3 THREATS TO ADDRESS; 3 OPPORTUNITIES TO THRIVE

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Disclosures

1 https://www.ebri.org/docs/default-source/rcs/2023-rcs/2023-rcs-short-report.pdf
2 Tax law permits a policy owner to withdraw life insurance policy cash values up to the policy owner's basis or investment in the contract without income tax consequences. Withdrawals and loans will reduce the available death benefit. Withdrawals beyond basis may be taxable income. Excess and unpaid loans will reduce policy value and may cause the policy to lapse. If a policy lapses, unpaid loans are treated as distributions for tax purposes. For more information about the tax results of life insurance, consult your attorney or tax advisor. Representatives of Ameritas do not provide tax or legal advice. Please refer clients to their tax advisor or attorney regarding their specific situation. Life insurance products are issued by Ameritas Life Insurance Corp. In New York, life insurance products are issued by Ameritas Life Insurance Corp. of New York. This information is provided by Ameritas® , which is a marketing name for subsidiaries of Ameritas Mutual Holding Company. Subsidiaries include Ameritas Life Insurance Corp. in Lincoln, Nebraska and Ameritas Life Insurance Corp. of New York (licensed in New York) in White Plains, New York. Each company is solely responsible for its own financial condition and contractual obligations. For more information about Ameritas® , visit ameritas.com. Ameritas® and the bison design are registered service marks of Ameritas Life Insurance Corp. Fulfilling life® is a registered service mark of affiliate Ameritas Holding Company. © 2025 Ameritas Mutual Holding Company

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AGENDA

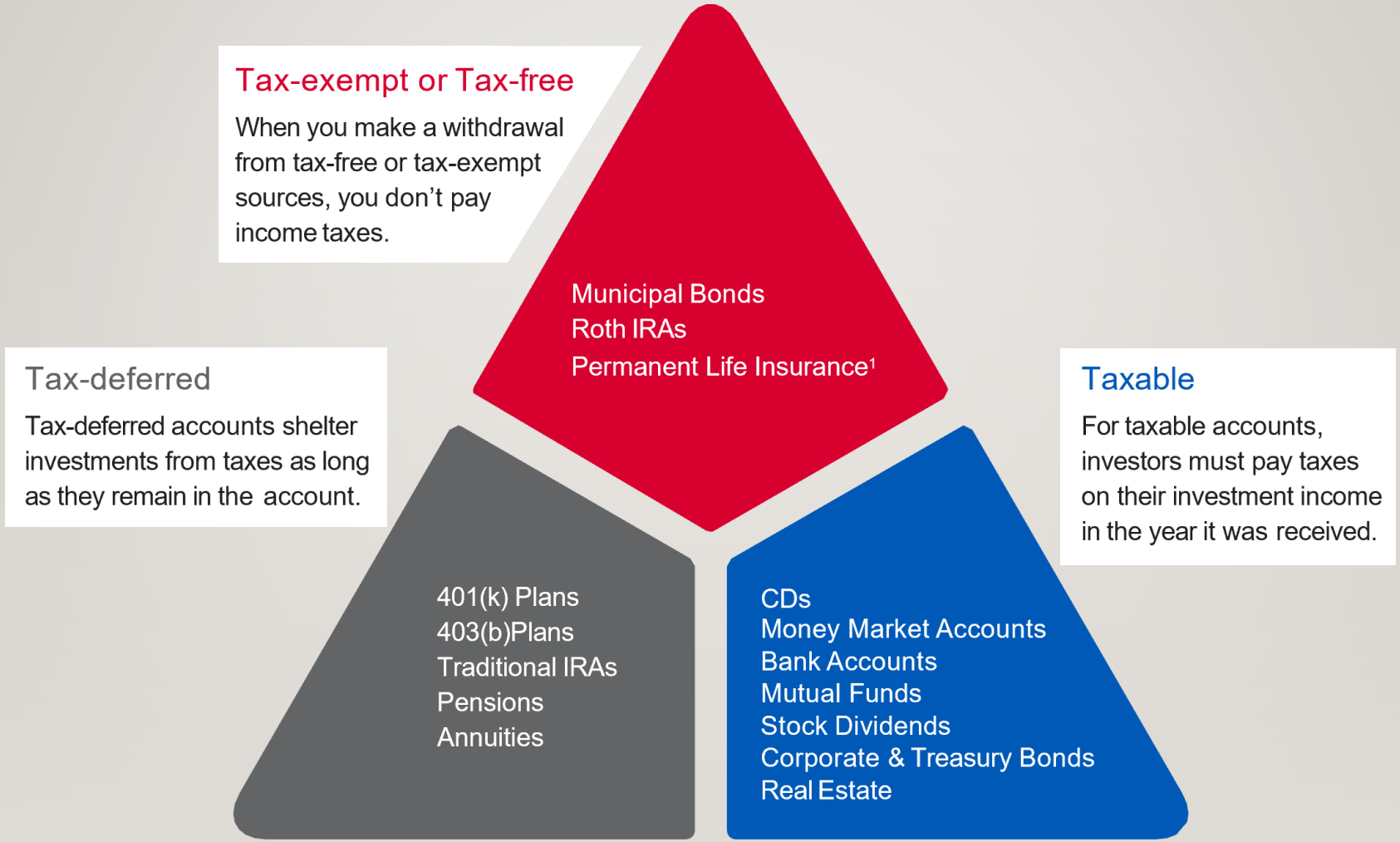
- Risk mitigation – Sequence of returns
- Maximizing the permission slip
- Estate planning

