3 Sales Ideas
Crump Affluent Markets Virtual Symposium

Darren Cooper
VP, Regional Director, Global Atlantic

Retirement & Life Portfolio

Global Atlantic FINANCIAL GROUP

Life Products		Retirement Products			
Accumulation	**Protection / Legacy**	**Accumulation**	**Income**		**Protection**
Lifetime Builder Elite / Global Accumulator	Lifetime Foundation Elite	Choice Accumulation II	Income 150+ SE	ForeCertain	ForeCare
• Over-funded cases • Balance sheet sales for businesses • Premium finance • Supplemental Retirement Income	• Death Benefit focused sales • Guarantees • Ultra-competitive premiums	• Legacy growth opportunity with a industry leading EDB • 100% history of rate renewals	• Strong early income w income enhancement • 2x income for healthcare need up to 5 years	• Top tier immediate income • Industry leader in 5-10 year period certain	• Fixed annuity with LTC benefits • PPA compliant • 2x or 3x contract value for LTC • No Medical exam

https://www.globalatlantic.com/value-of-certainty-selector

Value of Certainty

Search site

Ready to offer your clients greater certainty?

To help you offer your clients greater certainty where they need it most, we've created a set of step-by-step playbooks you can use right now. Each is packed with the tools and resources you need to get the ball rolling. Click the ones you need to get started.

Accumulation playbook

Offer your clients greater growth potential with zero down market losses.

Go to playbook

Income playbooks

Show your clients ways to add protected lifetime income to their strategy.

Go to playbooks

Long-term care playbook

Help your clients double or triple their money for a long-term care event.[1]

Go to playbook

Legacy playbooks

Give your clients a way to guarantee the growth of their beneficiary benefit.

Go to playbooks

Discover the products behind the playbooks

Each is intended for a portion — not all — of your clients' portfolios:

Enhanced Death Benefit (EDB) – RMD Solution

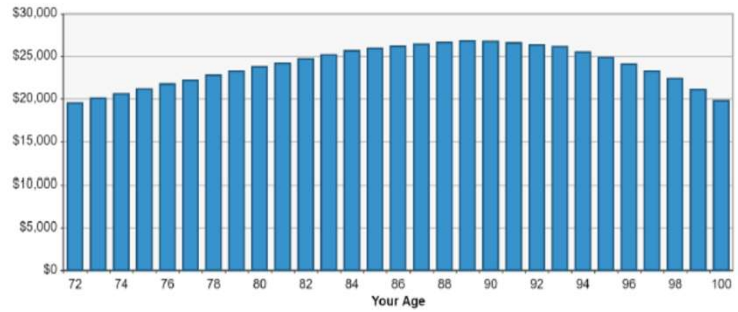
RMD Calculator at 3%

Your required minimum distribution for 2021 is $19,531.25.

IMPORTANT! This calculator has been updated for the SECURE Act of 2019 and the CARES Act of 2020. The IRS, however, has not yet released procedures for their implementation. Future IRS published procedures may have an impact on enforcement and interpretation of these Acts.

Your minimum distribution was based on a 25.6 year life expectancy. Minimum distributions are calculated by taking your account balance on December 31st of the preceding year and dividing it by your life expectancy. You have no required minimum distribution if you were not 70 1/2 as of 12/31/2019 and were under age 72 by December 31st of the distribution year.

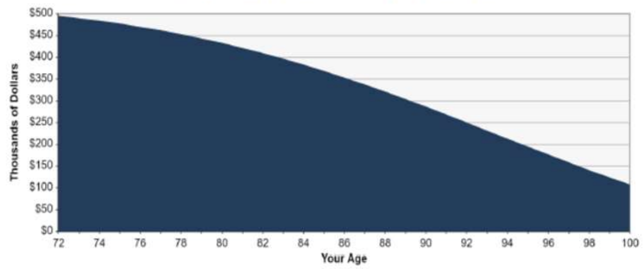
Projected required minimum distributions for 25.6 year life expectancy



Required Minimum Distribution for 2021 Updated for the SECURE Act of 2019	
Account balance as of December 31st of year prior to the distribution year	$500,000.00
Your birthdate	10/11/1949
Your age as of December 31st of distribution year	72
Is your birthday after June 30th?	yes
Is your spouse your only beneficiary and more than ten years younger?	no
Life expectancy	25.6 years, calculated using the IRS uniform life expectancy table.
Estimated rate of return*	3%
Required minimum distribution (RMD)	$19,531.25

