



Help your clients use a non-qualified annuity to efficiently fund a long-term care need.

The client

Age 60+; has \$150,000 from a large build up in a non-qualified annuity, initially funded with \$50,000; views proceeds as growth or emergency money.

The situation

Client is concerned about efficiently funding an extended health care or long-term care (LTC) event. Has already identified assets to use but wants preservation of their capital, a reasonable rate of return and access and control over their money if they need it.

A solution

To address the specific concerns of the client, recommend an LTCi/annuity combo (either Lincoln Financial's LTC Fixed Annuity or State Life's Annuity Care portfolio).

This solution offers the client on \$150,000:

- The ability to access gain tax-free for extended care or LTC events
- A tax-free income stream for qualifying LTC expenses from 24 months up to an unlimited benefit period
- With State Life, they can add a spouse or other insured, giving both access to the full monthly benefit
- With State Life, guaranteed factors increasing annually to determine benefit amount before triggered
- Retain access and control over the assets just like in their current annuity
- No medical underwriting or cognitive phone interview (for base policy only for State Life)
- With State Life, ability to add a rider doubling pool of assets or getting lifetime coverage (requires cognitive phone interview)

Non-qualified annuity worth \$150,000 (\$100,000 of gain)



1035 exchange to State Life Indexed Annuity (base policy only)



\$6,313/month available tax-free for LTC event for 24 months



If not used for LTC, proceeds pass to beneficiary

Mark Perry
Director of Annuity Sales
913-661-5132
MarkP@targetins.com

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