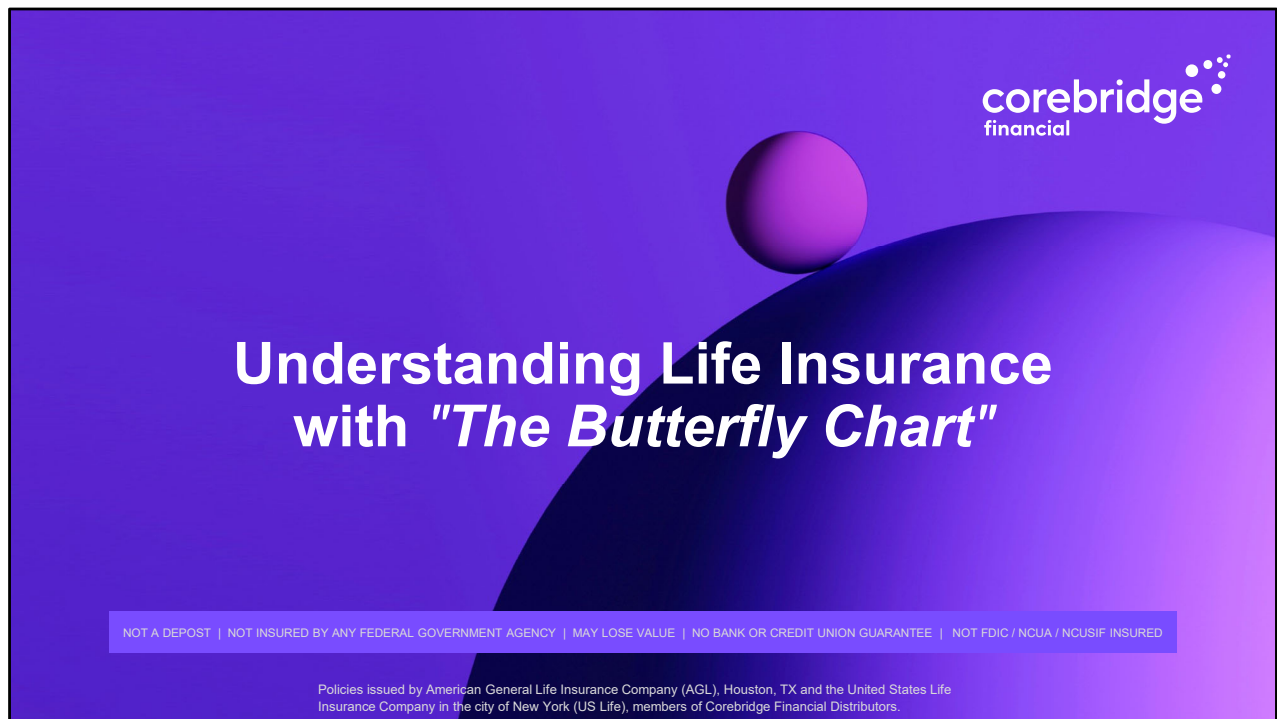




Cover slide for presentations.



Hello and welcome to today's conversation.

We're going to talk about a conversation I affectionately call my "***butterfly chart.***"

You'll understand in just a few moments.

Let's get started.

This material is general in nature, was developed for educational use only, and is not intended to provide financial, legal, fiduciary, accounting or tax advice, nor is it intended to make any recommendations.

Applicable laws and regulations are complex and subject to change.

For legal, accounting or tax consult the appropriate professional.



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Here are some important notes regarding today's discussion.