RMD Calculator at 3%

Projected account balance over 25.6 year life expectancy



Account Balances and Minimum Distributions**

Your Age	Uniform Life Expectancy	Minimum Distribution	Balance
72	25.6	$19,531.25	$495,468.75
73	24.7	$20,059.46	$490,273.35
74	23.8	$20,599.72	$484,381.83
75	22.9	$21,152.05	$477,761.24
76	22	$21,716.42	$470,377.66
77	21.2	$22,187.63	$462,301.35
78	20.3	$22,773.47	$453,396.93
79	19.5	$23,251.12	$443,747.71
80	18.7	$23,729.82	$433,330.32
81	17.9	$24,208.40	$422,121.83
82	17.1	$24,685.49	$410,100.00
83	16.3	$25,159.51	$397,243.49
84	15.5	$25,628.61	$383,532.18
85	14.8	$25,914.34	$369,123.81
86	14.1	$26,178.99	$354,018.53
87	13.4	$26,419.29	$338,219.80
88	12.7	$26,631.48	$321,734.91

Guaranteed Values

RMDs - CA w EDB

Global Atlantic FINANCIAL GROUP

Choice Accumulation II

Single Premium Fixed Index Annuity

Hypothetical Illustration: Guaranteed Values

Global Atlantic FINANCIAL GROUP

Client Name:	Valued Client	**Premium:**	$500,000	**Withdrawal Charge Period:**	10 Year
Gender/Issue Age/State of Issue:	Male/70/KS	**Tax Status:**	Qualified	**Optional Benefits:**	Optional Enhanced Death Benefit

Contract Year	Age	Withdrawals	Cumulative Withdrawals	Interest Credited Amount	Contract Value	Surrender Value*	Guaranteed Death Benefit
1	70-71	$0	$0	$0	$497,500	$457,225	$535,000
2	71-72	$0	$0	$0	$494,825	$454,768	$570,000
3	72-73	$19,329	$19,329	$0	$472,743	$437,335	$584,318
4	73-74	$19,139	$38,468	$0	$450,777	$421,192	$597,486
5	74-75	$18,940	$57,409	$0	$428,944	$404,776	$609,527
6	75-76	$18,731	$76,140	$0	$407,259	$388,104	$620,466
7	76-77	$18,512	$94,652	$0	$385,738	$371,509	$630,328
8	77-78	$18,195	$112,847	$0	$364,482	$356,847	$639,234
9	78-79	$22,123	$134,970	$0	$339,273	$338,071	$642,663
10	79-80	$22,493	$157,463	$0	$313,680	$318,734	$644,148
11	80-81	$22,911	$180,374	$0	$287,662	$298,781	$643,610
12	81-82	$23,376	$203,750	$0	$261,185	$278,159	$640,972
13	82-83	$23,909	$227,659	$0	$234,190	$256,792	$636,127
14	83-84	$24,461	$252,121	$0	$206,671	$234,654	$629,017
15	84-85	$25,057	$277,178	$0	$178,593	$211,693	$619,557
16	85-86	$25,519	$302,697	$0	$150,104	$188,036	$594,038
17	86-87	$25,599	$328,296	$0	$121,663	$164,061	$568,439
18	87-88	$25,657	$353,953	$0	$93,292	$139,788	$542,782
19	88-89	$25,718	$379,671	$0	$64,989	$115,210	$517,064
20	89-90	$25,770	$405,441	$0	$36,762	$90,335	$491,294
22	91-92	$8,725	$439,875	$0	$0	$0	$0

RMD + Guaranteed Death Benefit = $896,735

This hypothetical chart represents the guaranteed minimum values based on 0% index performance. This chart assumes that the current, non-guaranteed rates/caps/spreads indicated on page 3 of this illustration will change after the initial Strategy Term, after which time the guaranteed rates/caps/spreads indicated on page 3 of this illustration will become effective. Values are calculated without consideration to the bailout provision.

*Surrender Value does not include applicable Market Value Adjustments.

