

It Can Pay to Delay

Grow Protected Lifetime Income While You Defer RMDs

Is your mindset turning toward how to safeguard your retirement standard of living for many years ahead? A **deferred income annuity (DIA)** provides protected lifetime income in the future. While the income stream can be started as soon as 13 months after purchase, it also can be delayed for a long time (40 years in some cases). **Bottom line: The longer the deferral period, the larger the income payout amount.**



QLACs Bring Added Advantages

A **qualified longevity annuity contract (QLAC)** is a special type of DIA. It allows traditional IRA owners and defined contribution plan participants to ignore the QLAC funds in those accounts when calculating their RMDs. **As long as the QLAC distributions are delayed, the associated Required Minimum Distributions (RMDs) and taxes are too.**

Reasons why a QLAC stands out for modern retirements include:

1. No other qualified retirement product allows you to defer the start of your guaranteed income payments to as late as age 85
2. It's the only way to defer RMDs past age 72*

Help prepare for a long and comfortable retirement with the tax efficiency and longevity protection advantages of a QLAC

*For taxpayers turning 70½ after 2019; age 70½ for those turning 70½ before 2020.

Later is Greater

Consider the Deferral Difference

Below are hypothetical examples of monthly payment amounts and annual payout rates by deferral period. Payments are guaranteed by the annuity issuer and backed by its claims-paying ability. (Note that the amounts and rates shown are as of a specified date and for illustration only. Actual experience will differ.)

\$100,000 Premium for Single Life with Cash Refund (Issue age 65)

	Deferral Period	Monthly Payout Amount		Annual Payout Rate ¹	
		Male	Female	Male	Female
SPIA ²	1 Month	\$459.53	\$446.16	5.51%	5.35%
IncomeSource[®] Select DIA³					
Non-QLAC	5 Years	\$575.94	\$552.66	6.91%	6.63%
Non-QLAC	10 Years	\$815.55	\$772.92	9.79%	9.28%
QLAC	20 Years	\$2,970.21	\$2,538.07	35.64%	30.46%

For example only. Subject to change. Illustrated as of 12/6/19.

As a cost-effective source of longevity protection, a QLAC puts a portion of your money to work today toward your tomorrow



1 Calculated by multiplying the monthly payout amount by 12 and dividing by \$100,000 (the assumed premium).
 2 IncomeSource, a single premium income annuity, contract series ICC16 ENT-01 1701 and ENT-01 1701 NY.
 3 Assumes no optional Return of Premium Death Benefit.

Longer is Stronger

Defer RMDs and Defer Taxes

Consider an example. Sam, 65, is unhappy with the prospect of having to begin taking RMDs from his traditional IRA when he turns 72. He doesn't expect to need the income. He's happy to discover he can delay taking a portion of his RMDs if he purchases an IncomeSource Select QLAC with funds from his IRA. So Sam uses \$135,000 (the maximum amount allowable for him) of the \$600,000 in his IRA do so.

The Deferral Difference: By purchasing a QLAC for \$135,000 at 65 and deferring income to 85 (the oldest age possible), Sam delays RMDs of \$113,364 and saves \$36,277 in taxes over 20 years. At that point, his income and RMDs will most likely increase as QLAC payments begin.



Age	No QLAC			With \$135,000 QLAC				
	IRA	RMD	Taxes	IRA	RMD	Taxes	RMDs Deferred	Tax Savings
65	\$600,000			\$465,000				
66	\$636,000			\$492,900				
67	\$674,160			\$522,474				
68	\$714,610			\$553,822				
69	\$757,486			\$587,052				
70	\$802,935			\$622,275				
71	\$851,111			\$659,611				
72	\$868,900	\$33,278	\$10,649	\$673,397	\$25,791	\$8,253	\$7,488	\$2,396
73	\$885,843	\$35,190	\$11,261	\$686,529	\$27,273	\$8,727	\$7,918	\$2,534
74	\$901,788	\$37,205	\$11,906	\$698,886	\$28,834	\$9,227	\$8,371	\$2,679
75	\$916,488	\$37,875	\$12,120	\$710,278	\$29,353	\$9,393	\$8,522	\$2,727
76	\$929,777	\$38,492	\$12,318	\$720,577	\$29,832	\$9,546	\$8,661	\$2,771
77	\$941,678	\$39,051	\$12,496	\$729,800	\$30,264	\$9,685	\$8,786	\$2,812
78	\$951,754	\$39,550	\$12,656	\$737,609	\$30,652	\$9,809	\$8,899	\$2,848
79	\$960,034	\$39,974	\$12,792	\$744,026	\$30,980	\$9,913	\$8,994	\$2,878
80	\$966,274	\$40,321	\$12,903	\$748,863	\$31,249	\$10,000	\$9,072	\$2,903
81	\$970,236	\$40,584	\$12,987	\$751,933	\$31,452	\$10,065	\$9,131	\$2,922
82	\$971,691	\$40,750	\$13,040	\$753,061	\$31,581	\$10,106	\$9,169	\$2,934
83	\$970,428	\$40,811	\$13,060	\$752,082	\$31,629	\$10,121	\$9,182	\$2,938
84	\$966,061	\$40,758	\$13,043	\$748,697	\$31,587	\$10,108	\$9,171	\$2,935
		\$503,841	\$161,229		\$390,476	\$124,952	\$113,364	\$36,277

