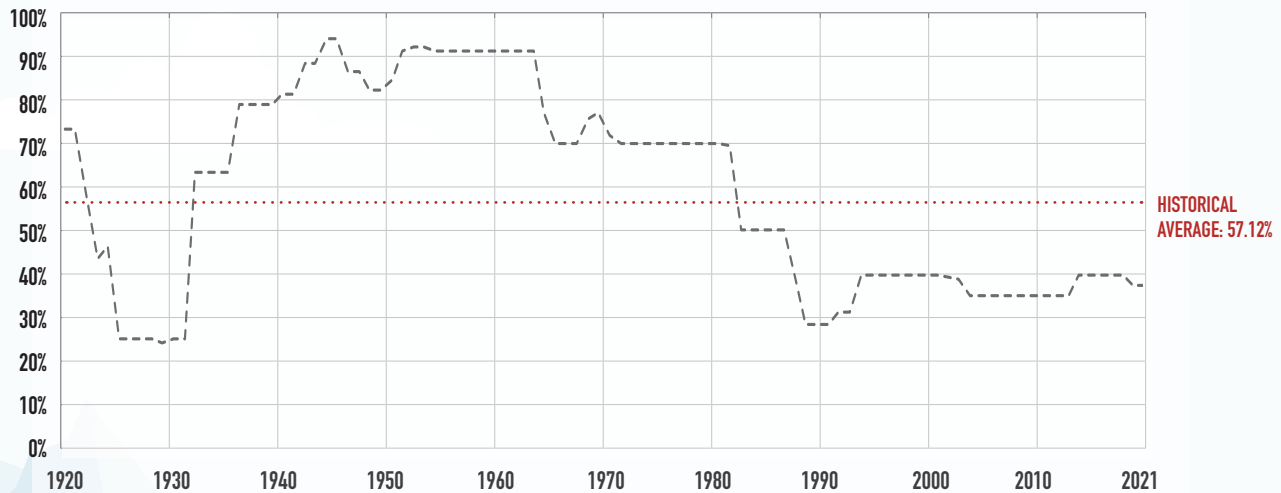


HISTORICAL TOP MARGINAL TAX RATES.

Today, most retirement savings are in IRAs and 401(k)s. Those assets, when withdrawn, are subject to taxes. But since future tax rates may be higher than they are today, the after-tax value of those assets is uncertain. Tax uncertainty therefore translates into income uncertainty. Do you think future tax rates will be the same, lower, or higher than they are today?



Tax Policy Center Urban Institute & Brookings Institution - Historical Highest Marginal Income Tax Rates 1913-2022, February 2022

WHERE ARE YOUR RETIREMENT ASSETS?

Having retirement savings in a variety of vehicles can provide you flexibility, should tax rates change.

TAXABLE:
Stocks
Mutual Funds
CDs

TAX-FREE:
Roth IRA
Life Insurance*
Municipal Bonds

TAX-DEFERRED:
IRA
401(k)
Annuity



The primary purpose of life insurance is the death benefit. Policy loans and withdrawals will reduce available cash values and death benefits, and may cause the policy to lapse or affect any guarantees against lapse. Additional premium payments may be required to keep the policy in force. In the event of a lapse, outstanding policy loans in excess of unrecovered cost basis will be subject to ordinary income tax. Withdrawals are generally income tax-free, unless the withdrawal amount exceeds the amount of premium paid. Tax laws are subject to change. Clients should consult their tax professional. Please obtain and carefully review detailed product information for any insurance product you are considering. Any guarantees offered by insurance products are guaranteed by the issuer.

Any transaction that involves a recommendation to liquidate a securities product, including those within an IRA, 401(k), or other retirement plan, can be conducted only by individuals currently affiliated with a properly registered broker/dealer or registered investment adviser.

Please note that as a financial professional, we can provide information but not give tax or legal advice. You should seek guidance from your tax advisor or attorney regarding your particular situation.