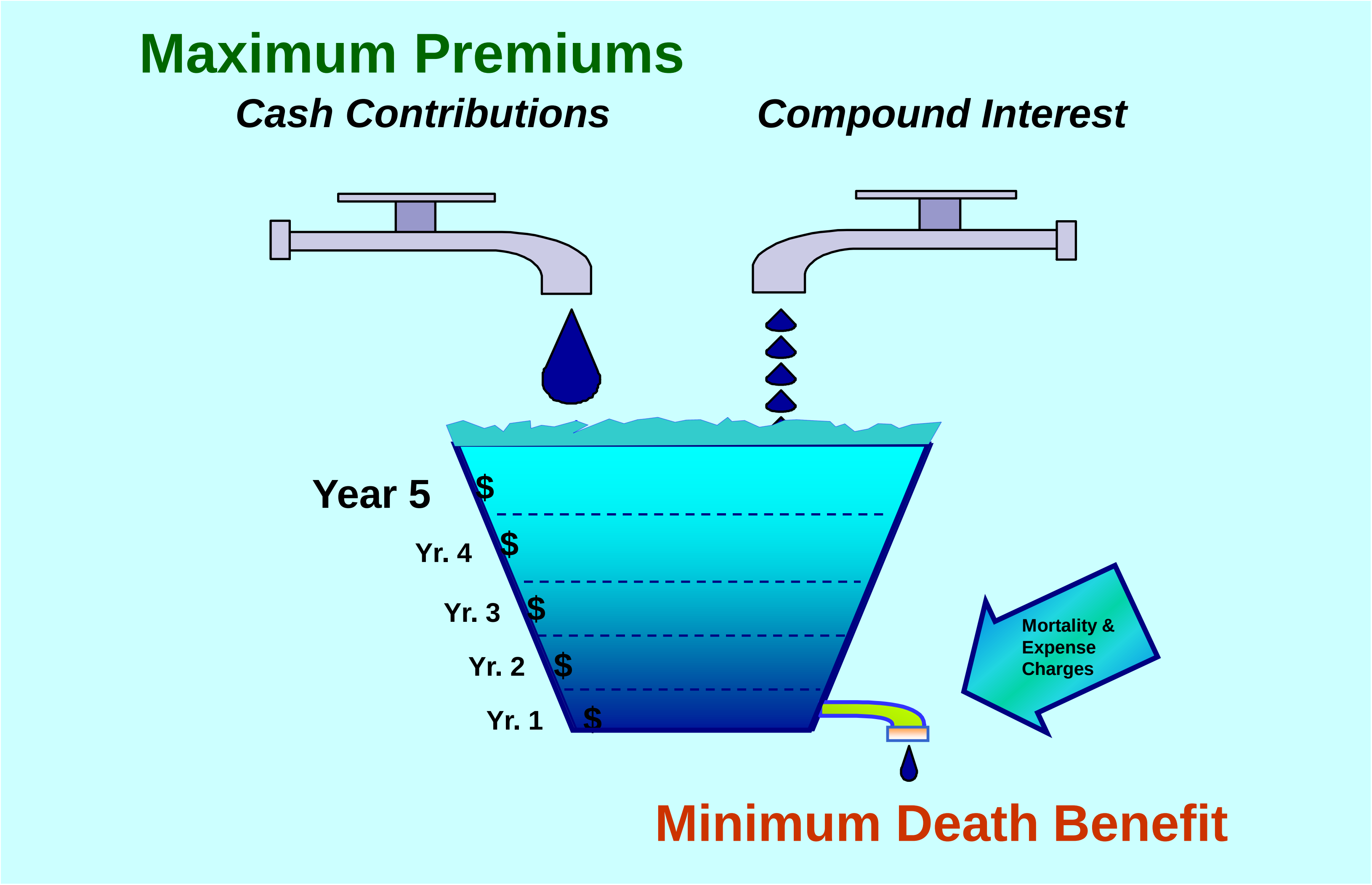
How does FIUL work?

- Premiums & interest are added to Account Value
- COI, expense charges & fees are deducted
- Cash Value can be accessed through withdrawals or loans
- Withdrawals – after all principle is withdrawn, gain is taxable
- Loans – tax-free access to Cash Value

Fixed Indexed Universal Life



Start the Conversation

Start the conversation

- Use the ATM, Tax-Free Retirement page!!!
- Ask if they have a 401(k) or IRA
  - How much are they contributing?
  - How much is their employer matching in their 401(k)?
- How much of your hard earned retirement will be taxed in your current investments?
- If I could show you a way to re-allocate these funds into a tax free accumulation account with upside potential and no downside risk would you be interested?
- Would you want to access your money tax free?

