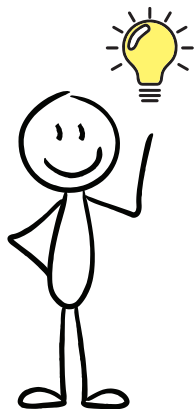


LIFE INSURANCE: The tax **ADVANTAGE**



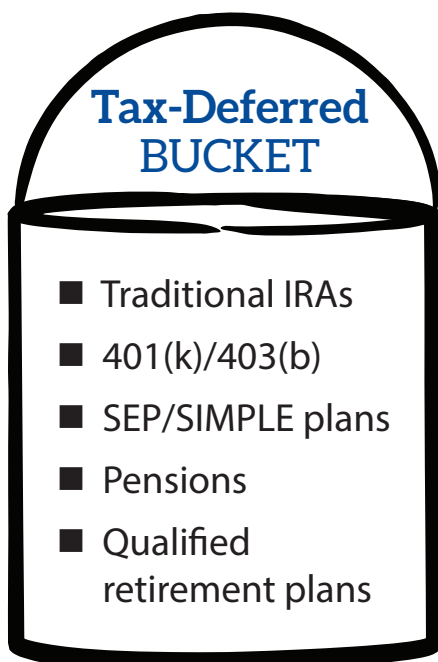
DID YOU KNOW → life insurance proceeds are **tax-free** in nearly all cases?

DID YOU KNOW → your heirs who take a lump-sum inheritance **from your retirement account** could face **taxes of 20%, 30% or even 40%?***

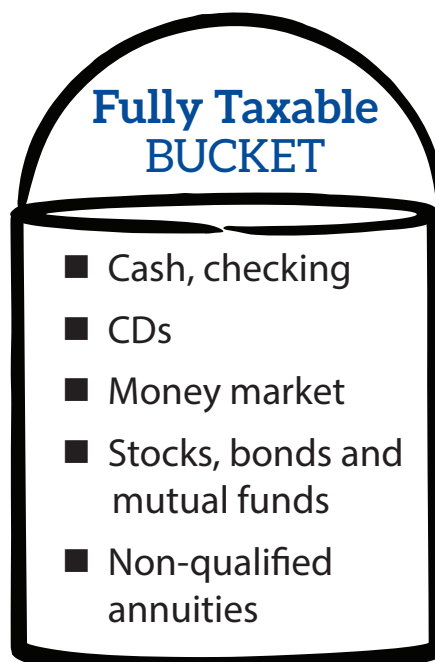
*Based on the current maximum federal tax rate of 37%, plus state taxes.

This is why cash value life insurance is the strategy that protects your nest egg — as well as protecting your loved ones.

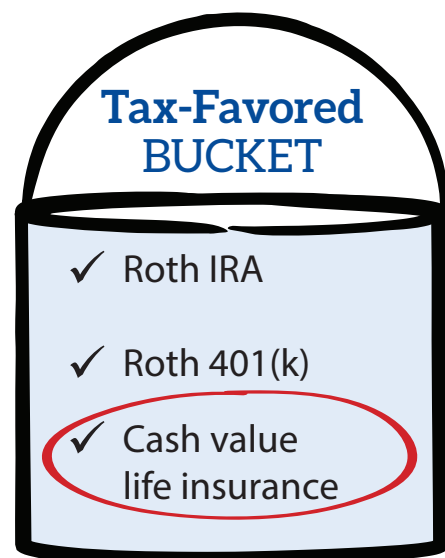
WE CAN SHOW YOU STRATEGIES TO MAKE IT AFFORDABLE.



What you put in is before taxes, so what you take out is **TAXABLE.**



What you put in has already been taxed, but interest, dividends and gains you take out are **TAXABLE.**



What you put in is already taxed, so what you take out is **TAX-FREE.**

← **TAXES** →

To learn more, see the reverse side for an example.

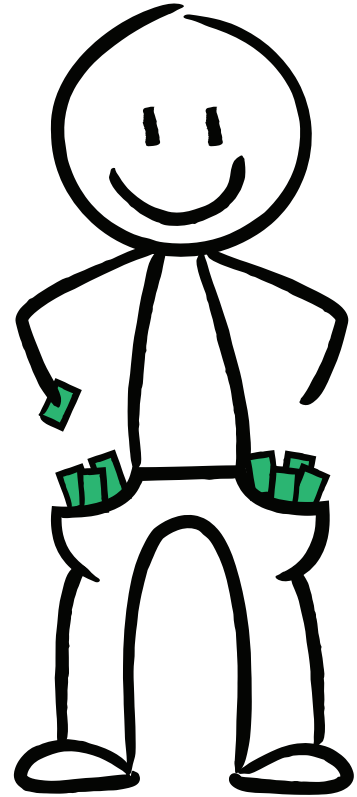
HERE IS AN EXAMPLE: Joe and Mary are over 65 and would like to leave their children an inheritance. Let's assume they receive the average \$35,000 of Social Security, and withdrew \$30,700 of fully taxable savings (equal to their standard deduction when over 65 filing married jointly). This would leave only \$8,100 of their income taxable and the federal tax would be \$810.

If they followed this strategy for 20 years, they could withdraw \$614,000 and pay only \$16,200 in federal tax. Moving this from their left pocket to their right pocket (a 20-pay cash value life insurance policy), they could leverage some of this into a life insurance policy with a death benefit of \$700,000.*

While Joe and Mary are alive, their life insurance cash value could meet emergency expenses. After their death it could provide a non-taxable inheritance and even reimburse the family the cost of the life insurance premiums!

If left in a 401(k) and taken as a lump sum distribution, on the other hand, the tax bill alone could someday exceed 20%, 30%, or 40% of the value of the account.

The same concept applies regardless of your income.



*Based on a 20-pay indexed universal life insurance policy, subject to underwriting.

**Would you like to protect more income from extra large tax bills?
Act now because today's income tax rates may be the lowest we will see for the rest of our lives.**

Talk to your Gleaner agent or contact our Sales Department to learn more.

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