



# Retirement Planning

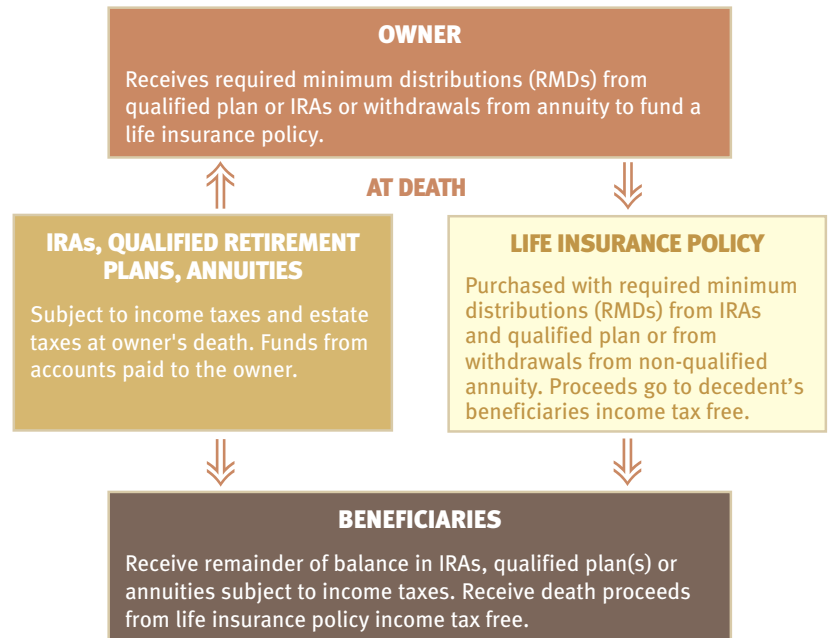
## WEALTH TRANSFER PLANNING

You've worked a lifetime to reach your financial goals. Your wise investment strategies may have helped you accumulate a substantial amount of money. Now you want to pass assets that you may not use during your lifetime to your heirs. What is the best way to accomplish your goal?

### Retirement savings vehicles

Your retirement assets may be in different savings vehicles. You may have money in an employer-sponsored retirement plan, such as a 401(k) plan or in a Traditional IRA (individual retirement account). These assets are known as qualified assets, because you have never paid income tax on the money you contribute, and your money continues to grow tax deferred. Consequently, when you receive a distribution from the account, the entire withdrawal is subject to income taxes.

There are also non-qualified deferred annuities. Your money grows tax deferred in these vehicles. When you remove your funds you must pay income tax on the growth in their values. This can create a burdensome tax liability for your beneficiaries.



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*You can maximize the money you leave for your heirs if you use IRA, qualified retirement plan or non-qualified annuity money to purchase life insurance.*

## Wealth Transfer Planning

### The pitfalls of double taxation

Qualified retirement plans, IRAs and non-qualified annuities are solid wealth accumulation tools, but they are inefficient vehicles when passing wealth to your heirs. These types of retirement assets may be subject to both estate and income taxes, and their value could be reduced by as much as 60 percent before your heirs receive their allotment. Life insurance can help solve this problem by providing a tax free death benefit.

#### *Here's an example of just how devastating the double taxation (estate and income) can be.*

1. Let's assume you have a \$3 million non-qualified deferred annuity. Your investment in the annuity contract is \$500,000.
2. If you die in 2006, the estate tax due because of the annuity would be \$345,800. In addition, the annuity beneficiary may have to pay nearly \$733,830 in income tax at the 2006 highest marginal tax rate. The result is a total tax of more than \$1 million – that is over 35 percent of the value of the annuity. The percentage would be even greater in the case of the IRA.

<b>\$3 Million Annuity</b>
\$1,079,630 Tax
\$1,920,370 Heir Receives

### The solution – Wealth transfer planning using life insurance

You can maximize the money you leave for your heirs if you use qualified retirement plan, IRA or non-qualified annuity money to purchase life insurance. You can do this without penalty if you are older than age 59½ and don't need the assets as income.

<b>IRA or Non-Qualified Annuity</b>
Distribution Payment to YOU
YOU Gift Cash to Trust or 3rd Party
Trust or Third Party Makes Premium Payment for Life Insurance
Tax Free Death Benefit to Your Heirs

Life insurance and annuities underwritten by:  
UNITED of OMAHA LIFE INSURANCE COMPANY  
Mutual of Omaha Plaza  
Omaha, Nebraska 68175  
[mutualofomaha.com](http://mutualofomaha.com)

Mutual funds and variable products distributed by:  
MUTUAL of OMAHA INVESTOR SERVICES, INC.  
Mutual of Omaha Plaza  
Omaha, Nebraska 68175-1020

### Advantages of wealth transfer planning

- You control the size of distributions, which may help you control your tax bracket
- It can help reduce the amount of your estate that is subject to estate taxes
- You can utilize the \$12,000 per year gift tax exclusion (2006 indexed amount)
- Death benefit will be free of estate taxes if a third party or irrevocable trust owns life insurance (there may be a three-year "look-back" rule, depending how the trust is set up)
- Death benefit passes income-tax free to your heirs
- Serves as a liquidity source to help pay estate taxes

It is important to note that double taxation doesn't only affect Traditional IRAs and deferred annuities. Balances in SEP IRAs, SIMPLE IRAs, 401(k) plans, and 403(b) plans may also be subject to both estate and income taxes at your death.

**For more information, contact your Mutual of Omaha representative.**