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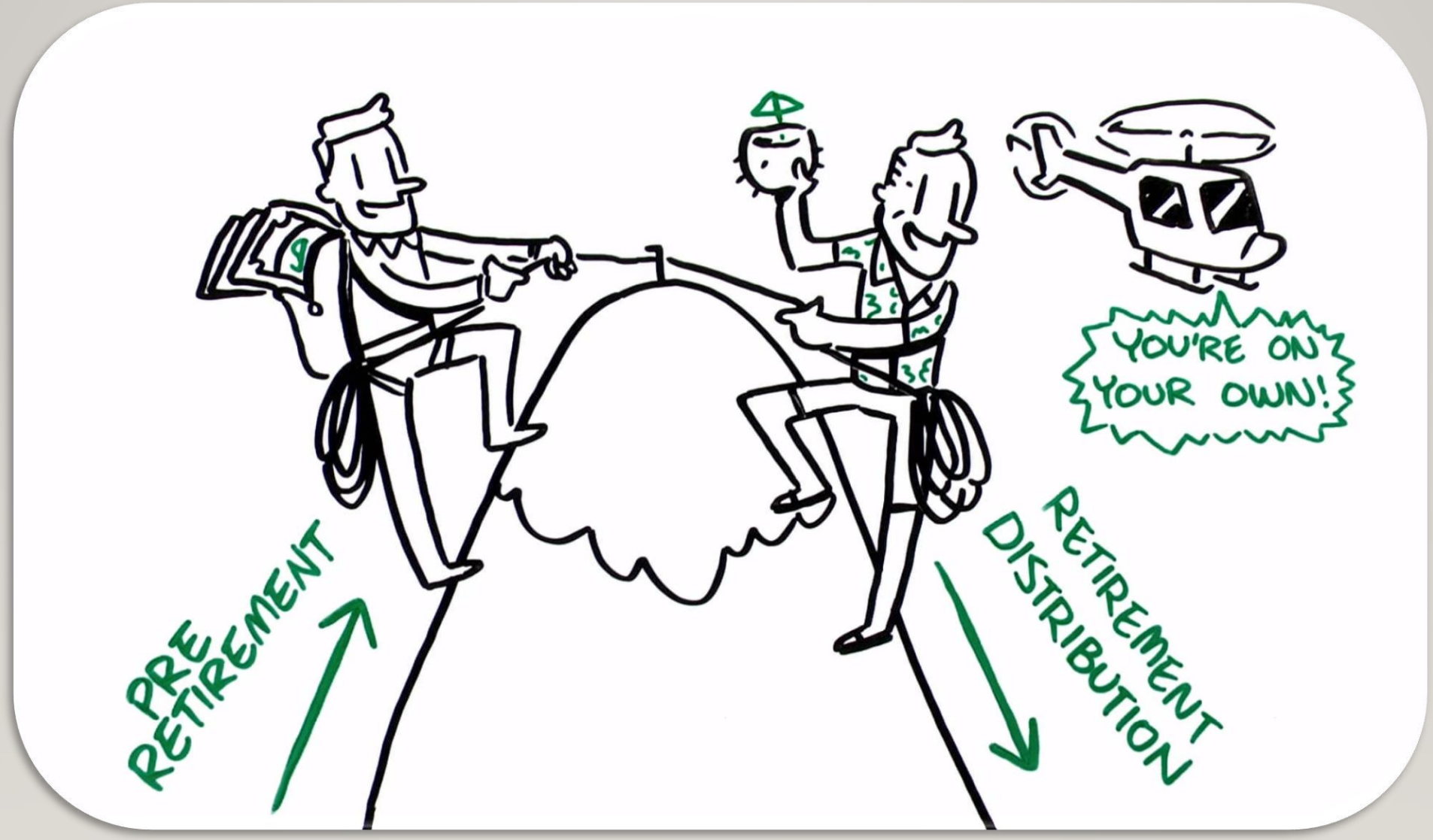
RISK MITIGATION – SEQUENCE OF RETURNS