How are you saving for retirement?

- When putting money away for retirement, what is the single most important factor for you?
  - Safety
  - Potential for higher interest rates
  - Minimize taxes
  - Pass along to heirs at death
  - Ability to move all the money at any time

Recovering from Losses

Most people do not understand how much they need to gain to make up for a loss

Amount of Loss	% Gain to Recover Loss
20%	25%
30%	43%
40%	66%
50%	100%

Today, most people do not want to go backwards and want the safety of downside protection!

Simple, Interactive Demonstration

4 Question Approach

- Compare their existing funds with these 4 items
- Use this approach instead of "let's use life insurance to accumulate retirement savings"

Simple, Interactive Demonstration

- Would you rather leave loved ones your current amount of retirement savings if you die prematurely? OR
  - **Would you rather increase it by a substantial amount to leave your family in the event of your premature death?**

Simple, Interactive Demonstration

- Would you rather have the ability to delay paying tax on the growth in your account? OR
  - **Would you rather pay no taxes at all on the growth in your account?**

Simple, Interactive Demonstration

- Do you like to have the government impose limits on the amount you can save for retirement on a tax-advantaged basis? OR
  - **Would you rather have the freedom to choose how much you save on a tax-advantaged basis?**

Simple, Interactive Demonstration

- Would you rather put your retirement savings directly in market-based investments with risk of market loss? OR
  - **Would you rather put your retirement savings in a product with growth based on increases in a market index, with protection from market index decreases?**

Fidelity & Guaranty Life℠

My Retirement Planning Preferences

For each question, place a check mark in the box you prefer

Completion Risk	☐ Leaving my loved ones with my current amount of retirement savings if I die prematurely	☐ Having my retirement savings increase by a substantial amount to leave my loved ones more secure if I die prematurely
Taxation	☐ Having the ability to delay the payment of taxes on the growth of my cash value	☐ Having the ability to pay no taxes at all on the growth of my cash value
Funding Amount	☐ Having government limits imposed on the amount I can set aside for retirement on a tax-advantaged basis	☐ Having complete freedom to choose how much I want to set aside on a tax-advantaged basis
Market Risk	☐ Putting my retirement savings directly into market-based investments, where it is at risk of market losses	☐ Having my growth based on increases in a market index, with protection from market index decreases

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NAA

Fidelity & Guaranty Life℠

If your choices match these…

*You might want to consider using **Fixed Indexed Universal Life Insurance** as an element of your retirement planning strategy*

Completion Risk ☐	☑ By including fixed universal life as one of your retirement planning tools, if you die prematurely, the life insurance contract pays your loved ones the death benefit you chose, leaving them more financially secure
Taxation ☐	☑ With fixed indexed universal life insurance, if you access your cash value solely through loans against your contract, you have the ability to pay no taxes at all on the growth of your cash value
Funding Amount ☐	☑ With fixed indexed universal life insurance, you have complete freedom to choose your death benefit and the associated premium amount to build the cash value you desire on a tax-advantaged basis
Market Risk ☐	☑ With fixed indexed universal life insurance, the insurance carrier bears the market risk, crediting your cash value with an interest rate based on increases in a market index, with protection from market index decreases

Fidelity & Guaranty Life products are underwritten by OM Financial Life Insurance Company in all states and DC other than New York, and in New York only, OM Financial Life Insurance Company of New York.

Future Taxes are Uncertain

- What if there are not future tax increases?
- You still have the benefit of
  - Downside protection
  - Ability to access money before age 59 ½
  - Death Benefit

Term & Permanent Insurance

Term

- Low cost initially
- Cost goes up
- No CV (equity)
- Coverage ends

Permanent

- Higher cost initially
- Cost can be level
- Potential for CV (equity)
- Coverage can be for life

Two Buckets

Taxable

- Capital Gains (currently up to 20%)
- Income Tax (top rate currently 39.6%)

