

# Setting Solid Payout Choices for Loved Ones

**"I love you all the same."** That's the classic parent response when children ask who's most favored. But parents may not always *trust* their children the same. For example, they understand that financial needs and money skills may vary.

What do you see when you look at your intended heirs? Do you trust that, when the day comes, some will use their inheritance wisely? And worry that others may squander it away?

Good news: Making a **beneficiary protection plan** can help you position your beneficiaries in payout circumstances you believe best suit their long-term well-being. You decide what might work best.

## For Example: Setting Three Sons on Solid Paths

**Judy & Ken:** Married, retired business owners, \$600,000 nonqualified annuity, sons Andy, Jim and Greg

- **Beneficiary Andy:** Successful, established professional, married with children
- **Beneficiary Jim:** Promising professional, but renting residence and paying on student debt
- **Beneficiary Greg:** Aspiring deejay, informal day trader, fantasy sports enthusiast

## Planning Challenge

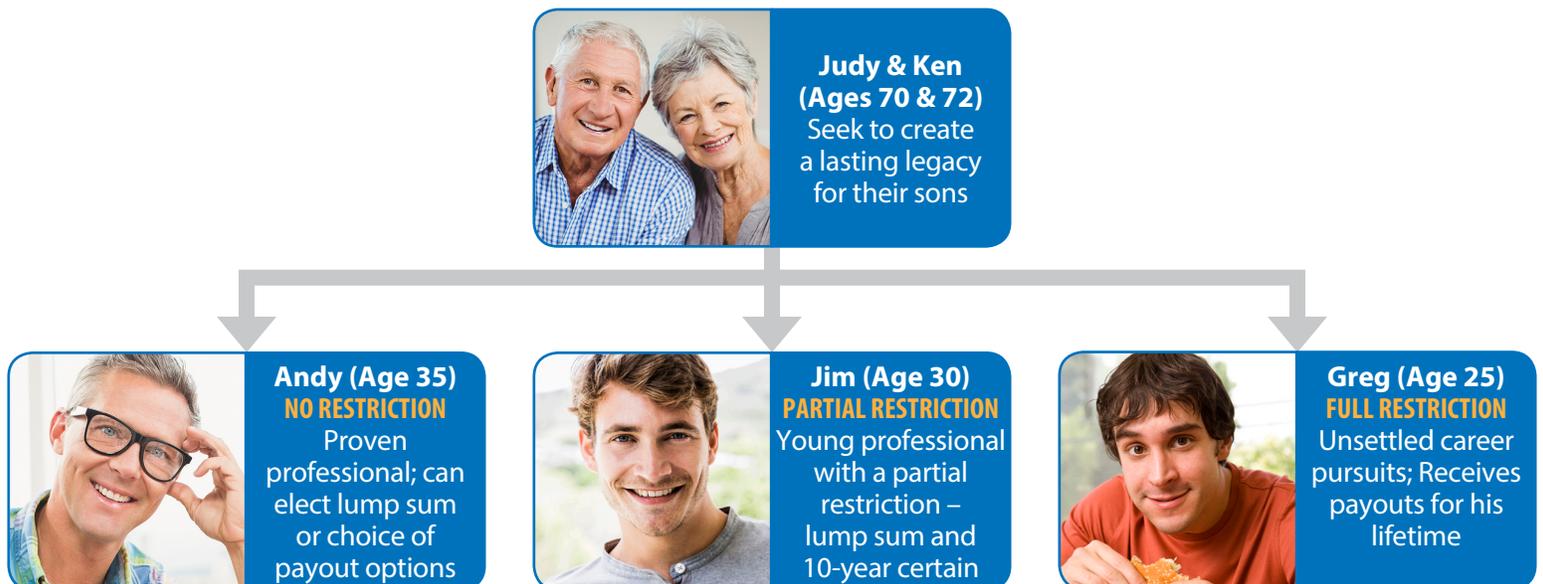
Judy and Ken are confident Andy will be prudent with his legacy. And they believe much the same of Jim. But Greg is another matter. They fear any money he comes into may be wasted in short order. To help forestall that, they want to limit his access to his legacy over a period of their choosing.

## Death Benefit Planning Strategies: Beneficiary Protection Plans

**Andy:** Judy and Ken set no restrictions. Andy decides how he will receive his share of the death benefit.

**Jim:** Judy and Ken elect a partial restriction, paying Jim \$10,000 as a lump sum and the remainder over 10 years.

**Greg:** Judy and Ken elect a full restriction, directing that Greg's benefit be paid over his lifetime.



## Three Avenues of Annuity Payout Control

- No Restriction
- Partial Restriction
- Full Restriction

## Who Can Benefit and How

A customized beneficiary protection plan allows you to structure multiple payments, income for a specific period or lifetime income to your designated beneficiaries for special needs that may arise. A plan can help:

- Insure the education of a grandchild
- Support a child struggling in a new career or business venture
- Assist beneficiaries who have difficulty managing money
- Promote a multi-generation legacy of financial prudence securing hard-earned family wealth

What's more, you decide who receives payments, how often, how long and the payment structure.\* Payments are flexible and can be made to one or multiple beneficiaries. For example, you can elect a lump sum payment to one beneficiary and a guaranteed stream of payouts to another. Payouts can be made monthly, quarterly, semi-annually or annually. Payouts can also be structured to be an initial lump sum followed by a guaranteed series of payouts. You decide what makes the most sense for your situation.

## Beneficiary Protection Plans: Potential Advantages

- Allows you to customize your legacy
- Restricts beneficiaries' access to your annuity proceeds (spouses excluded)
- Enables beneficiary restrictions without the expense of a trust
- Creates lifetime benefit possibilities
- Permits restrictions to vary by beneficiary
- Extends time for potential tax-deferred compounding of annuity assets
- Utilizes exclusion ratio on nonqualified contracts — each scheduled payout is part nontaxable return of premium paid into the annuity and part taxable gain earned by the annuity during its accumulation phase

*Learn more about Beneficiary Protection Plans. Contact your financial professional.*

\* Payout options differ by product. All options may not be available.

Integrity Life Insurance Company, Cincinnati, OH, operates in DC and all states except NY, where National Integrity Life Insurance Company, Greenwich, NY, operates. Western-Southern Life Assurance Company (Western & Southern Life), Cincinnati, OH, operates in DC and all states except NY. Payment of benefits under is the obligation of, and is guaranteed by issuing insurance company. Products are backed by the full financial strength of Integrity Life, National Integrity Life or Western & Southern Life. W&S Financial Group Distributors, Inc. is an affiliated agency of the issuer. Issuer has sole financial responsibility for its products. All companies are members of Western & Southern Financial Group. Western & Southern member companies and agents do not offer legal or tax advice. For specific advice, contact your attorney or tax advisor.

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