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Taxable, Tax Deferred, Tax Exempt



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CASE STUDY #1

- 45-year-old male
- Married; 3 children
- Contributes to qualified plans
- Has interest in building a brokerage account
- Will retire at age 65 with 1 million dollars in a qualified account



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Timing is everything . . . in Decumulation

$1,158,320	$75,000	-23.37%	$830,192

$904,583	$75,000	-38.49%	$510,311

$255,657

Age	Beginning Year Balance	Withdrawal on January 1	S&P 500 Annual Return	End of Year Balance
65	$1,000,000	$75,000	31.67%	$1,217,959
66	$1,217,959	$75,000	26.67%	$1,447,770
67	$1,447,770	$75,000	19.53%	$1,640,817
68	$1,640,817	$75,000	-10.14%	$1,407,056
69	$1,407,056	$75,000	-13.04%	$1,158,320
70	$1,158,320	$75,000	-23.37%	$830,192
71	$830,192	$75,000	26.38%	$954,415
72	$954,415	$75,000	8.99%	$958,504
73	$958,504	$75,000	3.00%	$910,019
74	$910,019	$75,000	13.62%	$948,743
75	$948,743	$75,000	3.53%	$904,583
76	$904,583	$75,000	-38.49%	$510,311
77	$510,311	$75,000	23.45%	$537,410
78	$537,410	$75,000	12.78%	$521,519
79	$521,519	$75,000	0.00%	$446,504
80	$446,504	$75,000	13.41%	$421,307
81	$421,307	$75,000	29.60%	$448,818
82	$448,818	$75,000	11.39%	$416,398
83	$416,398	$75,000	-0.73%	$338,918
84	$338,918	$75,000	9.54%	$289,083
85	$289,083	$75,000	19.42%	$255,657

This illustration is hypothetical and for illustrative purposes only. Past performance is not an indicator of future results. You cannot invest directly in an index. Actual results may vary.
Source: Standard & Poor's.

A simple choice to huge outcomes

$1,407,056	$0	-13.04%	$1,223,538
$1,223,538	$0	-23.37%	$937,647
$937,647	$0	26.38%	$1,185,002

$934,698

Age	Beginning Year Balance	Withdrawal on January 1	S&P 500 Annual Return	End of Year Balance
65	$1,000,000	$75,000	31.67%	$1,217,959
66	$1,217,959	$75,000	26.67%	$1,447,770
67	$1,447,770	$75,000	19.53%	$1,640,817
68	$1,640,817	$75,000	-10.14%	$1,407,056
69	$1,407,056	$0	-13.04%	$1,223,538
70	$1,223,538	$0	-23.37%	$937,647
71	$937,647	$0	26.38%	$1,185,002
72	$1,185,002	$75,000	8.99%	$1,209,829
73	$1,209,829	$75,000	3.00%	$1,168,886
74	$1,168,886	$75,000	13.62%	$1,242,867
75	$1,242,867	$75,000	3.53%	$1,209,087
76	$1,209,087	$75,000	-38.49%	$697,625
77	$697,625	$32,907*	23.45%	$820,622
78	$820,622	$75,000	12.78%	$840,933
79	$840,933	$75,000	0.00%	$765,908
80	$765,908	$75,000	13.41%	$783,529
81	$783,529	$75,000	29.60%	$918,263
82	$918,263	$75,000	11.39%	$939,316
83	$939,316	$75,000	-0.73%	$858,036
84	$858,036	$75,000	9.54%	$857,698
85	$857,698	$75,000	19.42%	$934,698

This illustration is hypothetical and for illustrative purposes only. Past performance is not an indicator of future results. You cannot invest directly in an index. Actual results may vary.
*This value represents the required Minimum Distribution from the IRA in that year.

WHAT ELSE COULD YOU DO

1. Contributions to the cash value life insurance
2. Create tax deferred growth
3. Create leveraged tax-free benefit
4. Create a volatility buffer in decumulation strategies
5. Reduce overall risk to entire portfolio