50% Pimco / 50% Franklin

Global Atlantic FINANCIAL GROUP

Choice Accumulation II

Single Premium Fixed Index Annuity

Hypothetical Illustration: Most Recent 10 Years with Current Rates/Caps/Spreads

Global Atlantic FINANCIAL GROUP

Client Name:	Valued Client	**Premium:**	$500,000	**Withdrawal Charge Period:**	10 Year
Gender/Issue Age/State of Issue:	Male/70/KS	**Tax Status:**	Qualified	**Optional Benefits:**	Optional Enhanced Death Benefit

Contract Year	Age	Withdrawals	Cumulative Withdrawals	Interest Credited Amount	Contract Value	Surrender Value*	Death Benefit
1	70-71	$0	$0	$7,150	$504,650	$463,732	$535,000
2	71-72	$0	$0	$41,974	$543,949	$499,536	$570,000
3	72-73	$21,248	$21,248	$16,680	$536,638	$496,358	$582,265
4	73-74	$21,726	$42,974	$69,034	$581,143	$542,699	$592,530
5	74-75	$24,418	$67,392	$0	$553,885	$522,673	$598,395
6	75-76	$24,187	$91,579	$7,610	$534,437	$509,275	$602,797
7	76-77	$24,293	$115,872	$21,909	$529,161	$509,161	$605,394
8	77-78	$24,960	$140,832	$32,372	$533,670	$518,499	$605,575
9	78-79	$26,289	$167,121	$16,242	$520,726	$510,853	$602,587
10	79-80	$26,704	$193,825	$37,757	$528,900	$523,864	$597,316
11	80-81	$28,283	$222,109	$6,530	$504,301	$504,301	$588,485
12	81-82	$28,173	$250,282	$41,598	$514,924	$514,924	$577,792
13	82-83	$30,113	$280,394	$14,077	$496,150	$496,150	$563,052
14	83-84	$30,439	$310,833	$66,253	$529,302	$529,302	$545,855
15	84-85	$34,149	$344,982	$0	$492,595	$492,595	$522,557
16	85-86	$33,283	$378,265	$5,981	$462,846	$462,846	$489,274
17	86-87	$32,826	$411,091	$16,765	$444,502	$444,502	$456,448
18	87-88	$33,172	$444,263	$28,674	$437,888	$437,888	$437,888
19	88-89	$34,479	$478,742	$11,713	$413,178	$413,178	$413,178
20	89-90	$34,432	$513,174	$30,354	$407,328	$407,328	$407,328
25	94-95	$38,486	$693,776	$0	$310,864	$310,864	$310,864

RMD + Guaranteed Death Benefit = $891,920

This hypothetical chart represents values based on historical index performance for the last 10 calendar years, repeating every 10 years, for each of the elected strategies and the corresponding indices. It assumes that the current, non-guaranteed rates/caps/spreads as indicated on page 3 of this illustration will not change. Actual results may be higher or lower. For guaranteed elements, please refer to the Guaranteed Values portion of this illustration.

*Surrender Value does not include applicable Market Value Adjustments.

Use It or Lose It

ADVANCED MARKETS
Quick Concept

Global Atlantic FINANCIAL GROUP

USE IT OR LOSE IT

The IRS Releases Anti-Clawback Regulations

Background. The 2017 Tax Act temporarily increased the amount individuals and couples can transfer to heirs, during lifetime and at death. The combined estate and/or gift tax-free amount per individual and per couple in 2020 is $11,580,000 per individual, or $23,160,000 per married couple. The exemption amounts are indexed annually for inflation. However, these increased exemptions are *due to expire in 2026*, when they revert to their 2017 level, roughly $6,000,000+ per individual, or$12,000,000+ per couple, subject to retroactive adjustments for inflation.

IRS Clarification. On November 22, 2019 the IRS released final anti-clawback regulations (confirming the proposed regulation they issued a year earlier), further clarifying that for purposes of computing the estate tax for decedents who made gifts prior to 2026-- *when the exemption was higher, but who die after 2025, when the exemption is lower*-- those lifetime gifts sheltered by the higher exemption will *not* be brought back into the taxable estate just because death occurs when the exemption is lower. In other words, there is no "clawback" of the gifts.