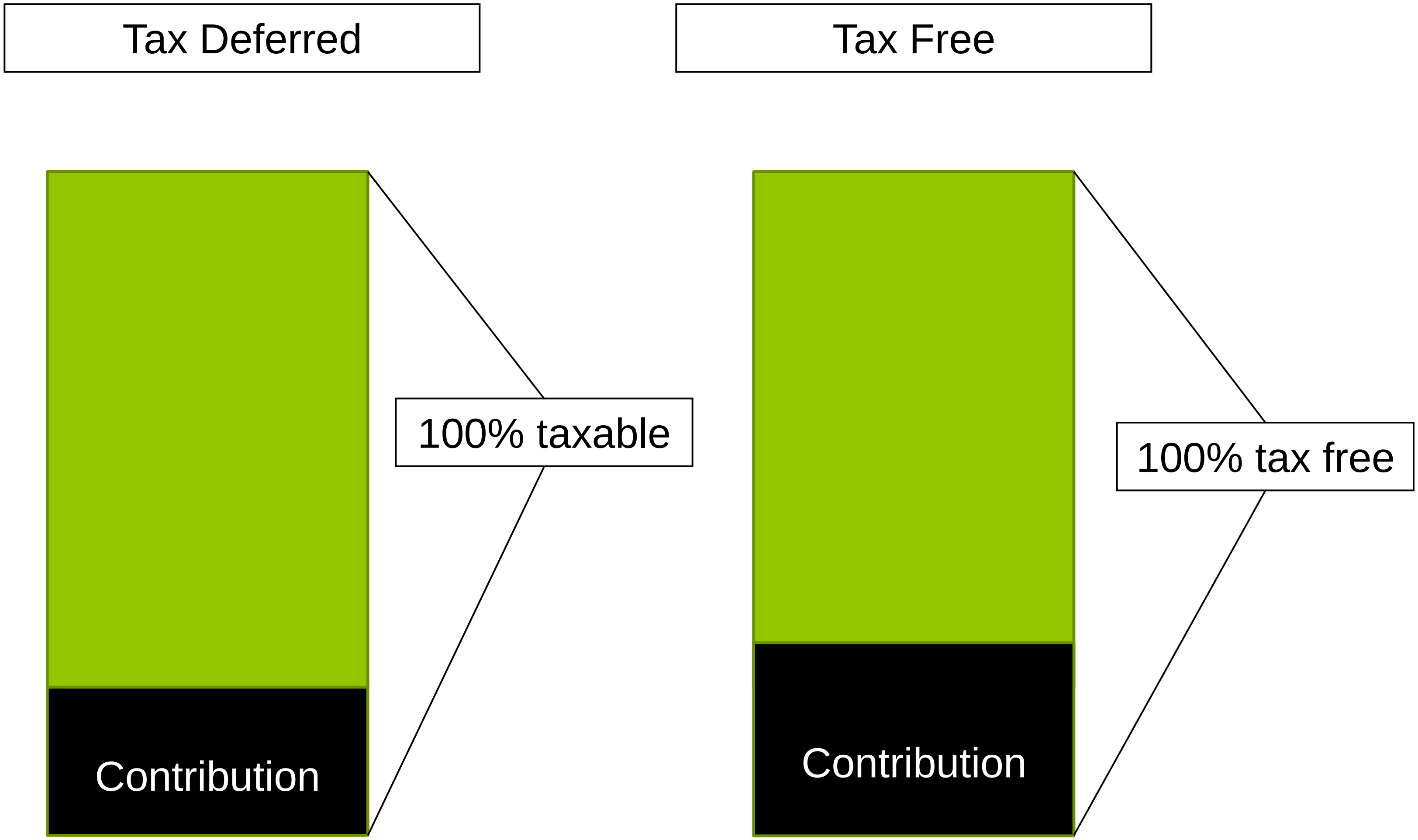
Tax-free

- Municipal Bonds
- Roth IRA
- Life Insurance

Patrick Kelly's Smart $ List

Smartest order to invest money

1. Free
2. Tax-free
3. Tax-deferred
4. Taxable


Tax Deferred
Tax Free
100% taxable
Contribution
100% tax free
Contribution

What's the Catch?

- Time commitment – creating retirement cash flow protection for life
- Maximum on annual interest rate growth (caps/participation rates)
- Insurance charges
- Complexity (sophisticated products)

Summary

A diversified wealth building strategy is always the best way to approach Retirement Income Planning

If your client wants to Retire Without Risk, an FIUL policy is an excellent choice because it has:

- **No Downside Risk**
- **Very Good Upside Potential**
- **Annual Lock In of Gains**
- **Income Tax Deferred Growth**
- **Income Tax Free Retirement Cash Flow**
- **Very Strong Death Benefit**