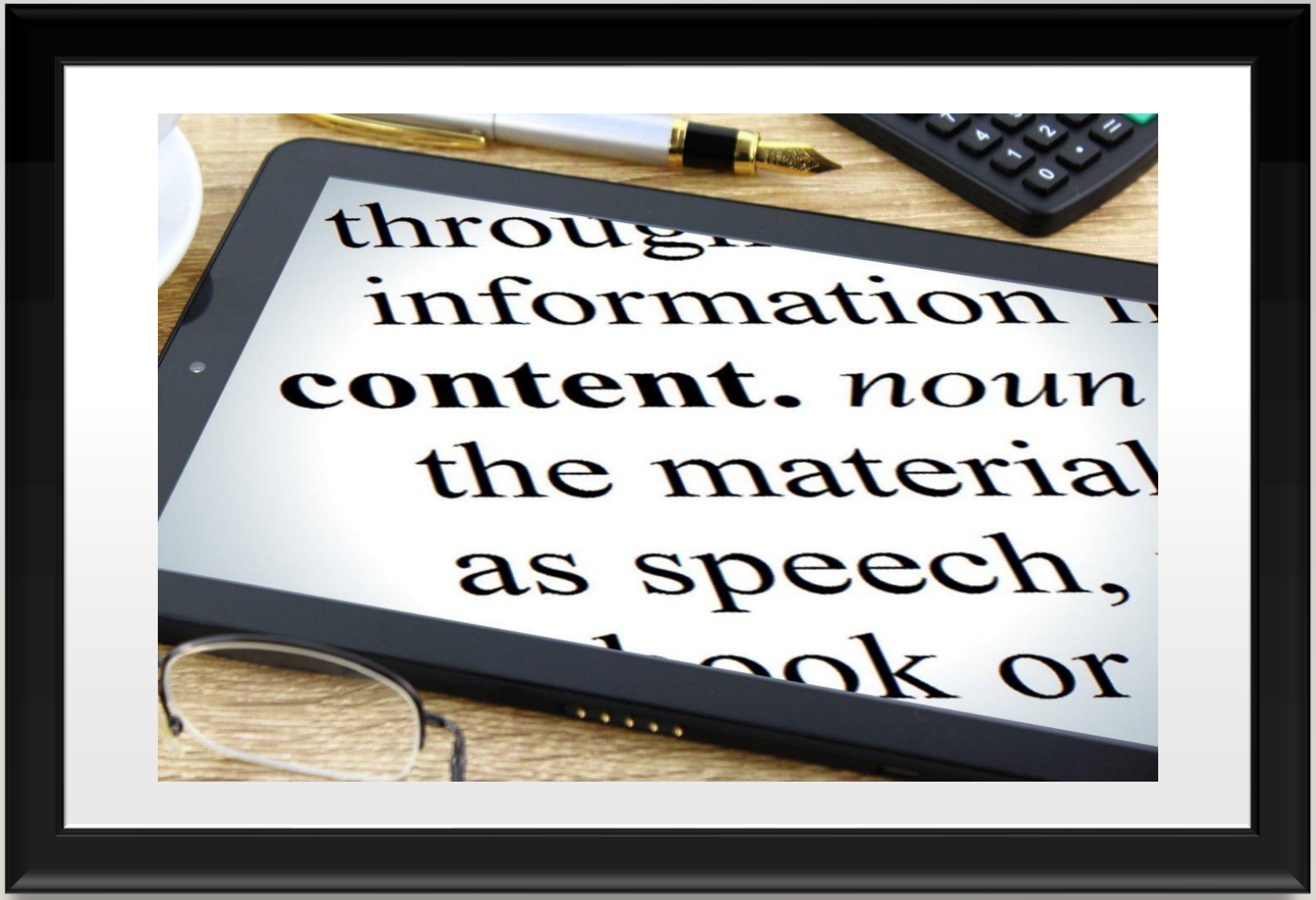
Comparison of Values

5) Brokerage Account Yield 7.00% | Income Tax Rate 35.00% | Ameritas Growt Interest Rate 5.97% | Initial Payment 6,000 | Initial Death Benefit 92,710

