Insurance | Risk Management | Consulting

COIL - COLI FOR BUSINESSES AND INDIVIDUALS

COIL, or Company-Owned Individual Life, is an institutionally priced product geared towards building an effective zero tax bucket for supplemental retirement income or efficient contingency capital. In addition to institutional pricing, clients will also receive tremendous flexibility with enhanced surrender values that provides liquidity and flexibility should they need it for retirement or when circumstances change.

What makes COIL so unique is that this is a COLI product that allows the client to own the contract and fund out of their own pocket. COIL does not require corporate sponsorship, so for clients looking to create a "private reserve" they can own COIL and fund using their own dollars.

PRODUCT FEATURES:

- Accumulation Focused
- No Surrender Charges
- Tax-Deferred Cash Accumulation
- Tax-Advantaged Access and Distribution
- Minimum Statutory Guideline Life Insurance
- Creditor Protection

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MARKET OPPORTUNITIES:

- High-Income Professionals
- Successful Business Owners and Key Employees
- Executive Benefit Planning
  - Executive Bonus Plans
  - Buy-Sell Funding
  - Business Sponsored Benefit Plans
- Accountants
- Athletes
- Physicians
- Attorneys
- Roth IRA alternative
- GI on 10 Lives
- Impaired Risk cases

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Same renowned service and expertise.
New global strength.

COLI for Business and Individuals

Case Studies

CORPORATE BENEFIT PROGRAM

John owns a successful growing property management company with offices in 3 states. He has 65 employees with eight highly compensated key executives. He desires to create a nonqualified deferred compensation plan to create an environment where key employees are driven to help John reach his goals and they are recognized and rewarded. John knows **the more they make, the less they can save in their qualified** plan.

John is focusing on his greatest assets: his employees who are the cornerstone of his business. His advisor put a plan in place that meets all the requirements John wants to accomplish for his company and his key executives, including:

- Pre-tax deferral of income and account growth to significantly increase their retirement plan
- Deferred compensation match plan – corporate match added to encourage long-term savings
- Target benefit plan - employees are rewarded for longer-term employment
- Defined benefit plan - key employees are rewarded for their individual contributions on a discretionary basis

HIGH-INCOME PROFESSIONAL

Martin is a 51-year-old high income professional who owns several car dealerships. He faces contribution limits and exclusions on his tax-qualified retirement plan diminishing his ability to retire on a significant percentage of his final income. His financial advisor offers him the opportunity for a retirement plan that reaches far beyond the current limitations of his qualified plan. The advisor shows Martin how he can own a life insurance contract that allows him to accumulate large sums of cash value tax-deferred, have full access to funds at any time on a tax-favorable basis. This plan gives him a variety of investment options that allows him to mitigate the gap between traditional qualified plans and the projected need for retirement funds.

15-YEAR TERM ALTERNATIVE

Steven is a 55-year-old, successful physician who has a need for $10 million of life insurance for 15 years to fund a buy-out with his daughter in the event of premature death. At age 70, he will retire, at which time he will sell the practice to her as part of their succession plan. He considered purchasing a 15-year term policy but does not like the idea of paying a premium without a return. His advisor showed him how he can buy a 15 year COIL product, funding the policy with $50,000 a year for 15 years at which time, he can ***cash-out the policy on a tax-favorable basis and receive a return of premium*** with the potential for additional cash above his contribution. Steven accomplishes three objectives:

1. Provides life insurance in the event he dies before retirement
2. He receives a 100% return on his contribution.
3. The insurance was essentially free when he cashed out at retirement.

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