

2 Policies Are Better Than 1

SALES IDEA

Policies: 2 Secure Lifetime GUL 3 **Objective: Double Guaranteed Income Duration**

Asset Protector is a unique suite of riders that allows your clients to accelerate their death benefit for either Chronic Illness or supplemental retirement income. *Clients can be their own beneficiary!* There is only one limitation...clients must take the income over a 10-year duration and the income taken prior to age 85 will be received on a prorated basis. So, if one policy is limited to 10 years of income just take out two policies to ladder for 20 years of guaranteed income!

EXAMPLE

Jonathan, age 45, qualifies for preferred NT rates and takes out a single Secure Lifetime GUL 3 policy for \$1M. Assuming he has the Accelerated Access Solution (AAS) for 2% monthly and 50% of the DB, he will have an annual premium of \$11,563. He can then take out \$100K per year from ages 86-95 or a lesser pro-rated amount if he chooses to start the income earlier. Or, he could take out two \$500K policies with the same AAS benefit as the original, for a total premium outlay of \$12,424. Now, he can have one policy providing guaranteed annualized income of \$30K from ages 76-85 and another with guaranteed annual income of \$50K from ages 86-95.

SUMMARY

For just over \$800 of additional annual premium we've now doubled the guaranteed income duration by simply taking out two policies. This \$1M "pool" isn't just for retirement income as it can also be accelerated for Chronic Illness or cognitive impairment. Whatever portion isn't accelerated for retirement or Chronic Illness will pass on to your beneficiary income-tax free (based on current federal income tax law).



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Example provided in this material is a hypothetical representations for illustrative purposes only.

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