

If you have clients with IRAs that are categorized as assets they want to pass on to heirs, we may have a way to make those IRAs work a little harder for your clients and their loved ones. West Coast Life has assembled a “three pack” of strategies designed to help your clients manage the taxes on their IRAs and potentially enhance the amount available to their beneficiaries.



Is your client's IRA getting a bit lazy?

STRATEGIES “three pack”

1 INCOME TAX OFFSET

This strategy uses life insurance to offset the projected taxes your clients' beneficiaries would incur if they chose to take a lump sum settlement of the IRA inheritance.

2 INCOME TAX ELIMINATION

For clients with charitable interests, this strategy uses life insurance to help reduce any income taxes that might be associated with a beneficiary inheriting the IRA, while providing a death benefit to the beneficiary that is equal to the peak value of the IRA.

3 ENHANCE INHERITANCE

This strategy appeals to clients who want to enhance the amount they transfer to their loved ones. With this approach, clients would withdraw the estimated annual earnings from the IRA and pay taxes on that amount. They would use the after-tax annual withdrawal amount to purchase continuous pay life insurance and name their loved ones as beneficiaries of the life insurance policy AND the IRA.

It may be time to put that IRA to work.

To receive a free brochure with more details on how you can help your clients make their IRAs work a little harder, contact:



**West Coast Life
Insurance Company**

A PROTECTIVE COMPANY

Birmingham, AL

The tax treatment of life insurance is subject to change. Neither West Coast Life nor its representatives offer legal or tax advice. Please consult your legal or tax advisor regarding your individual situation before making any tax-related decisions. The income tax on an IRA is not due until each distribution is taken. If the participant made non-deductible contributions to the IRA, a portion of the IRA proceeds may be an income tax-free return of basis.