

# IncomeSource® Series Sales Idea

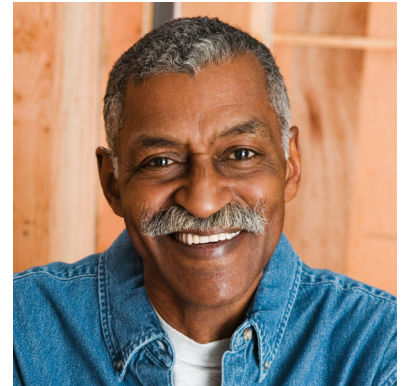
## Roll to a SPIA to Meet RMD Requirements

### Problem: Raymond Must Take RMDs but Worries about Running Out of Money

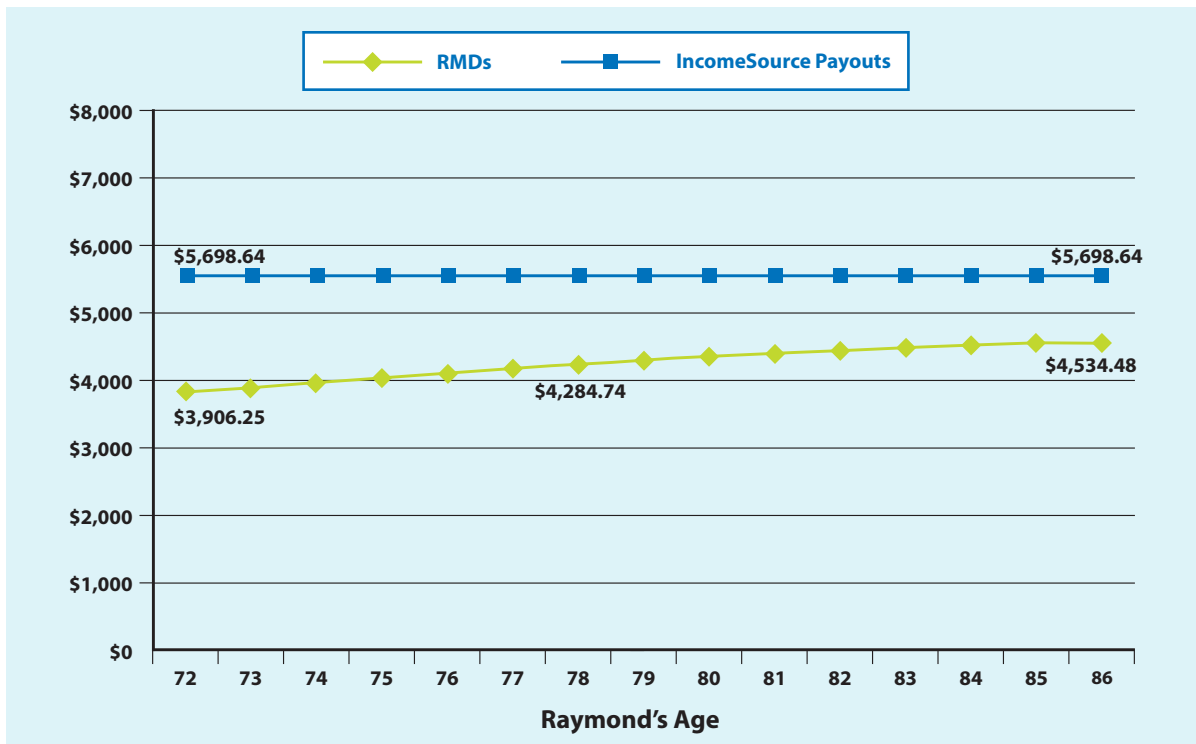
At age 71, Raymond knows that he will soon have to take required minimum distributions (RMDs) from his IRA. He wants to be sure he won't run out of money given his good health and today's longer life expectancies.

### Solution: Roll Over Funds to a SPIA

Raymond can meet both the RMD requirements and be assured he won't outlive assets by rolling over his \$100,000 IRA balance to IncomeSource, a single premium immediate annuity (SPIA), if suitable. A life with cash refund option provides Raymond \$5,698.64 annually for as long as he lives!



### SPIA Offers Higher Payouts that Last a Lifetime



An immediate annuity is permanent. An owner has no access to the premium, which converts to income payouts. Required minimum distribution amounts shown are based on the account value of the hypothetical IRA and an assumed annual interest rate of 2.00% earned in the IRA.

1 Illustration as of 1/25/21 for a male born on 1/20/1950 (assuming a 10-month deferral) for a life with cash refund payout option. Rates and factors will change, but once purchased the SPIA payment amount will not change.

Issuers: Integrity Life Insurance Company | National Integrity Life Insurance Company

If Raymond receives his first SPIA payout before his RMD start date, his first distribution qualifies as his RMD. And so do subsequent ones. Taking payouts from the SPIA meets the RMD requirement and frees Raymond from the hassles of determining how much he should withdraw from his IRA to last his lifetime. Upon his death, if he received less than the \$100,000 premium he paid, the difference will be paid to his beneficiaries.

RMDs from the SPIA count only towards the IRA used to purchase the SPIA. The RMDs do not count towards other IRAs the client may hold, as regular withdrawals would.

*To see how Raymond's solution might also fit your client's RMD situation, contact the Sales Desk, 800.285.2858.*

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An immediate annuity is permanent. The owner has no access to the premium, which converts to a stream of income payouts. There is no cash value, no death benefit and the annuity can't be surrendered. The contract terms, such as payment amount and frequency, cannot be changed, unless commutation is available and elected. You should not purchase an immediate annuity if you may need to access any of your premium for living expenses or other purposes.

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. Earnings and pre-tax payments are subject to ordinary income tax at withdrawal. Withdrawals prior to age 59½ are generally subject to a 10% IRS penalty. Withdrawals may be subject to charges. Western & Southern member companies and their agents do not offer legal or tax advice. Product, feature availability and benefit provisions vary by state. Single Premium Immediate Annuity contract series ICC16 ENT-01 1701, ENT-01 1701 NY, Deceased Commutation Rider series ICC09 ER.02 0901 and Living Commutation Rider series ICC09 ER.01 0901.

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

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