

Allianz Life Insurance Company of North America

Tax advantages for today's economy

3 ways to help you manage
taxes with fixed index
universal life insurance

For all that's ahead.®

Allianz 

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Product and feature availability may vary by state and broker/dealer.
Must be accompanied by [Understanding fixed index universal life insurance](#) brochure (M-3959).

The death benefit protection and tax advantages of fixed index universal life (FIUL) insurance can help in this economy.

The primary reason for buying life insurance is always for the income-tax-free death benefit it provides.¹

But FIUL insurance can also offer you a combination of three tax advantages that other financial vehicles do not:

- 1** **Income-tax-free**
Death benefit
- 2** **Tax-deferred**
Cash value accumulation potential
- 3** **Income-tax-free**
Loans and withdrawals²

It's always smart to look for potential ways to help reduce your tax liability where you can, but given today's economic realities, it can be more beneficial than ever.

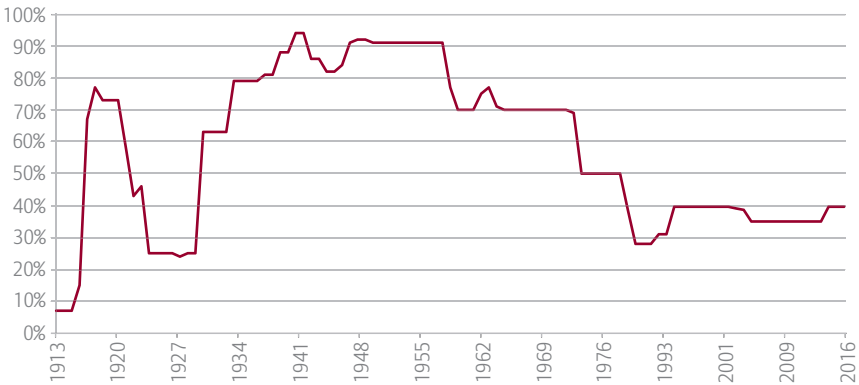
¹ The death benefit is generally income-tax-free when passed on to beneficiaries.

² Policy loans and withdrawals will reduce the available cash value and death benefit and may cause unintended consequences, including lapse or taxable events. Please see the full loan and withdrawal disclosure within this material for details.

How much longer will it be before our historically low income tax rates could give way to **big increases**?

With the current level of the national debt continuing to rise, future income tax increases seem to be a strong possibility. Given the potential impact rising taxes will have, now may be a good time to work with your tax advisor and see if FIUL insurance fits your needs.

Historical U.S. income tax rates for highest-income earners



Source: Tax Policy Center, "U.S. Individual Income Tax: Personal Exemptions and Lowest and Highest Tax Brackets, March 2017."

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1 **Income-tax-free** death benefit

Your beneficiaries get an income-tax-free death benefit.

The death benefit is the main reason you should buy life insurance.

In the event of an early death, you'll want to leave your loved ones with a means to meet financial obligations and help ensure their future security.

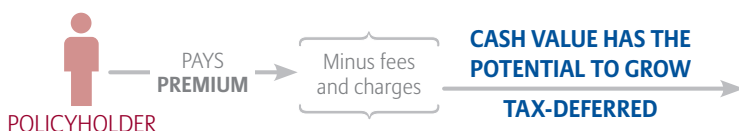
When your beneficiary (or beneficiaries) is properly named, the death benefit passes to them income-tax-free and can be used for:

- Income replacement for the primary wage-earners
- Supplemental college funding
- Business succession planning
- Mortgage and other debts
- Estate tax coverage
- Other financial needs

2 Tax-deferred accumulation

Your policy's cash value has the potential to grow income-tax-deferred.

You don't have to pay income taxes on your FIUL policy's accumulation. That, in turn, gives you the potential to build more cash value faster.



