

How High Net Worth Clients Can Generate **TAX FREE** Income by Using Other People's Money!!

What sounds too good to be true, usually is. But combining premium financing with an **Indexed Universal Life Insurance policy, IUL**, you can generate impressive amounts of tax-free income, all while decreasing what a client pays.

How does this work? Instead of the client paying a large premium, they borrow the money from a 3rd party bank. The bank pays the premium and your client just pays interest on the loaned amount.

Why do clients do this? Leverage. By using other people's money (bank) they can pay larger premiums resulting in a larger tax free income stream and death benefit.

Let's look at a traditional \$50,000 10 pay compared to a financed policy:

Male 45 PNS	Traditional Non-Financed	Financed		
Outlay	\$50,000 annual 10 pay	\$50,000 annual interest payment 10 years	Increase	% Increase
Initial Death Benefit	\$1,118,341	\$6,710,643	\$5,592,302	500%
* Death Benefit at Life Expectancy	\$1,146,557	\$6,574,387	\$5,427,830	473%
* Annual Tax -Free Income	\$149,876	\$349,887	\$200,011	133%
Target Premium	\$20,760	\$124,559	\$103,799	500%

Premium financing involves additional risks such as borrowing rates and collateral risk not found when paying premiums out of pocket.

Who is right for premium financing? Anyone with a net worth over \$5 million, understands leverage and "using other people's money." Think car dealers, real estate developers, doctors, athletes, business executives or entertainers.

If you have a client that would be interested in generating large amounts of tax-free income and a tax free pool of money to use for long term care or critical illness, give us a call.

As a carrier approved vendor with in house experts that have placed over \$100 million dollars of financed target premiums, we can help design, sell and place your case. All for a smaller case split than what you are probably paying elsewhere.

Call one of our marketers today. **800 997 8661**

* Certain illustrated features are non-guaranteed and will perform differently than illustrated. Loan rates and spreads are determined by a 3rd party lender and may be more or less than illustrated. Always consult a qualified tax professional regarding your specific situation and tax issues.

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