Why Clarification Is Necessary. Because of the technicality in the way the estate tax is calculated, clarification was needed. That is, the gifts made before 2026 would otherwise have to be included on the estate tax return filed at death, without an offset for the higher exemption amount that was temporarily available at the time the gift was made. The lower exemption amount available after 2025 is technically required to be used on the estate tax return if death occurs in 2026 or later. Therefore, "Clawback" refers to bringing back into the estate tax calculation the gifts made when the exemption amounts were higher, and 'un-sheltering' them at death, when the exemption amount is lower. *This would mean that the only way to benefit from the higher exemption amount is to both make the gifts and die between 2018 and 2025.*

A Summary of the Numbers. If gifts are made before 2026, wealthy families with an estate valued at or below approximately $12 million per individual or $23M per couple, will not be subject to estate tax on gifts made up to this threshold — regardless of when death occurs.

If gifts are made after 2025 instead (during lifetime or at death), these same wealthy families will be subject to estate taxes on any gifts that exceed approximately $6,000,000 per individual or $12,000,000 per couple, barring any further changes to tax law.

Political Environment. The November 2020 election could be consequential relative to the estate and gift tax exemption amounts. With a Democratic win, it is possible that the exemption will be lowered significantly before 2026-- and below the 2026 levels of $6M/$12M. On the other hand, if Republicans are voted in for a second term and take control of the House and Senate, it is possible that a push for the elimination of the estate and gift tax will ensue. However, with the unsustainable U.S. national debt and the dispensation of pandemic relief by the Treasury and Congress in 2020, it is likely that estate and gift taxes are here to stay regardless of election results.

USE IT OR LOSE IT

A Hypothetical Example

Current Exemption: Approx. $12M
2026 Exemption: Approx. $6M

ADDITIONAL $6M EXEMPTION IS AVAILABLE **UNTIL 2026 ONLY**

NET TO HEIRS WHEN MAKING NO GIFT TODAY OF ADDITIONAL EXEMPTION AMOUNT VS. MAKING GIFT TODAY OF THE ADDITIONAL $6M & PURCHASING LIFE INSURANCE

	NO GIFT **TODAY OF "Bonus" Amount**	MAKE GIFT **TODAY** of "Bonus" Amount & Life Insurance	**Advantage with Life Insurance**
ADDITIONAL TAX-FREE TRANSFER TO HEIRS IN **2025** (*if* **death occurs in 2025.** *Additional $6M Exemption can be used on estate tax return, if no gift is made today or before 2026)*	$6M *"Bonus" amount on estate tax return, if death occurs before 2026*	$29M	+$23M
ADDITIONAL TAX-FREE TRANSFER TO HEIRS IN **2026** (*if* **death occurs in 2026 or later-** *Additional $6M Exemption is not available to be used on estate tax return, if no gift is made today or before 2026)*	$0 *"Bonus" amount on estate tax return, if death occurs after 2025*	$29M	+$29M

Additional tax-free amount transferred to heirs

Both scenarios above illustrate what the additional tax-free transfer amount to heirs is when death occurs in 2025 (before the expiration date of the additional exemption), and in 2026 (after the expiration date). If a gift of $6M is not made today, then the $6M bonus exemption available through 2025 can be credited on estate tax return *only if death occurs by 2025*. If death occurs in 2026 or later, the "bonus" exemption amount is no longer available to be used on the estate tax return. The life insurance scenario considers leveraging the $6M exemption today, *before it expires*, by purchasing a $29 million Lifetime Foundation Elite life insurance policy with 5 annual premiums of $1.2M (cumulative premiums of $6M in the amount of the temporary "bonus" exemption), insuring a female age 60, Premier rate class, with a net estate value of $75M.

NET TO HEIRS IF DEATH OCCURS IN 2025

NET TO HEIRS IF DEATH OCCURS IN 2026

CONTACT US | globalatlanticlife.com | (855) 877-4487, option 2 | advancedmarkets@gafg.com

Estate Planning

Global Atlantic FINANCIAL GROUP

- Scheduled to sunset after 2025
- Combined estate and/or gift tax-free amounts for 2021
  - Per individual - $11.7 million
  - Per couple - $23.4 million
- Proposals to decrease exemptions beginning as early as 2022 advancing the end of 2025 sunset
- Some planners utilizing prior to end of 2021:
  - Remaining annual gift exclusion of $15,000
  - Use It or Lose It combining Estate & Gift tax free amounts
- Actively talk to your clients regarding estate planning
- Lifetime Foundation Elite is Ideally Suited for Protection Cases

