

# 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.