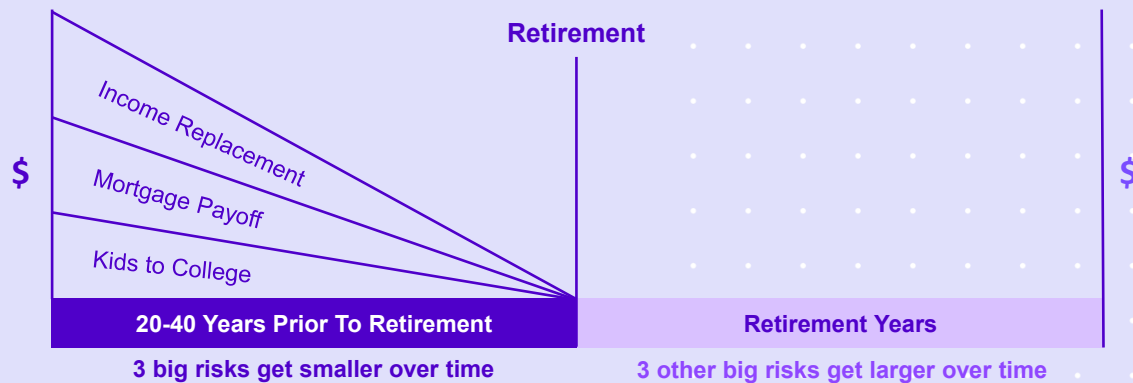
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Financial Risk Spectrum



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This graphic depicts some of the risks Americans face before and during retirement.

Earlier in life there are 3 major risks that individuals and families face, but each risk tends to get smaller over time. Those 3 major risks are:

- Paying off the mortgage,
- Income replacement due to the death of a primary breadwinner and
- The cost of college savings for children.

Notice that the graphic depicts all three of these financial concerns sloping downward to the right.

That's because each of these concerns typically gets smaller and smaller as you near retirement.

1. By the time you retire, your kids have probably already graduated from college, so you don't need life insurance to put them through college anymore;
2. By the time you retire, your mortgage has most likely been paid-down if not completely paid-off; and
3. The closer you get to retirement, the fewer years of income you need to replace in the event of a premature death. In fact, once you retire, if you're not working any longer, you have no work income to replace in the event of death

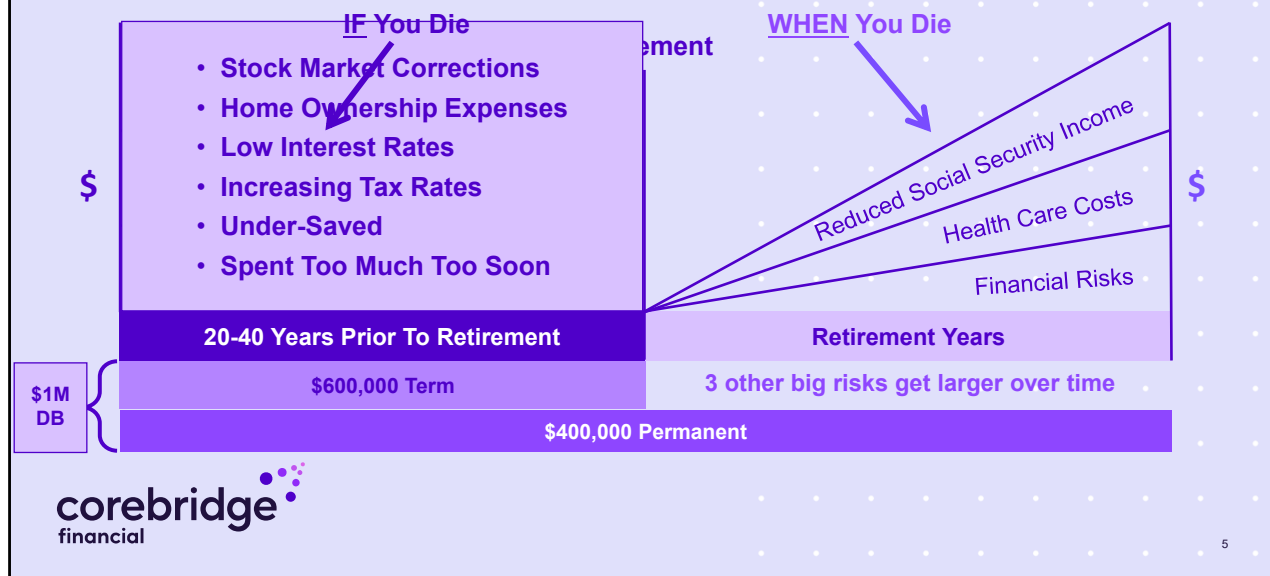
So all three of these major financial concerns could conceivably have disappeared by the time you retire.