Leverage an Asset to Cover an LTC Need

Leverage An Asset To Cover an LTC Need


Global Atlantic
FINANCIAL GROUP
70%
of your clients
age 65 and older will need some form of long-term care[1]
When they need the money to pay for those expenses, who are they going to call?
Y-O-U.
It's time to prepare with ForeCare.
ForeCare
Fixed Annuity with Long-Term Care Benefits
Issued by Forethought Life Insurance Company
More Care.
Offers 2x or 3x contract value,* federal income tax-free, to pay for long-term care expenses.[2]
More Convenience.
Simple, 30-minute application with no medical exam and same-day approval.
More Control.
Allows clients to decide when and how they want to receive care[3] and to pass remaining contract value to their beneficiaries through a death benefit.
Contact the ForeCare sales desk for more information (877) 454-4777, Option 4.

Paying for an LTC need

Options	Amounts
CD/savings	$50,000
Fixed annuity	$100,000
Variable annuity	$200,000
Stocks	$200,000
Bonds	$300,000
Mutual funds	$200,000
IRA/401(k)	$200,000
Real estate	$300,000
Life insurance	$100,000

How do you pay for the need?

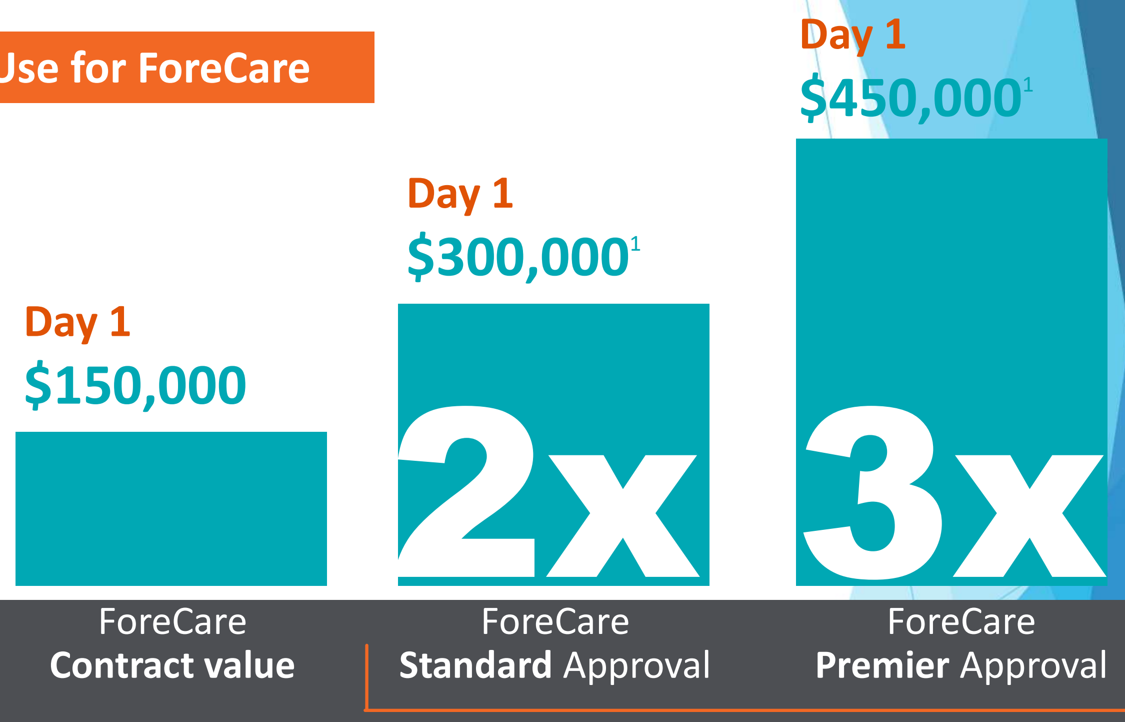
Is there a better way?


