



# Retirement Supplement

Participating whole life insurance  
from Prevail Innovative Wealth Strategies®



**A whole life insurance policy that you purchase today to help protect your family or business may also help you prepare for retirement. Consider what whole life has to offer and how it can help you reach your retirement goals.**

The decision to purchase life insurance should be based upon long-term financial goals and the need for death benefit. Life insurance is not an appropriate vehicle for short-term savings or short-term investment strategies. While the policy allows for loans, you should know that there may be little to no cash value available for loans in the policy's early years.

The information provided is not written or intended as specific tax or legal advice. Prevail, its subsidiaries, employees and representatives are not authorized to give tax or legal advice. Individuals are encouraged to seek advice from their own tax or legal counsel.

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# Planning for Retirement Today

**Retirement planning has changed significantly over the last several decades. Many people are finding that the traditional sources of retirement income that were relied on in the past are no longer sufficient.**

## **Fewer traditional pension plans —**

From 1985 to 2017, the number of defined benefit pension plans in the U.S. declined by over 73%, from a high 170,172 to 46,698.<sup>1</sup> These plans have largely been replaced with defined contribution and 401(k) plans.

## **Limits on retirement plan contributions —**

As you earn more, the limits on contributions to qualified retirement plans reduce the proportion of income that you can save.

## **Social Security benefit caps —**

Social Security retirement benefits replace a smaller percentage of pre-retirement earnings at higher income levels.

At the same time, retirees are living longer than ever before. According to the Social Security Administration:<sup>2</sup>

- One of every three 65-year-olds today will live to age 90.
- More than one in seven will live to age 95.

As a result of all these factors, many people recognize the need to supplement their retirement income with additional savings in order to retire the way they want to.



Are you saving enough to retire the way you want to?

<sup>1</sup> Private Pension Plan Bulletin — U.S. Department of Labor, September 2019.

<sup>2</sup> Social Security Administration Publication No. 05-10147: When to Start Receiving Retirement Benefits, January 2020.

# Adding Whole Life Insurance

Participating whole life insurance from Prevail offers a combination of protection, cash value accumulation, guarantees and income tax advantages that differentiates it from most other financial products. A whole life insurance policy can be an effective way to accumulate additional funds for retirement because it offers:

- Permanent life insurance that will help protect your family while you are working and saving for retirement.
- A systematic and disciplined approach to accumulating funds.
- Stable and consistent tax-deferred growth in cash values.
- The option to take tax-favored distributions during retirement.<sup>3</sup>

You can also add the Waiver of Premium Rider to help keep your coverage in place if you become disabled (as defined in the Rider) prior to age 65. Your premiums will be waived and your policy cash value will grow at the same rate as if you were paying the premiums.<sup>4</sup> This rider is available for an additional cost.

<sup>3</sup> Distributions under the policy (including cash dividends and partial/full surrenders) are not subject to taxation up to the amount paid into the policy (cost basis). If the policy is a Modified Endowment Contract, policy loans and/or distributions are taxable to the extent of gain and are subject to a 10% tax penalty if the policyowner is under age 59½.

Access to cash values through borrowing or partial surrenders will reduce the policy's cash value and death benefit, increase the chance the policy will lapse, and may result in a tax liability if the policy terminates before the death of the insured.

<sup>4</sup> Certain conditions will apply. Benefits may be limited if disability begins on or after age 60.

# Supplementing Your Retirement Income

You may use your policy as an additional source of tax-advantaged income during retirement through a combination of partial surrenders and policy loans.<sup>3</sup> Unlike traditional 401(k) plans and IRAs, there are no tax penalties for taking distributions from a life insurance policy prior to 59½. Distributions can be taken at any time and for any reason,<sup>3</sup> provided sufficient policy cash value is available to do so.

However, keep in mind that taking distributions from your policy will reduce your cash value and death benefit, and excessive borrowing or accruing loan interest may cause your policy to lapse.



# Additional Benefits

## Managing Market Volatility

A whole life policy can add a conservative element to your retirement accumulation and income strategy because the cash value never declines in value due to market conditions. It may be an alternate source of income during market downturns that can help you better manage your retirement assets during varying economic conditions.

## Protecting Retirement Income

A concern for many retired couples is that the income they receive from Social Security, pensions and annuities is reduced after the death of the primary recipient. This may occur at a time when the surviving spouse still needs this income.

The life insurance protection that your policy provides can help replace benefit reductions at death with an income tax-free payment to a surviving spouse.

## Long Term Care Benefits

Many of Prevail's whole life policies offer an optional rider that allows you to use your life insurance to help pay for long term care. There is an additional cost for this feature.





# Protect Your Today, Build Your Tomorrow

**No matter what life brings your way, whole life insurance can help you be better prepared:**

## **If you live to retirement:**

You can use your cash value to provide tax-favored supplemental retirement income.<sup>1</sup>

## **If you become disabled prior to retirement:**

The optional Waiver of Premium Rider can ensure that your coverage will continue and your cash value will continue to grow at the same rate as if you were paying premiums out of pocket. This rider is available at an additional cost.

## **If you die:**

Your policy death benefit will generally be paid income-tax free to your spouse or family to provide for their future needs.

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**Ask your financial professional for a Retirement Supplement illustration based on your situation and financial needs.**

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