



*Life*

**North American Company**  
for Life and Health Insurance  
Since 1886

# Retirement Planning

**Using Life Insurance For Death Benefit Protection &  
Help With Supplementing Retirement**

*Consumer Brochure*





## Financially protect your family & help reduce the worry of outliving your retirement assets

If you're concerned about the financial security of your family today should something happen to you, and you're also uneasy about the future and falling short of retirement income, it may be time to consider life insurance. With life insurance you gain protection that will help your family pay the mortgage, utility bills, and other expenses should you die prematurely. Now, imagine your retirement. What will you do? Where will you go? There may be roadblocks on the way to your retirement plans, but you can help bridge an income shortfall with permanent life insurance. If you're looking to control your financial future, consider a permanent life insurance policy with the potential to build cash value that can be used to help supplement your retirement income.

KEY QUESTIONS	MEETING OBJECTIVES WITH PERMANENT LIFE INSURANCE
<b>Why life insurance?</b>	Learn how a life insurance policy can be used to meet death benefit protection needs and help supplement retirement income.
<b>Who can benefit?</b>	Explore whether using life insurance for retirement planning is right for you.
<b>How does it work?</b>	Gain insight into how the strategy can protect what's important to you.

### WHY LIFE INSURANCE?

Life insurance can help you with two unknowns—the loss of income from a premature death and outliving your assets during retirement. With life insurance:

- You gain death benefit protection not only during your important working years, but also in retirement. In the event of death, the proceeds are distributed to your beneficiary(ies), generally income tax-free.<sup>1</sup>
- Your premium payments into a permanent life insurance policy may accumulate cash value on a tax-deferred basis.<sup>2</sup> Through policy loans and withdrawals,<sup>3,4</sup> the cash value may then be used during retirement as a source of supplemental income.

Cash value from your policy may be used for anything—from a monthly cell phone bill to a favorite travel destination.

## WHO CAN BENEFIT?

There are a few items to consider when deciding to use life insurance for retirement planning. First, consider your need for life insurance today—think about the items your family will need to pay on their own without your income, should you die prematurely. Next, take a close look at your retirement plan. If you are wondering whether or not you'll outlive your assets, there may be a need to help supplement your retirement income. If these items concern you, you're not alone.

*The average U.S. household with life insurance owns enough to replace only 3.5 years of income. This measure is consistent across all income groups.\**

*Only 48 percent of U.S. pre-retirees (non-retired aged 55-70) believe they will be able to live the lifestyle they wish in retirement.\*\**

\* Life Insurance and Market Research Association (LIMRA), 2010 U.S. Life Ownership Study.

\*\*LIMRA, The Pre-Retiree Market: Surveying the Landscape, 2012.

Here are a few questions to consider to help you determine if using life insurance for financial protection and help with supplementing your retirement income is right for you.

- Do you have a need for life insurance protection today to help replace your income in the event of your death, and to help your family pay for items such as the mortgage or rent, insurance premiums, automotive expenses, property taxes, and groceries?
- Are you planning for retirement and are between the ages of 30 and 60?
- Are you interested in having additional retirement income security?
- Have you maximized funding a qualified plan (such as an IRA, tax-qualified annuity, 401(k), or savings plan offered through your employer) or don't have access to a qualified plan for retirement planning?

This list is not complete and there are other items to consider. Your life insurance representative can take a closer look and help you evaluate your needs.

## Advantages

- **Immediate financial protection and control.** Gain death benefit protection for your loved ones from day one. You own and control the life insurance policy.

- **Flexible premium.** With a universal life or an indexed universal life (IUL) insurance policy, you can adjust your premium payment based on available resources. Also, life insurance is not a qualified plan, so it is not subject to tax-qualified plan contribution limits. However, there are limits on the amount of premium that may be paid into a policy to qualify as life insurance.<sup>5</sup>
- **Tax-deferred growth.** Your premium payments may earn interest and grow on a tax-deferred basis.<sup>2</sup>
- **Generally tax-free distributions.** Any potential cash values within your policy can be taken as generally income tax-free loans and withdrawals,<sup>3,4</sup> as long as the policy is not a Modified Endowment Contract (MEC).<sup>5</sup> Withdrawals are income tax-free up to the cost basis. (Cost basis is the amount equal to the total premiums paid.)