		Brokerage Account					Ameritas Growth IUL II				
Yr	EOY Male Age	(1) Annual Deposit to the Account	(2) After Tax Cash Flow from the Account	(3) Pre-Tax Investment Income	(4) After Tax Investment Income	(5) Year End Account Value	(6) Policy Premium	(7) After Tax Policy Loan Proceeds	(8) Year End Accum Value*	(9) Year End Surrender Value*	(10) Death Benefit
1	46	6,000	0	2) 420	273	6,209	1) 6,000	0	5,123	2,774	3) 97,833
2	47	6,000	0	855	556	12,634	6,000	0	10,540	8,426	103,250
3	48	6,000	0	1,304	848	19,282	6,000	0	16,269	14,390	108,979
4	49	6,000	0	1,770	1,150	26,162	6,000	0	22,328	20,684	115,038
5	50	6,000	0	2,251	1,463	33,281	6,000	0	28,731	27,322	121,441
6	51	6,000	0	2,750	1,787	40,648	6,000	0	35,498	34,323	128,208
7	52	6,000	0	3,265	2,122	48,272	6,000	0	42,648	41,709	135,358
8	53	6,000	0	3,799	2,469	56,160	6,000	0	50,204	49,499	142,914
9	54	6,000	0	4,351	2,828	64,323	6,000	0	58,191	57,721	150,901
10	55	6,000	0	4,923	3,200	72,771	6,000	0	66,632	66,397	159,342
11	56	6,000	0	5,514	3,584	81,512	6,000	0	76,249	76,249	168,959
12	57	6,000	0	6,126	3,982	90,557	6,000	0	86,414	86,414	179,124
13	58	6,000	0	6,759	4,393	99,917	6,000	0	97,168	97,168	189,878
14	59	6,000	0	7,414	4,819	109,603	6,000	0	108,554	108,554	201,264
15	60	6,000	0	8,092	5,260	119,626	6,000	0	120,606	120,606	213,316
16	61	6,000	0	8,794	5,716	129,998	6,000	0	133,354	133,354	226,064
17	62	6,000	0	9,520	6,188	140,731	6,000	0	146,825	146,825	239,535
18	63	6,000	0	10,271	6,676	151,837	6,000	0	161,059	161,059	253,769
19	64	6,000	0	11,049	7,182	163,330	6,000	0	176,098	176,098	268,808
20	65	6,000	0	11,853	7,705	175,223	6,000	0	191,990	191,990	284,700
21	66	0	0	12,266	7,973	181,320	0	0	203,294	203,294	243,953
22	67	0	0	12,692	8,250	187,630	0	0	215,256	215,256	256,155
23	68	0	0	13,134	8,537	194,160	0	0	227,917	227,917	268,942
24	69	0	0	13,591	8,834	200,916	0	0	241,308	241,308	282,330
25	70	0	75,000	8,814	5,729	130,298	0	4) 75,000	176,368	176,368	217,243
26	71	0	75,000	3,871	2,516	57,223	0	75,000	107,916	107,916	148,484
27	72	0	57,223	0	0	0	0	75,000	35,803	35,803	73,026
28	73	0	0	0	0	0	0	0	38,946	38,946	72,295
29	74	0	0	0	0	0	0	0	42,381	42,381	71,277
30	75	0	0	0	0	0	0	0	46,169	46,169	69,976
		120,000	207,223				120,000	225,000			

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BONUS CONTENT – BRACKET MANAGEMENT



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2026 Federal Tax Brackets

Married Filing Jointly

Marginal Rate	Lower Threshold	Upper Threshold
10%	$0	$23,850
12%	$23,851	$96,950
22%	$96,951	$206,700
24%	$206,701	$394,600
32%	$394,601	$501,050
35%	$501,051	$751,600
37%	Over $751,601	

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2026 Federal Tax Brackets

Married Filing Jointly

Marginal Rate	Lower Threshold	Upper Threshold
0%	$0	$98,900
15%	$98,901	$613,700
20%	Over $613,701	

An additional surtax of 3.8% on net investment income applies to joint taxpayers with modified AGI over $250k.

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HISTORICAL TOP MARGINAL TAX IN USA

Highlighted are key points of change for taxes

11-May-23

Historical Highest Marginal Income Tax Rates

Year	Top Marginal Rate	Year	Top Marginal Rate	Year	Top Marginal Rate	Year	Top Marginal Rate
1913	7.00%	1948	82.13%	1983	50.00%	2018	37.00%
1914	7.00%	1949	82.13%	1984	50.00%	2019	37.00%
1915	7.00%	1950	84.36%	1985	50.00%	2020	37.00%
1916	15.00%	1951	91.00%	1986	50.00%	2021	37.00%
1917	67.00%	1952	92.00%	1987	38.50%	2022	37.00%
1918	77.00%	1953	92.00%	1988	28.00%	2023	37.00%
1919	73.00%	1954	91.00%	1989	28.00%		
1920	73.00%	1955	91.00%	1990	28.00%		
1921	73.00%	1956	91.00%	1991	31.00%		
1922	58.00%	1957	91.00%	1992	31.00%		
1923	43.50%	1958	91.00%	1993	39.60%		
1924	46.00%	1959	91.00%	1994	39.60%		
1925	25.00%	1960	91.00%	1995	39.60%		
1926	25.00%	1961	91.00%	1996	39.60%		
1927	25.00%	1962	91.00%	1997	39.60%		
1928	25.00%	1963	91.00%	1998	39.60%		
1929	24.00%	1964	77.00%	1999	39.60%		
1930	25.00%	1965	70.00%	2000	39.60%		
1931	25.00%	1966	70.00%	2001	39.10%		
1932	63.00%	1967	70.00%	2002	38.60%		
1933	63.00%	1968	75.25%	2003	35.00%		
1934	63.00%	1969	77.00%	2004	35.00%		
1935	63.00%	1970	71.75%	2005	35.00%		
1936	79.00%	1971	70.00%	2006	35.00%		
1937	79.00%	1972	70.00%	2007	35.00%		
1938	79.00%	1973	70.00%	2008	35.00%		
1939	79.00%	1974	70.00%	2009	35.00%		
1940	81.10%	1975	70.00%	2010	35.00%		
1941	81.00%	1976	70.00%	2011	35.00%		
1942	88.00%	1977	70.00%	2012	35.00%		
1943	88.00%	1978	70.00%	2013	39.60%		
1944	94.00%	1979	70.00%	2014	39.60%		
1945	94.00%	1980	70.00%	2015	39.60%		
1946	86.45%	1981	69.13%	2016	39.60%		
1947	86.45%	1982	50.00%	2017	39.60%		

