



Legacy Protect

Permanent life insurance

Use permanent life insurance and the “Legacy Protect” strategy to make sure your family receives a legacy. And you have assets for retirement and unexpected financial setbacks.

Protect your legacy, no matter what

As parents and grandparents, there isn't much we wouldn't do for our children or grandchildren — including making sure they are financially secure when we're no longer around to care for them. While providing a legacy may be top-of-mind for us, it isn't always the simplest thing to do, especially when we're saving for retirement and other unforeseen financial challenges.

One way to make sure that you can accomplish all of your goals is to use the Legacy Protect strategy with permanent life insurance. This will help ensure your family will receive a legacy, and you'll have money for retirement and other financial contingencies.

The first step in the Legacy Protect strategy is to segregate your assets into three distinct “buckets”:

Bucket A — The Retirement Fund

Bucket B — The Contingency Fund

Bucket C — The Legacy Fund

The need for long-term care:

At least 50% of people will need long-term care at some point in their lives.¹

That's because permanent life insurance with a long-term care rider can provide:

- Cash value to potentially help supplement your retirement, if necessary.
- Benefits that can be used to pay for long-term care costs.
- A death benefit that will pass to your heirs, free of income tax — if you don't need the cash value or long-term care benefits during your lifetime.

The Retirement Fund

Bucket A includes those assets that are earmarked for retirement. Though you may want to leave as much as possible for your family, it's important to make sure you have enough assets for your retirement, too.

The Contingency Fund

Bucket B includes assets you don't plan to use during your lifetime — but set aside in the event that you live longer than expected, your Bucket A assets don't enjoy the returns you anticipate, or you experience an unexpected financial or medical setback while you're retired. For many people, permanent cash value life insurance with a long-term care rider, will serve nicely as a Bucket B asset.*

The Legacy Fund

Bucket C includes assets to be left to your heirs. While we often want to maximize the amount we leave to our family, many people invest this bucket of assets too conservatively, so as not to lose principal. That's where life insurance comes in. By reallocating a portion of the cash flow from the Bucket C assets, you can diversify the risk of this important segment of your investment.

Here's how Legacy Protect works

With the Legacy Protect strategy, you purchase a permanent life insurance policy with a portion of the cash flow from your Bucket C assets. In many instances, it takes as little as 1%, or 100 basis points, from the return on Bucket C assets to purchase a permanent life insurance policy.

A Retirement

B Contingency →

Life insurance

Use 1% of the Bucket C portfolio to purchase a permanent life insurance policy.

C Legacy

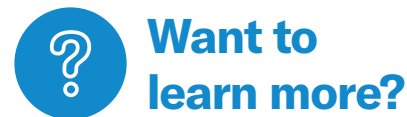
Benefits of having a life insurance policy:

- Protects your legacy bucket against unexpected fluctuations in value.
- Ensures that you can leave an inheritance.
- Diversifies your assets, which can also help protect your legacy bucket assets.
- Allows you to implement a broader investment strategy with the remaining assets in the legacy bucket by diversifying the portfolio with life insurance.
- Can potentially provide additional assets for retirement or contingencies through policy cash values.

Note: With this strategy, you may want a life insurance policy that is focused on protection, not accumulation.

What is Legacy Protect?

It's a simple strategy that can help you make sure your family will receive a legacy, regardless of what happens to your other assets and investments.



Talk to your financial professional to see if a Legacy Protect strategy, with our permanent life insurance policy, may be a good choice for you and your family.

¹ Source: www.longtermcare.gov.

The Long-Term Care ServicesSM Rider is available for an additional fee, and does have restrictions and limitations. A client may qualify for the life insurance, but not the rider. The benefit is paid as an acceleration of the death benefit.

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