Assumes 6% rate of return and 32% federal tax rate

Requirements and Limitations

- › DIA must indicate on application at purchase that it is to be a QLAC.
- › Payments must begin by the annuitant's 85th birthday.
- › Available payout options (individual and joint) include:
 - Life Only¹
 - Life with Cash Refund
 - Joint Life Only
 - Joint Life with Cash Refund
- › Premium limited to the lesser of:²
 - \$135,000
 - 25% of qualified account values

Key Considerations

- › Buying a QLAC is a long-term commitment. The purchase decision is irrevocable. The contract cannot have any cash surrender value or commutation benefit.
- › QLAC guidelines may have implications for Social Security and Medicare planning for individuals approaching or in retirement.
- › A QLAC may not be suitable for individuals who, among other things, are in below-average health, need the entire RMD to fund short-term expenses, already have a large guaranteed pension or desire market exposure for all of their retirement funds.

The advantages of a QLAC may benefit you. Consider your specific situation and needs as you plan and prepare for your retirement well-being. Discuss potential next steps with your financial professional.

¹ If a Life Only income option is selected and no annuitant survives to the income start date, no income or refund of premium will be paid.

² Contributions are limited to the lesser of \$135,000 (subject to annual cost-of-living adjustment) or 25% of the owner's qualified account balances, less premiums for other QLACs. The \$135,000 limit applies across all qualified funds. The 25% limit applies to each qualified plan separately based on its valuation date and to IRAs on an aggregate basis as of the prior December 31. Eligible accounts include 401(a), 401(k), 403(b), governmental 457(b) or IRA (excluding Roth and Inherited IRAs). Restrictions govern how assets from qualified plans can be used to purchase a QLAC. Adhering to the purchase limit is the client's responsibility. Clients should consult with their own independent legal and tax advisors before establishing a QLAC. The annuity provides no additional tax deferral if purchased as a retirement plan.

Products issued by Integrity Life Insurance Company, Cincinnati, OH, or National Integrity Life Insurance Company, Greenwich, NY. Integrity Life operates in DC and all states except NY, where National Integrity Life operates. W&S Financial Group Distributors, Inc. is an affiliated agency of the issuer. Issuer has sole financial responsibility for its products. Both companies are members of Western & Southern Financial Group.

A deferred income annuity is permanent. Owner has no access to premium, which converts to an income payout stream if at least one annuitant is alive on the Income Date. There is no cash value and the annuity can't be surrendered. Contract terms, such as payment amount and frequency, cannot be changed, except under limited circumstances as described in the contract. A deferred income annuity should not be purchased if access may be needed to any of the premium for living expenses or other purposes. If a payout for life or two lives is selected, whether the payout received will be greater or less than the premium paid will depend on how long the annuitant(s) lives.

Payment of benefits under the annuity contract is the obligation of, and is guaranteed by, the insurance company issuing the annuity. Guarantees are based on the claims-paying ability of the insurer. Products are backed by the full financial strength of Integrity Life or National Integrity Life. Earnings and pre-tax premium payments are subject to income tax at withdrawal. Withdrawals may be subject to charges. Withdrawals from an annuity are subject to ordinary income tax and, if taken before age 59½, may be subject to a 10% IRS penalty. Neither Integrity Life, National Integrity Life nor their agents offer tax advice. For specific tax information, consult your attorney or tax advisor. Earnings and pre-tax payments are subject to income tax when received. **Western & Southern member companies and their agents do not offer legal or tax advice.**

Product and feature availability, as well as benefit provisions, vary by state. See your financial professional for product details and limitations. Flexible Premium Deferred Paid-Up Annuity Contract Series ICC17 ENT-04 1708 and ENT-04 1708 NY and endorsements ICC17 EE.32-36 1708 and EE.32-35 1708 NY.

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