Notes: This table contains a number of simplifications and ignores a number of factors, such as the amount of income or types of income subject to the top rates, or the value of standard and itemized deductions.

Sources: IRS Revenue Procedures, various years. Also, Eugene Steuerle, The Urban Institute; Joseph Pechman, *Federal Tax Policy*; Joint Committee on Taxation, Summary of Conference Agreement on the Jobs and Growth Tax Relief Reconciliation Act of 2003, JCX-54-03, May 22, 2003.

Why am I showing you this?

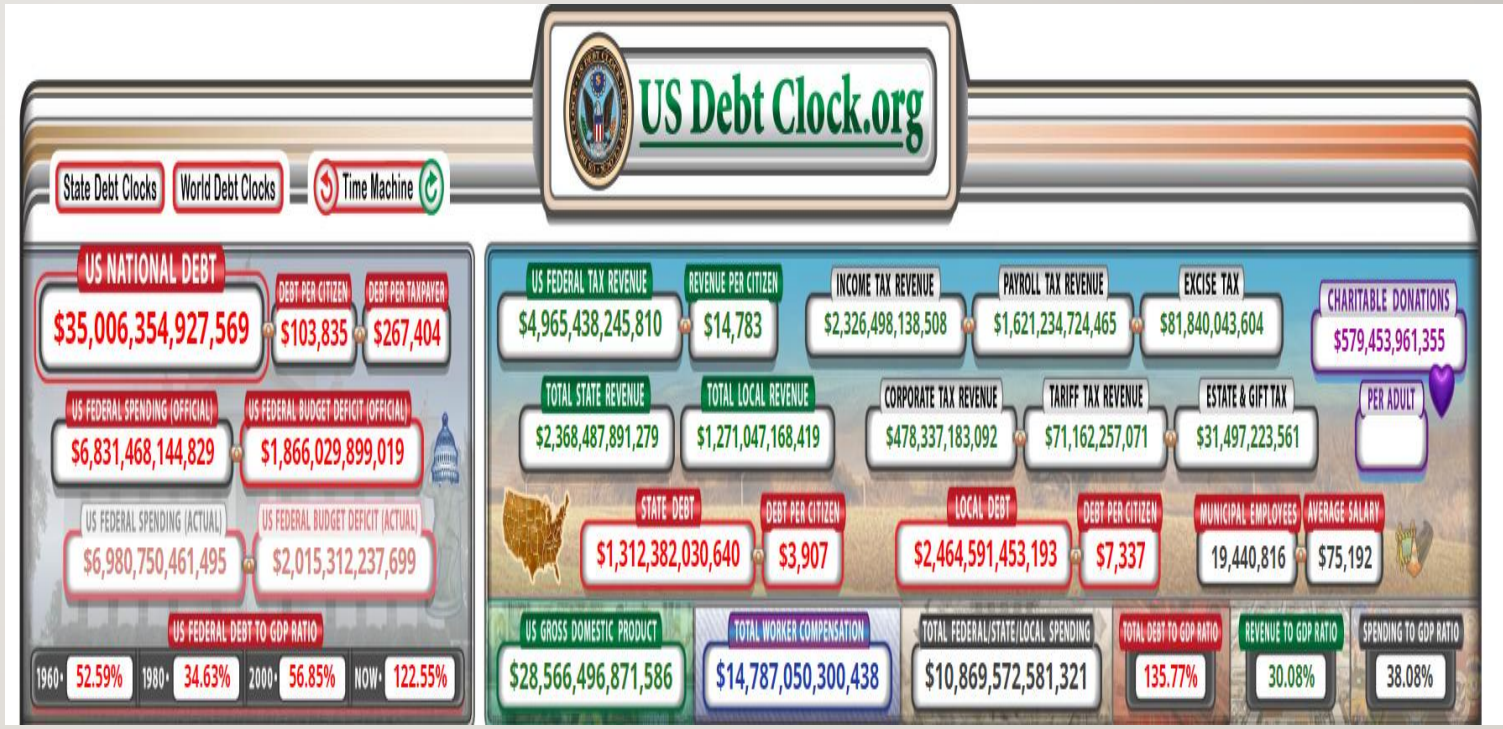
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US DEBT CLOCK

https://www.usdebtclock.org/

$35,006,354,927,569 in national debt

- Where does government go historically to get funds?
  TAXES
- **Question – Do you believe taxes will be higher or lower in the future?**



As of 12 pm 7/30/24

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Bracket Management Planning

Scenario 1

Consider a recently retired married couple that wants to withdraw $150,000 from their savings each year. If they withdraw the full amount from their tax-deferred 401(k) with a 22% marginal tax rate, they lose a large amount to taxes.