## Disadvantages

- **Non-guaranteed performance.** Cash values for loans and withdrawals<sup>3,4</sup> in later years may be more or less than originally planned. Minimum premium payment requirements must be met to maintain the policy, provide for cash value growth, and avoid lapse if the policy becomes over-loaned.
- **Premium payments are not tax-deductible.**<sup>1</sup> Your premium payments for life insurance are not tax-deductible.
- **Avoid creating a Modified Endowment Contract (MEC).**<sup>5</sup> Life insurance policies that surpass certain premium limits can be classified as a MEC. MECs may be subject to unfavorable tax treatment.<sup>1</sup> Talk with your life insurance representative for more details and learn how to structure your policy appropriately.
- **Reduced death benefit.** Policy loans and withdrawals will reduce the death benefit and may cause the policy to lapse. Withdrawals may be subject to surrender charges that may reduce the death benefit and cash value.<sup>3,4</sup>
- **Cost of insurance.** Permanent life insurance policies require monthly deductions, which include cost of insurance, expense charges, and potentially other charges. These deductions may reduce the cash value of the policy.



North American Company for Life and Health Insurance has been providing quality life insurance products since 1886. As one of the leading life insurance companies in the U.S., we'll make it as easy as possible for you to become one of our insureds. Please visit our Website at [www.NorthAmericanCompany.com](http://www.NorthAmericanCompany.com) to find out more about our company.

## HOW DOES IT WORK?

After a thorough needs-based discussion with your life insurance representative, you select a life insurance policy that matches those needs. Your representative will help structure the policy to match the desired death benefit coverage, while meeting your need to access the potential cash values to help supplement your retirement income.

**Ready to get started? Contact your North American representative and financially protect what's important now, while helping to supplement your retirement income later.**

Index Universal Life products are not an investment in the "market" or in the applicable index and are subject to all policy fees and charges normally associated with most universal life insurance.

Life insurance policies have terms under which the policy may be continued in force or discontinued. Current risk rates and interest rates are not guaranteed. Therefore, the planned periodic premium may not be sufficient to carry the contract to maturity. For costs and complete details, contact North American Company at (877) 872-0757.

1 Neither North American Company nor its agents give legal or tax advice. Please consult with and rely on a qualified legal or tax advisor before entering into or paying additional premiums with respect to such arrangements.

### IRS CIRCULAR 230 NOTICE

Any tax advice included in this written or electronic communication, including any attachments, was not intended or written to be used, and it cannot be used by you or any taxpayer for the purpose of avoiding any penalties that may be imposed on you or any other person under the Internal Revenue Code or applicable state or local tax law provisions. Although any tax advice contained herein was written to support the promotion or marketing of the transaction(s) matter(s) addressed by the advice, it cannot be used by you or any taxpayer to, promote, market or recommend to another party any transaction or matter addressed herein. Taxpayers should seek advice based on their particular circumstances from an independent tax advisor.

2 The tax-deferred feature of universal life or indexed universal life insurance is not necessary for a tax-qualified plan. In such instances, you should consider whether other features, such as the death benefit and optional riders make the policy appropriate for your needs. Before purchasing a policy, you should obtain competent tax advice both as to the tax treatment of the policy and the suitability of the product.

3 In some situations, loans and withdrawals may be subject to federal taxes. You should consult with and rely on your own tax advisor or attorney for advice on your specific situation.

4 Income and growth on accumulated cash values is generally taxable only upon withdrawal. Adverse tax consequences may result if withdrawals exceed premiums paid into the policy. Withdrawals or surrenders made during a Surrender Charge period will be subject to surrender charges and may reduce the ultimate death benefit and cash value. Surrender charges vary by product, issue age, sex, underwriting class, and policy year.

5 For most policies, withdrawals are free from federal income tax to the extent of the investment in the contract, and policy loans are also tax-free so long as the policy does not terminate before the death of the insured. However, if the policy is a Modified Endowment Contract (MEC), a withdrawal or policy loan may be taxable upon receipt. Further, unpaid loan interest on a MEC may be taxable. A MEC is a contract received in exchange for a MEC or for which premiums paid during a seven-year testing period exceed prescribed premium limits (7-pay premiums).

***We're Here For Life***®

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