If you're concerned about these issues, you can purchase a nice 20-year or 30-year term life insurance policy that lasts until you retire, and you might consider your problems solved.

In many cases people don't see any reason why life insurance might be beneficial during their retirement years.

But let's consider whether we might be overlooking something.

Financial Risk Spectrum



As we get older and these pre-retirement risks decline, a few other risks emerge, and they tend to become more daunting over time:

- The multitude of investment-related financial risks.... stock market corrections, house repairs, low interest rates, rising tax rates, political instability, the possibility of living too long, etc., etc.
- The rising cost of health care... it's pretty clear to most people that the older you get, the more you spend on health care... for two reasons: inflation and utilization; and
- The potential reduction of social security income due to the death of a spouse. If your client is a couple and they're receiving Social Security income, the Social Security income the surviving spouse receives will be reduced by a minimum of one-third and by as much as one-half. Is the surviving spouse prepared to survive on that much less Social Security Income?

So let's paint a picture of a possible scenario. Let's assume a couple where the husband is 5 years older than his wife. Further assume the husband is frail... he's in the nursing home where he's been for the last 3 years, and his final day is fast approaching. While he's been in the nursing home, here's what happened:

1. They've spent approximately \$100,000 per year for his care in the nursing home, cutting heavily into their retirement resources.
2. While he's been in the nursing home, there's been a stock market correction that further reduced the value of their retirement resources.
3. While he's been in the nursing home, there's been a tax-rate increase, so they need to withdraw even more from their portfolio in order to pay the increased taxes and still be able to pay expenses.
4. During his stay in the nursing home, the furnace, air conditioner and water heater needed to be replaced in their home, taking another "bite" out of their retirement resources.
5. He knows that immediately after his death, her Social Security income is going to drop significantly.

With all of these things occurring, what do you suppose is happening to the value of their retirement resources?

That's right... their resources have been significantly depleted.

What is the husband's biggest financial concern at this moment, as he knows his death is not far away?

That's right, he's wondering if his wife will be financially secure after he's gone... and he knows she's won't be... that she's quickly running out of money.

Wouldn't it be great if he knew that, after his death, an income-tax-free death benefit check would appear in his wife's mailbox, helping restore the value of their portfolio, giving her increased confidence that she won't run out of money in her remaining years?

So if you're a pre-retirement couple, you're probably not thinking you're going to die before you reach retirement age, and there's a good chance that you're right.

So when you're thinking about life insurance to protect your kids' college, your mortgage, and replacing your lost income if you die unexpectedly, you're thinking about life insurance for IF you die. Those needs are typically addressed with Term life insurance.

But when you're thinking about these financial concerns on the right, you're thinking about financial problems that will be around for the rest of your life, and about financial problems that are likely to get worse over time.

You're thinking about life insurance for WHEN you die, no matter when that might be. That's something Permanent life insurance can help with.

Once you understand these short-term pre-retirement and long-term in-retirement financial risks, you can begin to think about how to create a life insurance policy portfolio that addresses these concerns.

For example, let's say you're a pre-retirement dual-income couple with children and a mortgage.

Your financial professional performs a "Life Insurance Needs Analysis" and determines that you need \$1,000,000 of life insurance today in-order-to make sure your family can live the life you've imagined in the event you die unexpectedly.

Next, imagine you're retired, in your 70's or 80's, and you don't have a lot of sand left in your hour-glass. Ask yourself: *"How much money would you like your surviving spouse to have after your gone to help ensure him-or-her of a lifetime of financial security and independence?"*

Often the answer will be between \$100,000 and \$500,000.

Let's assume the answer in your case is \$400,000.

OK... let's build a portfolio with \$400,000 of permanent life insurance that'll be there for the rest of your life; and complement it with a \$600,000 term life insurance policy to cover your short-term needs until retirement.

