

Legacy Planning with Integrity Fixed Annuities

Customize Solutions for Aging Clients and Beneficiaries; Step Up with Tax and Distribution Planning Strategies That Set You Apart

Legacy planning takes on greater importance in changing times such as these. Help your clients plan ahead and put ambitions into action with protected strategies.

Explore the many purposeful, proven distribution planning options available with fixed annuities from Integrity Life or National Integrity Life.



NON-QUALIFIED

Post-Death Planning

- › Annuitization
- › Lump Sum
- › 5-Year Deferral
- › Nonqualified Stretch with Exclusion Ratio (Indextra®, SPDA Series II, IncomeSource®)

Pre-Death Planning

- › Period Certain and lifetime income (IncomeSource) or annuitization: Spend the money now via tax-efficient exclusion ratio and pass on other assets
- › Multigenerational income (IncomeSource): Provide income payments for multiple generations
- › 1035 to any Integrity deferred annuity, which includes withdrawal charge waivers and multiple beneficiary options:
 - NQ stretch claim option w/exclusion ratio: Commissionable with new application for beneficial owner
 - Commissionable Beneficiary Restriction: Choose how each beneficiary will receive payments; add or modify as desired any time
- › Turn a deferred annuity into a bigger, generally tax-free, life insurance death benefit

Contact regional sales representative for **sales support resources**, including **worksheets, flyers, forms, videos and educational materials**.

800.900.6460 | WSFinancialPartners.com

Issuers: Integrity Life Insurance Company | National Integrity Life Insurance Company

QUALIFIED/IRA

Post-Death Planning

› Death Pre-2020

- Inherited IRA (lifetime stretch): Pre-SECURE Act rules for beneficiaries of all ages (all fixed products except Indextra)
- Lump Sum
- Annuitization
- 5-Year Deferral before RMD beginning date

› Death Post-2019

- **Spouse beneficiary or beneficiary not more than 10 years younger; disabled or chronically ill beneficiaries**
 - Inherited IRA (lifetime stretch)
 - Lump Sum
 - Annuitization
 - 10-Year Deferral
 - Spousal continuation for spouses

- **All other designated beneficiaries***

- 10-Year Deferral
 - (SPIA 10-year certain or less) last payment due by 12-31 of 10th anniversary¹
 - For annuity claims: Holding account for up to 10 years with an annual renewal rate
- Lump Sum¹

*Different rules apply to non-designated beneficiaries, such as estates and charities.

Pre-Death Planning

- › Period Certain and spousal lifetime income (IncomeSource) or annuitization: Spend the money now and pass on other assets
- › Roth Conversions: Place after-tax amounts in a new annuity
- › Qualified Charitable Distributions: For clients who are charitably inclined
- › IRA Max: Turn an IRA into a bigger tax-free benefit
- › Qualified transfer to Integrity deferred annuity: Various claim options allowed for beneficiaries; some are commissionable

Expand your generational reach. Legacy planning with beneficiaries may help retain assets.

*Contact regional sales representative for **sales support resources**, including **worksheets, flyers, forms, videos and educational materials**.*

800.900.6460 | [WSFinancialPartners.com](https://www.WSFinancialPartners.com)

¹ For distribution calendar years beginning after 2022, 10-year beneficiaries of IRA owners or plan participants dying after their required beginning date must take annual stretch distributions for years 1-9 as well as distribute the entire account by the end of the 10-year period.

Integrity Life, Cincinnati, OH, operates in DC and all states except NY, where National Integrity Life, White Plains, NY, operates. W&S Financial Group Distributors, Inc. (doing business in CA as W&S Financial Insurance Services), is an affiliated life insurance agency of the issuer. Issuer has sole financial responsibility for its products. All companies are members of Western & Southern Financial Group.

An immediate annuity is permanent. Owner has no access to premium, which converts to an income payout stream. There is no cash value, no death benefit and the annuity can't be surrendered. Contract terms, such as payment amount and frequency, cannot be changed, unless commutation is available and elected. An immediate annuity should not be purchased if access may be needed to any of the premium for living expenses or other purposes.

Payment of benefits under the annuity contract is the obligation of, and is guaranteed by the issuer. Guarantees are based on the claims-paying ability of the issuer. Products are backed by the full financial strength of the issuer. Earnings and pre-tax payments are subject to income tax at withdrawal. Withdrawals may be subject to charges. Withdrawals of taxable amounts from an annuity are subject to ordinary income tax, and, if taken before age 59½, may be subject to a 10% IRS penalty. Western & Southern Financial Group member companies and their agents do not offer tax advice. For specific tax information, advise your client to consult their attorney or tax advisor. Interest rates are declared by the insurance company at annual effective rates, taking into account daily compounding of interest. Product and feature availability, as well as benefit provisions, vary by state.

Single Premium Immediate Annuity contract series ICC16 ENT-01 1701, ENT-01 1701 NY. Deceased Commutation Rider series ICC09 ER.02 0901 and Living Commutation Rider series ICC09 ER.01 0901. Single Premium Deferred Annuity Contract with Indexed Interest Options series ICC14 ENT-03 1406, Guaranteed Lifetime Withdrawal Benefit Rider series ICC14 ER.03 GLWB-1 1406 and ICC14 ER.04 GLWB-S 1406, Guaranteed Minimum Account Value ICC14 EE.21 GMAV-7 1406 and ICC14 EE.22 GMAV-10 1406. Single Premium Deferred Fixed Annuity Contract series INT 04-03, NIL 04-03 and NIL 03-02-2 NY.

No bank guarantee • Not a deposit • May lose value • Not FDIC/NCUA insured • Not insured by any federal government agency

© 2020-2024 Western & Southern Financial Group. All rights reserved.