



# Income Provider

Life Insurance Providing  
a Monthly Income

# Income Provider

## The Highlights



Structured  
death benefit  
payments



Payments are of  
guaranteed amount  
and time period



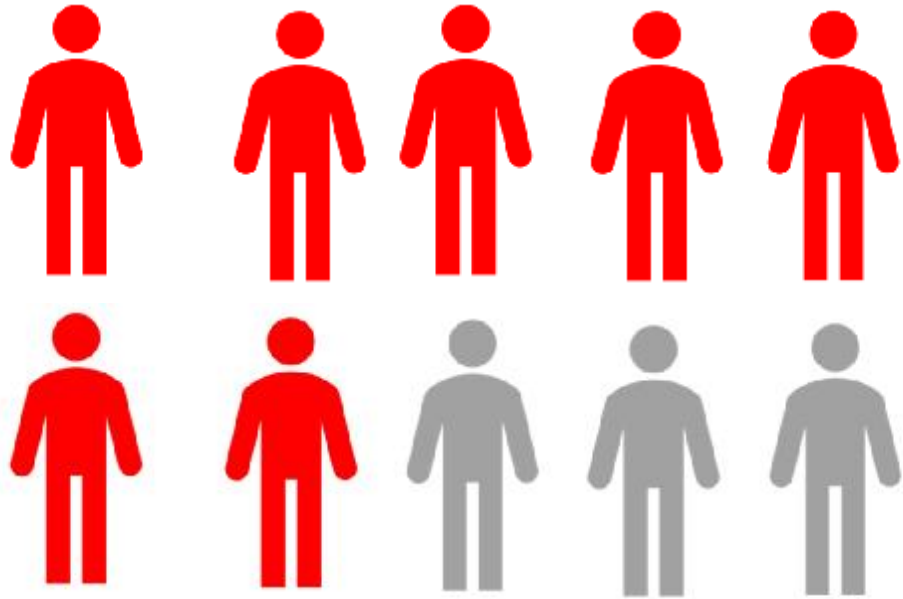
Mitigates the  
need for a  
trust

# The Surprise of Reality

Windfalls at risk

**70%**

Estimated percentage of people who receive windfalls and blow the **WHOLE THING** within a few years



# Income Provider

# Sales Options



Leaving A Lasting Legacy



Family Vacation Home



Life-Needs Analysis



Other Than Applied For



Divorce Decree

# Specifications



## Income Provider

- Benefit payments can be made monthly, annually, or on a specific day each year
- Ability to select multiple beneficiaries
- Benefit payment periods ranging from 1 to 30 years
- Initial lump sum benefit payment available to help cover immediate expenses

# Case Study

## Leave a Lasting Legacy



- § Average grandparent has 5 grandchildren
- § \$5,000 annual premium (putting away \$1,000/yr per child)
- § \$25,000 annual death benefit
  - § \$5,000 annual for each grandchild
  - § 15 year time frame
  - § Indexed Choice UL
  - § Total Benefit Payments: \$375,000
  - § Face Amount: \$296,250
- Liquidity options
  - Indexed rates credited to cash value
  - Chronic Illness Rider

# Case Study

## Divorce Decree



- § Your client gets divorced
- The judge orders him to purchase life insurance that pays his ex-wife in the event of his death
  - He can't leave her in the lurch by not continuing to pay child support and/or alimony
- Uphold requirements while maintaining affordability by using Income Provider Option
  - Structure installment benefits to match existing support
  - May wish to gross up benefit amount to adjust for taxes

# Important Notes

- § No lump sum required
  - § The entire death benefit can be paid in installments
  
- § Beneficiary assignments
  - § Lump sum
  - § Installments
  
- § Installment beneficiaries assign their own beneficiaries at time of claim
  
- § Benefit payments may be changed, but be cautious



# Important Information

Income Provider is an endorsement available only at issue on certain products. Actual terms and conditions contained in the product policy and the endorsement govern benefits provided. Please see the endorsement for more detailed information. A portion of periodic payments may be reported as taxable income to the beneficiary. Consumers should consult their attorney or tax advisor regarding their individual situations. Income Provider may not be available in all states or on all currently marketed products and state variations may apply.

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Subject to underwriting; up to a two year contestable and suicide period. Benefits adjusted for misstatements of age or sex. In Montana, unisex rates will apply. Policy form numbers, product features and availability vary by state.