When we do this correctly, your term life insurance policy will end when you retire, and so will the premiums.

And we can tailor your permanent life insurance policy so that you can potentially stop premiums at retirement also, while the policy remains in-force for the rest of your life.

In this hypothetical scenario, you have your pre-retirement and in-retirement financial risks addressed, with no premiums necessary during retirement, freeing that money up during retirement to be spent on other things.

Questions or Comments?



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Does anyone have any questions about anything we've discussed today?

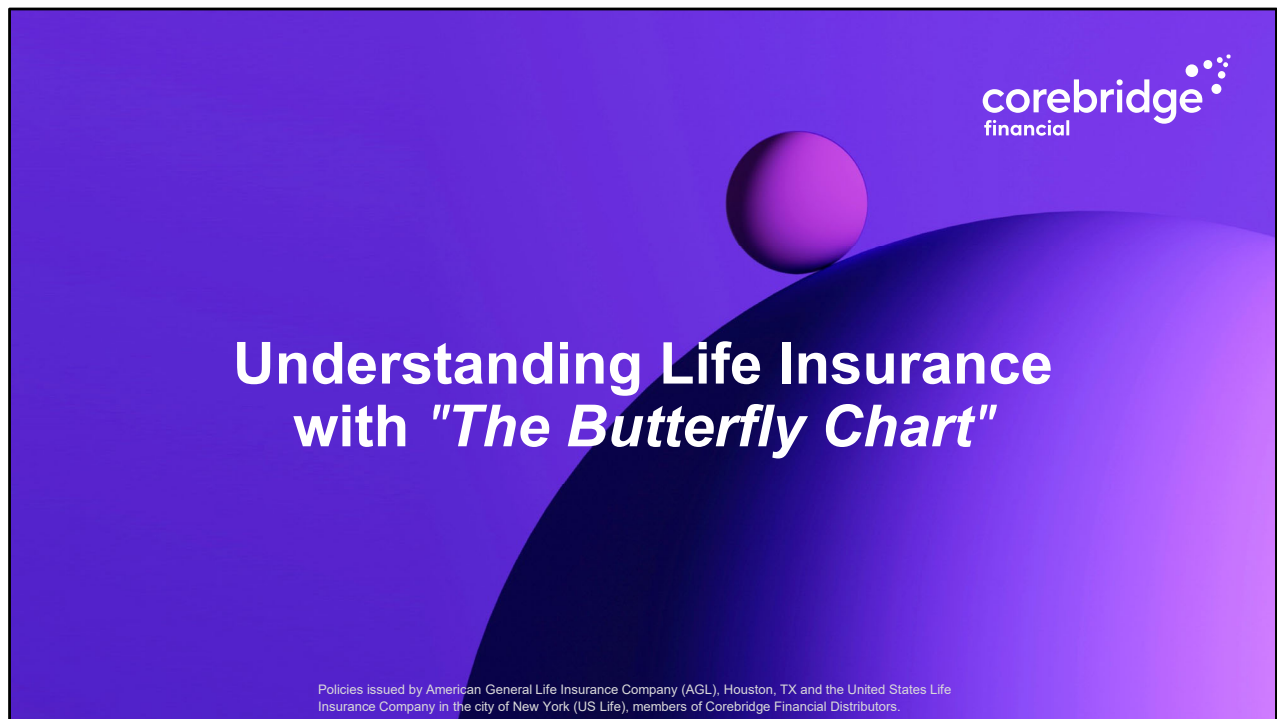
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Death benefits are generally excludable from the beneficiary's federal taxable income under most circumstances and under current federal income tax law.



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Here are some additional important notes about today's discussion.



Thanks for joining today's conversation. Hopefully you learned a few ideas you can use in planning conversations with your financial professional.

Here at Corebridge Financial we'll continue providing the products, the services and the people that have become the hallmark of the Corebridge reputation.

And on behalf of everyone at Corebridge, I'd like to thank each of you for everything you do, every day, to help achieve and protect a lifetime of financial security for yourself, your family, and your loved ones that depend on you for their financial security.

Talk to your financial professional today and take action!



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