazing opportunity for the financial professionals to provide strategies to maximize value for their clients.

With much of that IRA- or 401(k)-based wealth transferring from parents to children, your clients may be impacted by a Secure Act provision that will not only require them to withdraw those funds, but also pay taxes on them.

What if you could help those clients transfer a portion of that money to help them protect against extended care expenses in retirement, as well as help control tax payments associated with that amount?

Consider this hypothetical example:



Bill, 60 and Sue, 60; Married couple, non-smokers in good health

Bill and Sue can reposition \$200,000 of their qualified funds into the Asset Care Annuity Funding Whole Life option. Their 25% income base bonus results in \$250,000 to purchase a whole life face amount of \$221,887. Then, using the income rider, the annuity disburses \$25,000 per year for 10 years.

Not only does this scenario provide Bill and Sue with guaranteed \$110,944 per person to help pay for qualifying LTC expenses FOR LIFE, it also provides for a tax-free life insurance benefit for their beneficiary(ies) should they not need extended care.

Note: All numeric examples and any individuals shown are hypothetical and were used for explanatory purposes only. Actual results may vary.

*Source: <https://www.cerulli.com/press-releases/cerulli-anticipates-84-trillion-in-wealth-transfers-through-2045>. Jan. 20, 2022.

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