

Use IRA Dollars to Fund Asset Care

Sales idea: 10% income base bonus

Asset Care Annuity Funding Whole Life is a deferred fixed-interest annuity with an income rider. The income rider allows the annuity to fund the underlying whole life policy over 10 years.

Did you know that when you transfer a portion of your clients qualified money into this funding option, they receive a bonus applied to their income base of up to 10%? This bonus provides extra value for your clients, and you can help make sure their

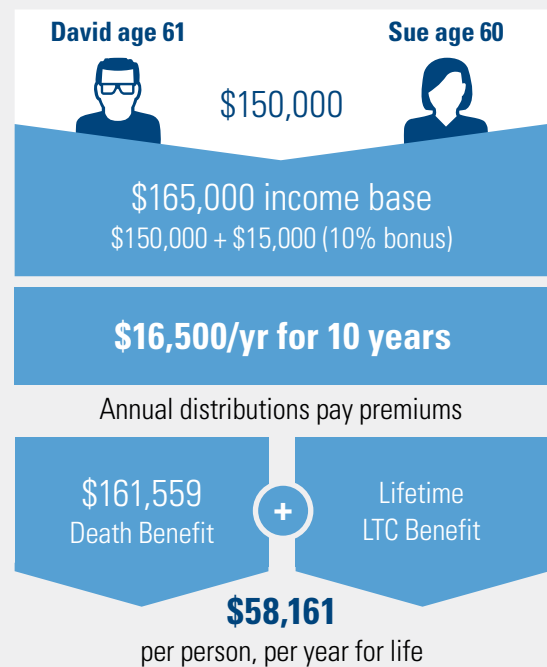
protection lasts as long as they need it with the Lifetime Continuation of Benefits option.

Consider this hypothetical example:

David, 61 and Sue, 60; Married couple, non-smokers in good health

David and Sue can reposition \$150,000 of their qualified funds into the Asset Care Annuity Funding Whole Life option. Their 10% income base bonus results in \$165,000 to purchase a whole life face amount of \$161,559. Then, using the income rider, the annuity disburses \$16,500 per year for 10 years.

That \$150,000 qualified annuity generates a guaranteed annual income of \$58,161 per person to help pay for qualifying LTC expenses... **FOR LIFE!**



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

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