3 Income-tax-free distributions

Your loans against the policy's available cash value are income-tax-free, and withdrawals are income-tax-free to the extent the withdrawal does not exceed the cost basis in the policy,¹ assuming the policy is not classified as a modified endowment contract (MEC).

And this amount can be used for anything you choose – supplemental retirement income, supplemental college funding, weddings or vacations, even financial emergencies.

¹ Policy loans and withdrawals will reduce the available cash value and death benefit and may cause the policy to lapse, or affect guarantees against lapse. Withdrawals in excess of premiums paid will be subject to ordinary income tax. 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. If a policy is a modified endowment contract (MEC), policy loans and withdrawals will be taxable as ordinary income to the extent there are earnings in the policy. If any of these features are exercised prior to age 59½ on a MEC, a 10% federal additional tax may be imposed. Tax laws are subject to change and you should consult a tax professional.

Paying some income taxes now may save you money later.

A well-rounded financial strategy could minimize income taxes, and life insurance may be an important component of that strategy.

An example of two tax strategies



In the bucket on the left, contributions are made with after-tax dollars. That means you have paid income taxes on your initial contribution. That contribution may accumulate tax-deferred and when you take money out later, you are taxed only on the interest earned.

This is what happens with an FIUL insurance policy. Also, when you take money out, withdrawals come first from the after-tax contributions, and so they are income-tax-free up to the cost basis. Loans against the policy's available cash value and the death benefit are also generally income-tax-free¹ (if the policy is not a MEC).

In the bucket on the right, you have not paid income taxes on what you initially contribute, but instead pay taxes (on the initial contribution and any interest earned) when you take out money later. After death, beneficiaries pay taxes on any money they take out. This is how other tax-deferred savings vehicles (e.g., employer-sponsored retirement plans) generally work.

Not paying income taxes on your initial contribution may sound great – but if taxes go up, you could end up paying a higher rate on your money than you would have if you had paid the taxes up front.

That's why, if you believe tax rates will rise in the future and you have a need for death benefit protection, FIUL insurance (the bucket on the left) could be a good choice for you. Keep in mind that tax laws are subject to change. You should consult with your tax advisor to discuss your specific situation.

FIUL insurance gives you **flexibility and control.**

- There are no limitations based on your income in purchasing an FIUL insurance policy (like there are with certain qualified plans).
- There is no federal additional tax for accessing your available cash value prior to age 59½ (if it is not classified as a modified endowment contract).¹
- No required minimum distributions when you reach age 70½.
- FIUL insurance can offer you tax advantages that other financial vehicles do not – including an **income-tax-free** death benefit, **tax-deferred** cash value accumulation potential, and **income-tax-free** loans and withdrawals.¹

Life insurance is subject to health underwriting and financial underwriting.

To discuss more about whether FIUL and its potential tax advantages may be appropriate for your financial strategy, contact your financial professional and tax advisor.

¹ Policy loans and withdrawals will reduce the available cash value and death benefit and may cause unintended consequences, including lapse or taxable events. Please see the full loan and withdrawal disclosure within this material for details.



True to our promises ... so you can be true to yours.®

A leading provider of annuities and life insurance, Allianz Life Insurance Company of North America (Allianz) bases each decision on a philosophy of being true: **True to our strength** as an important part of a leading global financial organization. **True to our passion** for making wise investment decisions. And **true to the people we serve**, each and every day.

Through a line of innovative products and a network of trusted financial professionals, and with over 3.5 million contracts issued, Allianz helps people as they seek to achieve their financial and retirement goals. Founded in 1896, Allianz is proud to play a vital role in the success of our global parent, Allianz SE, one of the world's largest financial services companies.

While we are proud of our financial strength, we are made of much more than our balance sheet. By being true to our commitments and keeping our promises we believe we make a real difference for our clients. It's why so many people rely on Allianz today and count on us for tomorrow – when they need us most.

Guarantees are backed solely by the financial strength and claims-paying ability of Allianz Life Insurance Company of North America.

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