



# FINDING THE RIGHT FIT

HELP CLIENTS PURSUE BRIGHTER FINANCIAL FUTURES WITH LIFE INSURANCE



TRANSAMERICA®

A young child with brown hair is hugging a basketball. The child is smiling and looking down at the ball. The background is a soft, out-of-focus green and brown.

# PROTECT TOMORROW BY PLANNING TODAY

**The concept of life insurance is simple: Protect tomorrow by planning today. But for clients, choosing the right type might be overwhelming. That's where you come in.**

## FOR FAMILIES AND INDIVIDUALS

The loss of a loved one can be one of the most devastating events a family can go through. Those left behind not only have to deal with grief, but often financial hardship as well. A life insurance death benefit can help replace lost income and provide a cash resource for additional expenses. A well-designed plan could help with:

- Medical expenses and funeral costs
- Mortgage payments
- Child care costs
- College loans
- Supplemental retirement income
- Other cash needs such as a down payment on a house or car

## TAX BENEFITS

Whether life insurance is being used to help protect a family or a business, it has some important tax benefits:

- The death benefit, in most cases, is free from federal income taxes (IRC SEC. 101(a)(1))
- Earnings in cash value are tax-deferred
- Loans and withdrawals taken against the cash value may be tax-free<sup>1</sup>

## FOR BUSINESSES

A business relies on important resources, like its people and cash flow, to be successful. Life insurance can also be key to the continued success of a business. Clients could use the death benefit or cash value to:

- Help protect against financial problems when a key employee passes away
- Provide cash needed to help buy a deceased owner's interest in the business
- Help purchase ownership interest when an owner leaves the business
- Be a source of funds if credit is hard to access
- Make nonqualified deferred compensation payments

## EXPLORING THE OPTIONS

We want to make it easy for you to quickly compare Transamerica's life insurance tools. That way you can spend more time doing what matters most — helping clients create brighter financial futures.

| TYPES OF LIFE INSURANCE   | TERM   | INDEX UNIVERSAL LIFE  | FINAL EXPENSE   | WHOLE LIFE  |
|---|--|---|---|---|
| <b>PRODUCTS</b><br>*A TFLIC Version of this product is available in NY. | <b>TRENDSSETTER®<br/>SUPER SERIES<br/>TRENDSSETTER® LB</b>                               | <b>TRANSAMERICA FINANCIAL<br/>FOUNDATION IUL®*<br/>TRANSAMERICA FINANCIAL<br/>CHOICE IUL<sup>SM</sup></b>   | <b>FINAL EXPENSE<br/>SOLUTIONS PORTFOLIO</b>  | <b>TRANSAMERICA LIFETIME<sup>SM</sup></b>   |
| <b>PRODUCT DESCRIPTION</b>  | Coverage for a specified period of time. Level premiums with no cash value accumulation. | Permanent coverage with flexible premiums. Cash value accumulation potential through index account options.   | Permanent coverage with level premiums. Cash value accumulation through a fixed, minimum interest rate. | Permanent coverage with level premiums. Cash value accumulation through a fixed, minimum interest rate. |
| <b>OBJECTIVE</b>  | Provides affordable temporary insurance  | Provides permanent life insurance coupled with the potential to accumulate cash value that can help pay premiums or be accessed as loans and withdrawals <sup>1</sup> | Provides a death benefit to help cover burial and final expenses  | Provide guaranteed <sup>2</sup> death benefit, guaranteed cash value, and guaranteed premiums           |
| <b>LENGTH OF COVERAGE</b><br>(if required premium paid)                 | Specified number of years (additional years available at higher premium)                 | Lifetime  | Lifetime  | Lifetime  |
| <b>FLEXIBLE PREMIUM PAYMENT</b>   | No   | Yes   | No  | No  |
| <b>DEATH BENEFIT AMOUNT</b>   | Fixed  | Flexible  | Fixed <sup>3</sup>  | Fixed   |
| <b>CASH VALUE FEATURES</b>  | N/A  | Potential policy value growth through excess index interest credited to index accounts; guaranteed minimum interest rate credited                                     | Guaranteed minimum interest rate credited   | Guaranteed minimum interest rate credited   |
| <b>ACCESS TO CASH VALUE</b>   | N/A  | Loans and withdrawals   | Loans and withdrawals   | Loans and withdrawals   |
| <b>COMMON USES OF TRANSAMERICA INSURANCE PRODUCTS</b>                   |  |   |   |   |
| <b>FOR INDIVIDUALS</b>  |  |   |   |   |
| <b>PAY FINAL EXPENSES, FUNERAL COSTS, ETC.</b>                          | Yes  | Yes   | Yes   | Yes   |
| <b>PAY OFF MORTGAGE, OTHER DEBTS</b>                                    | Yes  | Yes   | Yes   | Yes   |
| <b>SALARY REPLACEMENT</b>   | Yes  | Yes   | No  | Yes   |
| <b>PROVIDE COLLEGE FUNDS</b>  | No   | Yes   | No  | No  |
| <b>PROVIDE ESTATE LIQUIDITY</b>   | No   | Yes   | Yes   | Yes   |
| <b>SUPPLEMENT RETIREMENT INCOME<sup>1</sup></b>                         | No   | Yes   | No  | No  |
| <b>ACCESS CASH VALUE WHEN SUFFICIENT<sup>1</sup></b>                    | No   | Yes   | Yes   | Yes   |
| <b>FOR BUSINESS</b>   |  |   |   |   |
| <b>KEY PERSON COVERAGE</b>  | Yes  | Yes   | No  | Yes   |
| <b>FUND BUY-SELL AGREEMENT</b>  | Yes  | Yes   | No  | No  |
| <b>FUND NONQUALIFIED DEFERRED COMPENSATION ARRANGEMENT</b>              | No   | Yes   | No  | No  |



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## When it comes to preparing for their future, there's no time like the present.

Let's get started today.



**Visit:** [transamerica.com](https://transamerica.com)

<sup>1</sup> Loans, withdrawals, and death benefit accelerations will reduce the policy value and death benefit. Provided the policy is not and does not become a modified endowment contract (MEC), 1) withdrawals are tax-free to the extent that they do not exceed the policy basis (generally, premiums paid less withdrawals) and 2) policy loans are tax-free as long as the policy remains in force. If the policy is surrendered or lapses, the amount of the policy loan will be considered a distribution from the policy and will be taxable to the extent such loan plus other distributions at that time exceed the policy basis.

<sup>2</sup> Guarantees are based on the claims-paying ability of the issuing company.

<sup>3</sup> For Final Expense only, the death benefit during the first two policy years is based on the face amount for the accidental death of the insured or is limited to 110% of the sum of premiums paid (minus the loan balance) for the death of the insured from any other cause. The death benefit after the first two years is based on the face amount (minus the loan balance) for the death of insured regardless of cause of death.

**Index universal life insurance is not a security**, and index universal life insurance policies are not an investment in the stock market or in the indexes. Index Account Interest is based, in part, on index performance. Past performance of an index is not an indication of future index performance.

There is no guarantee that any Excess Index Interest will be credited above the guaranteed minimum interest rate for the Index Account(s). Additionally, there is no guarantee that the Company will declare an interest rate greater than the guaranteed minimum interest rate for the Basic Interest Account.

Life insurance products are issued by Transamerica Financial Life Insurance Company, Harrison, New York, and Transamerica Life Insurance Company, Cedar Rapids, Iowa. Transamerica Financial Life Insurance Company is authorized to conduct business in New York. Transamerica Life Insurance Company is authorized to conduct business in all other states.

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