Global Atlantic
FINANCIAL GROUP
73%
of annuity owners
plan to use their annuity savings for health care emergencies[1]
More Care.
Offers 2x or 3x contract value,[2] federal income-tax free, to pay for qualified long-term care expenses.[3]
More Convenience.
Simple, 30-minute application with no medical exam and same-day approval.
More Control.
Allows clients to decide when and how they want to receive care[4] and to pass remaining contract value to their beneficiaries through a death benefit.
Is that your clients' plan?
It's time to prepare with ForeCare.
ForeCare
Fixed Annuity with Long-Term Care Benefits
Issued by Forethought Life Insurance Company
Sales Desk (877) 454-4777

Leveraging an Asset w ForeCare

Options	Amounts
CD/savings	**$50,000**
Fixed annuity	**$100,000**
Variable annuity	$200,000
Stocks	$200,000
Bonds	$300,000
Mutual funds	$200,000
IRA/401(k)	$200,000
Real estate	$300,000
Life insurance	$100,000
Primary LTC assets	**$150,000**

Use for ForeCare



All of the above referenced product types are vastly different and as such have different risk/reward characteristics, suitability profiles, liquidity properties and tax consequences. Repositioning of assets from any of these products into a ForeCare fixed annuity contract may not be suitable for all clients. Clients should carefully consider factors such as remaining surrender charge schedule, possible market value adjustments and any other charges before determining if repositioning and/or exchanging of an existing annuity contract is right for their particular situation. State insurance replacement regulations may also apply.

[1]This is called the ForeCare Multiplier: it provides two or three times (depending on underwriting eligibility) the amount of contract value in long-term care coverage to spend on qualified long-term care expenses. Benefits are subject to a maximum monthly benefit. The additional coverage in excess of the Contract Value is only available to use for a qualified long-term care benefit and will not become part of the contract value or the death benefit. Withdrawals, other than for qualified long-term care expenses, will adversely affect the amount of coverage for long-term care benefits in the future. This example assumes the optional inflation and nonforfeiture riders are not purchased. Note: California policies apply the multiplier to the initial premium, and not the current contract value.

Leveraging an Asset w ForeCare

ForeCare
Fixed Annuity with Long-Term Care Benefits
Issued by Forethought Life Insurance Company

Global Atlantic
FINANCIAL GROUP

Do your clients need more care for their long-term care needs?

In 2010, the Pension Protection Act's (PPA) long-term care benefits took effect. Before the PPA, people had to pay taxes on the tax-deferred growth inside of their traditional annuities when withdrawing money for their long-term care (LTC) expenses.[1] Unfortunately, this condition still applies today if anyone owns a traditional annuity that's not designed to work under the PPA.

How ForeCare helps maximize your clients' fixed annuity dollars for LTC needs

However, with the PPA now in force, things have improved: if a fixed annuity has a long-term care rider that's designed to work within the PPA, the tax-deferred dollars used to pay for qualified long-term care expenses are typically federal income tax-free.[2] **Let's compare two hypothetical scenarios:**

Example one

Your client uses a traditional annuity and is in a 24% tax bracket.

$150,000

Your client invests $150,000 in a traditional annuity.

$200,000
$50,000 Tax-deferred growth

The annuity grows tax-deferred by $50,000 to $200,000.

$188,000

If your client withdraws from the annuity for LTC expenses, the first $50,000 will be taxed by **$12,000, which reduces the $200,000 to $188,000.**

AND IT COULD BE MORE!
For 32% tax bracket, the tax bite would be

Example two

Your client transfers her assets to an annuity designed to work under the PPA: the ForeCare fixed annuity with LTC benefits.

$200,000

Your client transfers her traditional annuity to the ForeCare Fixed Annuity with LTC benefits.

Total coverage[3]
$600,000

Additional coverage: $400,000
$50,000 Tax-deferred growth
$150,000 Original annuity investment
3x

With ForeCare's premier approval, she gets 3x the amount of her annuity premium for qualified LTC expenses.[4]

With the ForeCare Multiplier,[4] your client now has $600,000 for her qualified LTC needs.

And because ForeCare is designed to work under the PPA, growth is typically federal income tax-free when used for qualified LTC expenses.[2]

Repositioning of assets from an existing product into a ForeCare fixed annuity contract may not be suitable for all clients. Clients should carefully consider factors such as remaining surrender charge schedule, possible market value adjustments and any other charges before determining if repositioning and/or exchanging of an existing annuity contract is right for their particular situation. State insurance replacement regulations may also apply.

FOR PRODUCER USE ONLY.
NOT FOR USE WITH THE PUBLIC.

FOR PRODUCER USE ONLY. NOT FOR USE WITH THE PUBLIC.

Thank You

darren.cooper@gafg.com
(515) 494-2339