



CASE STUDY

Life insurance that can help put taxable assets to work

Life doesn't have to be complicated. With Eclipse Protector II Indexed Universal Life (IUL), your client can protect their finances and pass on a legacy to their loved ones.

Plus this permanent life insurance has the potential for cash value growth – and yearly tax savings.

Example:

Both Karl (age 60) and his wife, Susan (age 58), are healthy and have four grown children and six grandchildren. They're looking to purchase additional life insurance coverage. They currently have \$500,000 in a low interest bearing account and want to leverage some of that for their new insurance policies.

Challenges:

- Want to leave a tax-free inheritance to their children and grandchildren
- Like the idea of a permanent policy guaranteed until age 120, but don't want to pay premiums long term
- Want to make sure their income or assets are replaced should something happen to one or both of them
- Looking to save some money on taxes

Possible solution:

After talking to their financial professional, Karl and Susan decide to each purchase a \$500,000 Eclipse Protector II Indexed Universal Life (IUL) policy.

- The total premium for both policies is \$36,529, paid annually for 10 years (\$20,458 for Karl; \$16,075 for Susan)
- The premium will be paid using their low interest bearing account, while still allowing for liquidity and interest as the premiums are paid
- The policies are guaranteed to age 120 with the No-Lapse Guarantee Agreement

Future outcome:

Ten years later, Karl and Susan are retired and no longer paying premiums. They're also enjoying these benefits:

- Up to \$1 million total death benefit for their family should something happen to one or both of them
- Yearly tax savings by transitioning some of their taxable assets into a tax-advantaged vehicle like life insurance
- Upon Karl's death at age 80, his \$500,000 death benefit helps replace income and assets for Susan to live off of over the next 12 years
- At her death, there is \$500,000 in tax-free life insurance benefits remaining for her children and grandchildren



Learn more

Find out how Eclipse Protector II can help protect your client's finances and pass a legacy to their loved ones.

1-877-696-6654

(Securian Financial and broker-dealer)

1-888-413-7860, option 1

(Independent brokerage)

This hypothetical example is for illustrative purposes only. Not based on any particular investment.

Please keep in mind that the primary reason to purchase a life insurance product is the death benefit.

Life insurance products contain fees, such as mortality and expense charges (which may increase over time), and may contain restrictions, such as surrender periods. Policyholders could lose money in this product.

The no lapse guarantee is subject to the terms and conditions contained in the policy and may not be in effect even if premium payments are made. Please review the policy carefully.

Additional agreements may be available. Agreements may be subject to additional costs and restrictions. Agreements may not be available in all states or may exist under a different name in various states and may not be available in combination with other agreements.

This information is a general discussion of the relevant federal tax laws provided to promote ideas that may benefit a taxpayer. It is not intended for, nor can it be used by any taxpayer for the purpose of voiding federal tax penalties. Taxpayers should seek the advice of their own advisors regarding any tax and legal issues specific to their situation.

These are general marketing materials and, accordingly, should not be considered investment advice or a recommendation that any particular product or feature is appropriate or suitable

for any particular individual. These materials are based on hypothetical scenarios and are not designed for any particular individual or group of individuals (for example, any demographic group by age or occupation). The materials were prepared for financial professionals who are experienced in investment and/or insurance matters. As a result, they should not be reviewed or relied on by any other persons. Securian Financial Group, and its subsidiaries, have a financial interest in the sale of their products.

Insurance products are issued by Minnesota Life Insurance Company in all states except New York. In New York, products are issued by Securian Life Insurance Company, a New York authorized insurer. Minnesota Life is not an authorized New York insurer and does not do insurance business in New York. Both companies are headquartered in St. Paul, MN. Product availability and features may vary by state. Each insurer is solely responsible for the financial obligations under the policies or contracts it issues.

Securian Financial is the marketing name for Securian Financial Group, Inc., and its subsidiaries. Minnesota Life Insurance Company and Securian Life Insurance Company are subsidiaries of Securian Financial Group, Inc.

This is for financial professional use only. Not for use with the general public. This material may not be reproduced in any form where it is accessible to the general public.



INSURANCE
INVESTMENTS
RETIREMENT

[securian.com](https://www.securian.com)

400 Robert Street North, St. Paul, MN 55101-2098
©2022 Securian Financial Group, Inc. All rights reserved.

F94032-4 10-2022 DOFU 10-2022
2434152