

Advanced Wealth Transfer Strategy

Situation: Client has available cash, earmarked for family or charity - but wants to retain access in event of personal medical expenses.

Solution: A Single Premium Life program - creates a tax-free increase of 20% of 90% increase while transferring the benefit to beneficiaries without probate, and gives the owner liquidity to cover expenses later years.

Sample Comparison SPL vs. CD vs. Annuity

Betty, a 62-year old female non-smoker with \$50,000 earmarked for her grandchildren, She is concerned about health-related expenses during her lifetime, such as medical costs or nursing home care.



Scenario 1: Amounts to Grandchildren at Betty's Death

Betty Dies	CD ¹ (2%)	Annuity ¹ (3%)	Single Premium Life	
			Guaranteed	Non Guaranteed ²
Immediately	\$50,000	\$50,000	\$103,500	\$103,500
10 Years Later	\$57,884	\$62,381	\$103,500	\$107,710
20 Years Later	\$67,494	\$79,020	\$103,500	\$115,110

¹Assuming a 28% tax bracket. Values assume CD value less all taxes paid in prior years. Actual CD death benefit will be current CD amount less income tax withheld in year of death. WealthSure Life is an insurance product and is not FDIC insured. ²Assuming 4.9% current interest rate.

Scenario 2: Health Problems Occur Ten Years Later

Assume Betty 1) develops a terminal illness, 2) requires nursing care confinement, or 3) requires chronic care.

Reason	CD ¹	Annuity ¹ (after tax)	Single Premium Life
Terminal Illness	\$57,884	\$62,381	Up to 100% of benefit *
Nursing Care Confinement	\$57,884	\$62,381	Up to 100% of benefit *
Chronic Care	\$57,884	\$62,381	Up to 100% of benefit *

¹ May be subject to early withdrawal penalties and fees. * Access varies by insurance company and product.

Advantages of a Single Premium Life vs Bank CD or Annuity:

- Provides a larger legacy transfer to the beneficiaries
- Allows access to a tax-free benefit in the event of a major medical expense
- SPL is the only option that provides a benefit to beneficiaries free of federal income taxation
- Some SPL programs provides a full refund of the original deposit, without any surrender charges or fees
- Simplified underwriting process - telephone interview with client, less than 15 minutes
- No medical exam, blood or urine tests
- Underwriting decisions can be made in less than 48 hours or in some cases, instantly over the phone!