Account	Withdrawal	Tax	Net Income
401(k)	$150,000	$33,000	$117,000
		Total Net Income	**$117,000**

This chart is hypothetical and does not represent the performance of any product. Actual results may vary.

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Bracket Management Planning

Scenario 2

They can receive more after-tax income if they withdraw half of the $150,000 from their 401(k) and half from their taxable mutual funds. In this case, the marginal tax rate would fall to 12% for the income taxes owed on the 401(k) and the mutual funds would be taxed at a 15% capital gains tax rate.

Account	Withdrawal	Tax	Net Income
401(k)	$75,000	$9,000	$66,000
Mutual Funds	$75,000	$11,250	$63,750
		Total Net Income	**$129.750**

This chart is hypothetical and does not represent the performance of any product. Actual results may vary.

The couple has $12,750 more income in this scenario.

Tax law permits a policy owner to withdraw life insurance policy cash values up to the policy owner's basis or investment in the contract without income tax consequences. Withdrawals and loans will reduce the available death benefit. Withdrawals beyond basis may be taxable income. Excess and unpaid loans will reduce policy value and may cause the policy to lapse. If a policy lapses, unpaid loans are treated as distributions for tax purposes. For more information about the tax results of life insurance, consult your attorney or tax advisor.

Bracket Management Planning

Scenario 3

Now look what happens when the couple adds a withdrawal from a tax-exempt or tax-free source. Here, the couple withdraws $150,000 for retirement, with $50,000 coming from the 401(k), $50,000 from mutual funds and $50,000 from a permanent life insurance policy. The withdrawal from the 401(k) is still taxed at the marginal tax rate of 12% and the capital gains tax falls to 0% for the mutual funds.

Account	Withdrawal	Tax	Net Income
401(k)	$50,000	$6,000	$44,000
Mutual Funds	$50,000	$0	$50,000
Permanent Life Insurance	$50,000	$0	$50,000
		Total Net Income	**$144,000**

This chart is hypothetical and does not represent the performance of any product. Actual results may vary.

The couple has $27,000 more income in this scenario than in the first scenario and $14,250 more than in the second scenario.

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MAXIMIZING THE PERMISSION SLIP

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CASE STUDY #2

- 60-year-old female
- Married with adult children and grandchildren
- $300,000 in brokerage account
- Other retirement assets
- Concerned about healthcare
- Wants to leave a legacy



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WHAT ELSE COULD YOU DO?

- Preserve the principle of brokerage account assets
- Serve as an income replacement tool for social security
- Create a "permission slip" to spend assets in retirement
- Protect in the event of health event

Comparison of Values

Brokerage Account Yield	Income Tax Rate	Value Plus IUL Interest Rate	Initial Payment	Initial Death Benefit
5.00%	24.00%	5.16%	19,455	1,000,000

		Brokerage Account				Ameritas Value Plus Index UL			
Year	EOY Male Age	(1) Annual Deposit to the Account	(2) Pre-Tax Investment Income	(3) After Tax Investment Income	(4) Year End Account Value	(5) Policy Premium	(6) Year End Accum Value*	(7) Year End Surrender Value*	(8) Death Benefit
1	61	19,455	973	739	19,990	19,455	13,532	0	1,000,000
2	62	19,455	1,972	1,499	40,530	19,455	27,242	0	1,000,000
3	63	19,455	2,999	2,279	61,634	19,455	41,127	3,397	1,000,000
4	64	19,455	4,054	3,081	83,319	19,455	55,173	19,063	1,000,000
5	65	19,455	5,139	3,905	105,601	19,455	69,356	34,916	1,000,000
6	66	19,455	6,253	4,752	128,495	19,455	84,094	51,374	1,000,000
7	67	19,455	7,397	5,622	152,018	19,455	99,088	68,148	1,000,000
8	68	19,455	8,574	6,516	176,189	19,455	114,442	85,342	1,000,000
9	69	19,455	9,782	7,434	201,024	19,455	130,270	103,080	1,000,000
10	70	19,455	11,024	8,378	226,542	19,455	146,214	120,994	1,000,000
11	71	19,455	12,300	9,348	252,762	19,455	166,452	143,282	1,000,000
12	72	19,455	13,611	10,344	279,703	19,455	186,684	165,634	1,000,000
13	73	19,455	14,958	11,368	307,385	19,455	206,808	187,958	1,000,000
14	74	19,455	16,342	12,420	335,828	19,455	227,123	210,573	1,000,000
15	75	19,455	17,764	13,501	365,053	19,455	247,745	233,585	1,000,000
16	76	19,455	19,225	14,611	395,082	19,455	268,786	257,136	1,000,000
17	77	19,455	20,727	15,752	425,937	19,455	290,210	281,210	1,000,000
18	78	19,455	22,270	16,925	457,640	19,455	311,948	305,758	1,000,000
19	79	19,455	23,855	18,130	490,215	19,455	333,727	330,547	1,000,000
20	80	19,455	25,484	19,367	523,686	19,455	355,221	355,221	1,000,000
21	81	19,455	27,157	20,639	558,078	19,455	376,363	376,363	1,000,000
22	82	19,455	28,877	21,946	593,415	19,455	396,939	396,939	1,000,000
23	83	19,455	30,643	23,289	629,724	19,455	416,698	416,698	1,000,000
24	84	19,455	32,459	24,669	667,031	19,455	435,460	435,460	1,000,000
25	85	19,455	34,324	26,086	705,365	19,455	453,209	453,209	1,000,000
26	86	19,455	36,241	27,543	744,752	19,455	469,385	469,385	1,000,000
27	87	19,455	38,210	29,040	785,223	19,455	483,896	483,896	1,000,000
28	88	19,455	40,234	30,578	826,806	19,455	496,360	496,360	1,000,000
29	89	19,455	42,313	32,158	869,534	19,455	506,364	506,364	1,000,000
30	90	19,455	44,449	33,782	913,436	19,455	513,518	513,518	1,000,000
		583,650				583,650			

ESTATE PLANNING –

- Estate tax exemptions continue to rise ($15 million in 2026).

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CASE STUDY #3

- 57-year-old
- Total estate value of 12 million dollars
- Company stock
- Family Home



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WHAT SHOULD WE THINK ABOUT?

- Large exemptions make estate planning a more straightforward proposition
- Portability is vital to the estate planning process

Gift and Estate Tax Computation: Results

State Tax Calculations (CA)	
Decoupled:	No
State has Inheritance Tax:	No
Total State Death Tax:	$0
Federal Calculations	
Tentative Taxable Estate (2026):	$12,000,000
Deduction for State Death Tax:	$0
Taxable Estate:	$12,000,000
Adjusted Taxable Gifts (1977-2026):	$0
Tentative Tax Base:	$12,000,000
Tentative Federal Estate Tax:	$4,745,800
Total Gift Tax Paid or Payable:	$0
Gross Federal Estate Tax:	$4,745,800
Basic Exclusion Amount:	$15,000,000
Deceased Spousal Exclusion Amount:	$0
Applicable Exclusion Amount:	$15,000,000
Allowable Unified Credit:	$5,945,800
Gross Federal Estate Tax:	$4,745,800
Allowable Unified Credit:	$5,945,800
Net Federal Estate Tax:	$0
Total Federal and State Tax Payable:	$0
Net Estate Remaining:	$12,000,000
Taxes as Percentage of Taxable Estate:	0.00%

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WHAT SHOULD WE THINK ABOUT?

- A modest growth rate assumption of an estate means estates after sunset will once again need to consider how estate tax will be paid
- Longer assumptions about life expectancy could create some surprises

Projection of Estate Tax

Current Year:	2026
Current Tentative Tax Base:	$12,000,000
Inflation Rate for Exclusion:	2.00%
Growth Rate:	5.000%
Client Age on 12/31/2026:	57
Spouse Age on 12/31/2026 (0 if N/A):	0
Years of Growth:	Entered Value (10.0)
State Death Tax:	Calculate
State Abbreviation:	CA
State Adjustment:	$0
Out-of-State Property:	$0
Applicable Credits:	$0

Results

Projected Value of Taxable Estate in 2036:	$19,546,736
Federal Estate Tax in 2036:	$506,694
CA Estate Tax in 2036:	$0
Total Death Tax in 2036:	$506,694
Estate Remaining in 2036:	$19,040,042

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QUESTIONS?



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THANK YOU

- 1-800-390-2361 Option 1, 1
- Sales.Request@Ameritas.com



General info site:

- https://ameritas-p.allego.com/IzU8aISrD928DmLoRIcBRIVB

Broker Training resources:

- https://webcontent.ameritas.com/pw/Learning/Broker/index.htm

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